

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 10, 1905

Number 1129

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

Correspondence Solicited.

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The William Connor Co.
WHOLESALE CLOTHING
MANUFACTURERS

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

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

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Credit Co., Ltd.**

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

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R. G. DUN & CO.
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Collection delinquent accounts; ch' p. efficient, responsible; direct demand system. Collections made everywhere for every trader. C. E. McCrone, Manager.

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
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The Tradesman Company
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ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

SPECIAL FEATURES.

Page.	
2.	Window Trimming.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	New York Market.
8.	Editorial.
9.	Turned the Tables.
10.	Chronic Cheerfulness.
12.	Glove Making.
14.	Personal Cleanliness.
16.	Clothing.
20.	Meat Market.
24.	Woman's World.
28.	The Man Who Failed.
30.	Rolling Stones.
32.	Shoes.
36.	Consumption of Eggs.
38.	Dry Goods.
40.	Commercial Travelers.
42.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

THE WASTE OF STRIKES.

Every product of human labor adds to the sum of the world's wealth. If any of these products are of a perishable nature, such as fruits and vegetables or meats, they can to a large extent be preserved so as to be available for transportation or for storing up.

But all the permanent products, such as buildings, railways and public improvements, the opening of mines, of factories and the like, are still more important factors in the production of wealth. Think of the difference in the value of the Western Hemisphere as it is to-day, covered with great nations, with grand cities and towns and all its vast development and its millions of population, in comparison with what it was in 1492, when Columbus first landed on its shores.

The enormous wealth which makes up the difference of conditions is all the result of human labor. If it were not for the vast amount of waste which goes on, the sum of this wealth would be much greater. But fire, war, storms and floods are constantly carrying on their destructive work and reducing the sum of this wealth.

Another source of this immense waste is the labor strike. United States Commissioner of Labor Wright recently made up a statement, showing that from 1881 to 1900 there had been 22,793 strikes in the United States, costing no less than \$1,396,769,392 in wages, expenses and loss of trade. Lockouts, 1,005 of them, cost \$72,199,189 during the same period. Almost a billion and a half thrown away in twenty years! What the public lost in consequence of these strikes and lockouts no one has taken the trouble to discover. It must have at least equaled the direct loss. Since the tables referred to were issued the coal strike of 1902, the building trades strikes of 1903 (the effects of which are still felt), and the beef strike of 1904 have, with minor labor troubles, added more millions to the strike-waste

totals. In the coal strike it was estimated that \$164,360,000 worth of property and wages were wiped out.

Unfortunately, the dupes of unscrupulous union leaders fail to learn any lessons from these figures, and so the destruction of property and of values goes on, and enough is lost every year to enrich a great population.

It is commonly believed that the typographical unions of the country are composed of a superior class of workmen—men who will not ordinarily commit crimes against brotherhood, manhood, liberty and country which men affiliated with the other unions are prone to do in the event of a strike or times of great public excitement. This belief—which is not shared by those who have had occasion to come in contact with the unscrupulous leaders who always manage to work their way to the front and assume the reins of authority—is shattered for all time by the action of the Chicago typographical union last week in adopting anarchistic resolutions, extending sympathy and encouragement to the striking teamsters who were hourly resorting to rioting and murderous conduct in pursuance of the secret instructions of the union leaders. The denunciation of the Employers' Association for utilizing negro drivers temporarily had little effect on those familiar with the situation, because any one who has noted the kind of men who wear union buttons in Chicago—the writer visits Chicago one day a week and has made something of a study of the subject—will readily concede that no class of men are more debased, more reckless, more diabolical looking and more unworthy of confidence and respect than the average teamster and street car employe who sports a union button on his cap. The lowest type of negro is a prince of the blood compared with the man who displays a union button and whose every action indicates that his affiliation with a union has prepared him for any act of violence which the union leaders may inspire or direct.

The removal of the restrictions upon religious worship in Russia is an important step and will do away with a fruitful cause for friction. It will also materially lessen the extent of corruption, as heretofore the police have been willing to tolerate certain practices for various considerations. Indeed so severe are the general laws of Russia that if the police were in all cases to strictly enforce them, life there would be intolerable.

Excessive politeness is generally a foe to truth.

BIG-BONED SOLDIERS.

Emperor William of Germany seems to have inherited some of the notions of his far-away Hohenzollern ancestor, Frederick William I., who had a passion for an army of tall men.

It is reported that the present Emperor, in his recent visit to Morocco, saw at Tangier a very tall man, a Moor, whom he engaged and took away with him to be the standard-bearer of his bodyguard.

So great was old Frederick William's desire to have tall men in his army that not only did he seize on everyone in his dominions young enough to be a soldier, but he also took possession of all the tall girls and married them to his gigantic soldiers in order to breed a race of big men.

There was once a time when the big, strong men had a real advantage in battle because they could by their greater strength and stature overpower the smaller men. But the invention of firearms did more than everything else to take away the prowess of giants. All men who are able to shoot a gun became equal before the trigger, the big fellow having no advantage over the little one, and his great bulk making an easier mark for his antagonist's bullet.

The real bigness of a man is not his body, but the mind and the soul that are in him. It was so with Napoleon, the Little Corporal. It was so with the undersized men in the Confederate army. They got their small bones from drinking rain water. The men in limestone countries, where the water is strongly impregnated with mineral matter, have big, bony frames. The difference is a mere matter of locality, and has nothing to do with the quality of the men.

A man in Wilkesbarre has conferred at least a partial favor on humanity by inventing a toy cannon which will make a noise but which will not explode and hurt anybody. If his discovery is all that is claimed for it and he can get the goods on the market before the next Fourth of July, he will be indirectly helping President Roosevelt to prevent race suicide. The new cannon while it is good for the boys is as bad for the neighbors as the old sort. The Wilkesbarre professor would have conferred a much greater favor upon his fellow men if he had made his cannon noiseless as well and then implanted in the youthful heart a spirit of contentment therewith. If noise can be secured without damage to the noise promoter that is certainly a good gain for one year.

Genius is often forced to borrow from common sense.



Live People in Windows Preferable to Dead Dummies.

I have often wondered if there was any law against having live people posed in a show window instead of wax dummies. I have asked a number of different persons in regard to the subject, and they all said they never heard of such a rule.

We all know that, during the linen sales, old ladies of foreign birth are feuded by Monroe street stores to demonstrate the old method of carding flax and spinning it; I think once we saw it woven into linen on a primitive machine.

And, several years ago, Foster, Stevens & Co. had a "What is it?" in their window in the shape of a young dark-complexioned fellow who went about the country posing as an automaton. "It" moved "its" head once in so often, and back again, in so natural an unnatural manner that on-lookers were about evenly divided as to whether "It" was a real man or only a make-believe Lord of Creation. A large placard invited those outside to guess whether "It" was alive. People flattened their noses against the glass in droves, to be succeeded by others yet more curious, frantic to "have a look." A curtain, if I remember rightly, was drawn every once in so often to allow the automaton to rest, and at noon to eat "Its" luncheon.

This feature is said to have attracted more notice than anything else that has ever been put in a Grand Rapids window, either up to that time or since. The subject was in everybody's mouth.

I say, if old spinning ladies and automatons such as "It" could be allowed I see no reason why the "live" idea might not be continued and elaborated on until sentient beings should no longer be looked upon in the light of freaks but be regarded as common as extinct "counterfeit presentments."

Curtains could be arranged with rings to slide on poles around the sides of a window, so as to allow the persons inside to recuperate from posing or acting, which looks so easy but really is a severe strain on the nerves and muscles and requires great concentration.

Just now the weather outside is unpropitious, but inside the steam-heated store a Maypole dance could be carried on in the display window without discomfort to the participants.

If the space is not large enough, and the counters are somewhat removed from the front of the store, a temporary platform could be built as a continuation of the window floor, the whole to be enclosed with some sort of curtaining—some kind of "bedquilt calico" or cretonne having a "forest design" such as prevails to such an extent, at the present, in paper for the wall. This should

be in gay colors, as appropriate to a joyous occasion. A trellis of artificial vines would be pretty over the top.

Have a Maypole firmly fastened to the flooring in the center of the window and wound around with white ribbon or gone over several times with white enamel paint.

To secure the actors would necessitate having this window only on a Saturday, so as not to interfere with the school work of the participants. It could be repeated, some other attraction "holding the boards" in the interval between two holidays.

The little girls taking part in the dance should be dressed in white, as would be natural if the weather was warm and pleasant.

A rude picnic table on the sawhorse plan, should be at one end of the space, holding as many dainty white-napkin lunch baskets as there are dancers. These should be stuffed with something (dishes or boxes or crumpled paper) to give them a look of containing good things for the luncheon later on. A folded white tablecloth may be made conspicuous, with new wooden plates and paper napkins in piles. A couple of dozen lemons, a sharp knife to cut them with, an open bag of granulated sugar and a large new tin pail filled with water may be bunched on one corner of the table. Provide a bench

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.



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.



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

Did you know coffee was used 1,000 years ago in Abyssinia and was brought to England in the year 1600? And did you know that in 1903 there was consumed in this country 457,533 tons (not pounds)? Think of that, for it means 11½ pounds to each man, woman and child.

Its increase in use has been on an average 20,000,000 pounds per year lately, and the sale of our

Quaker Coffee

has increased in the same ratio. Why? Because dealer and consumer know it to be The Best—"Q. E. D."

WORDEN GROCER COMPANY

Distributors

Grand Rapids, Michigan

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

on each side of the table to sit on, and the eating paraphernalia is complete for a picnic scene.

A chaperone or two are, of course, necessary, for propriety's sake and to see that no accident occurs to the young people. If live ones are not available, two dummies will do just as well! These may be seeing to the unpacking of the luncheon.

The little girls must be thoroughly drilled in the dance by competent instructors beforehand, so that it may go off smoothly. If well-known children take part in this it adds to the interest.

Advertise the affair for a week or so before it takes place, in the country round about as well as in the town. It really could be made a gala occasion, and the giving away of pretty little boxes of bonbons to each child buying a quarter's worth, and an inexpensive but attractive hat-pin to each lady purchasing 50 cents' worth, would serve to increase the popularity of the store. Also serve an after-dinner cup of hot coffee to each, and be sure you have plenty of nice thick cream, as that's more than half of the deliciousness of the beverage. Remember always, when serving coffee, don't be stingy with the cream, and have it so thick you can cut it with a knife—use the kind for "whipping."

In this Maypole-dance part of the time have the little ones simply posing, and part of the time dancing. This will serve to keep people in front of the store to wait for "both parts of the performance." Don't tire

the youngsters out; give them plenty of time in which to rest "between the acts," behind the drawn cretonne curtains. Have them, while thus concealed, indulge in childish laughter, not loud but with just enough zest to indicate to the outsiders that fun is going on "behind the scenes."

* * *

The thought outlined above may be added to or subtracted from, to suit the individual opinions of the one having the window work in charge.

* * *

If Peck Bros., at the head of Monroe street, had introduced in their "Eskay Albuminized Food" window a couple of live babies, with two young girls dressed in a nurse-maid costume to see to the infants, it would have added immeasurably to the material advantages of the display. There's nothing in the world so ordinary as a baby, and yet each one we see possesses an indescribable charm and arouses the desire to hold it to one's heart; and this desire lasts as long as life itself. There is something wrong in the person who can not see a nice clean baby without loving it at "first sight."

If Peck Bros. had recollected this inborn sentiment of humanity they would have counted a hundred persons looking at the two live babies where now they count one gazing at the framed photograph of twenty-three babies who were fed on the food to which they are inviting public attention!

There is no lift in a long face.

What To Advertise in May.

May is the month for house cleaning, painting, papering, refurnishing and for generally repairing and fixing up pretty much everything from the household and business establishment to our own personal "intimate innards." "Seasonable goods" for window displays are therefore all such things as may be useful to the housewife in her "spring cleaning"—detergents, from borax to silver soap; floor polishes, varnishes and wax finishes; furniture polish; gold and silver paints; white and colored enamels, prepared pastes, glues, cements, dyes and colored lacquers, etc.

Insectides for house and garden are now wanted—camphor, "tar camphor," insect powder, cedar oil and wood, tar paper and all the vast tribe of roach powders and bedbug killers.

White hellebore, paris green, whale oil soap, sulphur, lime, blue vitriol and ready-made spray solutions will be largely used in farming districts and fruit growing sections. Spray solutions made up in concentrated form or the drug ingredients in proper proportion with printed directions for mixing can be made a good paying line in a small farm section. Where holdings are large and farming and fruit growing are done on a large scale spraying chemicals are bought direct in large lots or through local druggists at so close a figure as to barely pay handling costs.

This month is also the harvest season for the suburban druggist, who

stocks paint, varnishes and wall paper, and these should be kept well to the fore, and price concessions made on the slow sellers and to close out odds and ends.

There are many things in the drug store that are useful in house-cleaning work that neither the druggist nor housewife is apt to think of. Go through the stock and dig them out; put a small group of each article in the show window with a small card on each, giving the name, uses and price. Be sure to ticket each and every kind of article, whether it be a little mound of borax or group of some proprietary bug powder; these cards are the most important part of displays of this kind.

While the display is on, advertise the goods in your newspaper space. Just a list of articles and prices with a word of introduction if space allows.

Include your "blood purifier" in display—give it the "center of the stage"—with card that tells of the necessity of cleaning out the system at this time, and give a similar argument briefly in a trailer to your newspaper advertisement.

The practical man is he who turns life to the best account for himself; the good man, he who teaches others how to do so.

He that can hold his tongue is even greater than he that can handle an automobile.

The selfish church has no saving power.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

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

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

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

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



Movements of Merchants.

Newberry—W. E. Donegan & Co. have opened a new grocery store.

Ann Arbor—G. B. Ottmer will open a grocery store at 305 South Main street.

Coldwater—A. B. Hemingway has assigned his grocery stock to Harry Adams.

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

Marquette—H. L. Vandenoorn has opened a grocery store at the corner of Third and Park streets.

Manton—R. W. Hitchcock is succeeded by Wm. Root in the grocery and confectionery business.

St. Johns—Pierce & Shumaker, who formerly conducted a grocery business, are succeeded by Smedley & Gillies.

Port Huron—Henry F. Marx and Charles Ormsby will open a grocery store in the Odd Fellows temple on Lapeer avenue.

Ann Arbor—Jacob Laubengayer, who has been engaged in the meat business at 305 South Main street since 1871, has retired.

Quincy—Jay Lepper, of Jonesville, has leased the Brown building, where he will open up a grocery store in a couple of weeks.

South Haven—A. G. Randall & Co. have sold their grocery stock to Charles Sundquist, who will continue the business at the same location.

Sagola—The Sagola Telephone Co. has been incorporated for the purpose of carrying on a general telephone service, with an authorized capital stock of \$400, of which \$200 has been subscribed and paid in in cash.

Jackson—The Jackson Paint & Wall Paper Co. has been incorporated for the purpose of dealing in paints and oils, with an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Elk Rapids—The T. W. Preston drug stock has been sold at chattel mortgage sale to Chas. Mahan, who has moved it into his store opposite. He will replenish the stock and if not sold will put in a manager and continue the business.

Marlette—T. J. Anketell has purchased the lumber yards of L. H. Cooley & Co., of this place. Mr. Anketell has lumber yards in eight places in the surrounding territory and his latest purchase practically gives him control of the field.

Benton Harbor—Articles of incorporation of the Michigan Cold Storage Co. have been filed with the county clerk. The capital stock is \$300,000 and the stockholders are Edmund F. Bard, of this city, and Guy A. Meeker and Charles J. Forbes, of Chicago. The concern will conduct a general warehouse and storage business.

Avondale—A. M. Grinnell, the well known Avondale merchant, has gone to the Far West, expecting to visit Washington, Oregon, California and other Western States and will attend the Lewis and Clark Exposition, which opens at Portland June 1.

Mount Clemens—A corporation has been formed under the style of the Mt. Clemens Paint & Wall Paper Co. for the purpose of dealing in paints and oils, with an authorized capital stock of \$3,000, all of which has been subscribed and \$1,000 paid in in cash.

Manistee—A corporation has been formed under the style of the Manistee Navigation Co. to navigate Manistee River. The company has an authorized capital stock of \$5,000, all of which has been subscribed, the amount of paid in stock not yet being known.

Homer—Byron Snider, formerly of the firm of Snider & Gillotson, hardware dealers, has bought the stock belonging to the two firms, A. H. Tingay and G. W. Feighner, boot and shoe dealers. Mr. Snider will combine the two stocks, occupying the Tingay building.

Holland—An attachment for \$2,000 has been taken out in the Circuit Court in favor of the Holland Fuel Co. and others against the German Gelatine Co., of this city. The attachment is to realize on a debt for fuel and other claims held by Holland merchants.

Turner—Phillip Rosenthal has merged his stock of dry goods and clothing into a stock company under the style of the Turner Mercantile Co., with an authorized capital stock of \$2,000, all of which has been subscribed and \$300 paid in in cash and \$1,700 in property.

Three Rivers—A corporation has been formed for the purpose of dealing in clothing and dry goods under the style of the Manufacturing Clothing Co. The company has an authorized capital stock of \$5,100, all of which has been subscribed and \$100 paid in in cash and \$5,000 in property.

Clio—At a meeting of the creditors of the W. A. Smith Co., held at Bay City, with Lee E. Joslyn, referee in bankruptcy, presiding, the final report of the trustee, W. R. Franklin, of Flint, was presented, showing a balance of \$1,775.36 in assets over the payment of claims allowed and the expenses of the trusteeship. The claim of R. H. Nason, of Chesaning, for \$4,200, was brought up for final consideration and was allowed at \$1,000.

Manufacturing Matters.

Otsego—The capital stock of the Eady Shoe Co. has been increased from \$20,000 to \$27,000.

Detroit—The Detroit Steel Casting Co. has increased its capital stock from \$100,000 to \$200,000.

Detroit—The capital stock of the Zenner Disinfectant Co. has been increased from \$50,000 to \$75,000.

Detroit—The capital stock of the Edmunds & Jones Manufacturing Co. has been increased from \$6,500 to \$12,000.

Ontonagon—The Ontonagon Lumber & Cedar Co.'s mill at this place has been closed down for a few days. All the logs in the slough have been cut.

Port Huron—The Flint Pantaloon Co. has purchased the suspender business of Morrison & Krakow and will operate it in connection with its business.

Milford—R. C. Yerkes, of Northville, and his cousin, W. G. Yerkes, of Pontiac, have purchased the factory of Nacker & Palmer, manufacturers of plumbers' supplies.

Lansing—James Hammell has engaged in the manufacture of cigars at Detroit under the style of the Jim Hammell Cigar Co. Mr. Hammell will act as sales manager of the company.

Holland—Peter Luidens and Geo. J. Meengs have formed a partnership under the name of the Holland City Rug Works. They have leased the building at 254 River street and will manufacture rugs and rag carpets.

Lansing—The Thoman Milling Co., capital \$55,000, has been organized here for the purpose of conducting two large flouring mills in this city, owned by Fred Thoman. In the new company J. P. Thoman holds a majority of the stock.

Sault Ste. Marie—The Specialty Manufacturing & Importing Co. has been incorporated for the purpose of dealing in fabrics and embroideries. The corporation has an authorized capital stock of \$5,000, all of which has been subscribed and \$1,000 paid in in cash.

Bay City—The W. C. Sterling & Sons Co. has purchased the cedar yards of the Maltby Lumber Co., at Pinconning, with a stock of 20,000 poles and 50,000 ties. The company will discontinue its yards at Onaway, Millersburg, West Branch, Omer and Pinconning and establish an office and yard in this city, making it the distributing yard to the company. Twelve acres of land was secured for a yard here.

Traverse City—The John F. Ott Lumber Co. will seek through the courts to maintain its rights in regard to retaining the entire width of the river for the storage of its logs. In the event of failure the company will find a new location. This is in substance the reply of the company to the recent action taken by the Board of Supervisors in obedience to the wishes of a few launch owners, ordering a clearing of the south half of the river within sixty days.

Gladwin—The Bowman Lumber Co. is building a sawmill, shingle mill, planing mill and lath mill near this place, where everything that grows big enough in the form of timber will be worked up. The company has bought 4,000 acres of timber land and is in the market for more, calculating on a ten years' run. The company expects to handle a large quantity of cedar products also. G. W. Bowman, formerly with C. Merrill & Co., is general manager and an experienced lumberman.

Detroit—R. J. Matheson, H. C. Hitchcock and M. J. Theisen, associated under the name of the Central

Lumber Co., have completed a deal for the purchase of the West Side Lumber Co.'s plant at Eighteenth and Rose streets. Recently the West Side Lumber Co. gave to its creditors a chattel mortgage covering the plant. The new concern has taken charge and will do a wholesale hardwood business, paying special attention to mill work and kiln drying. All three of the members are well known in local lumber circles. Mr. Hitchcock formerly was with the City Lumber Co.

Will Co-operate with Grand Rapids Board of Trade.

Ishpeming, May 8—A meeting of the Ishpeming Business Men's Association was held on Friday evening of last week when many matters of interest to the business men of the locality were taken up and considered. Several new members were admitted to the Association.

The matter of celebrating the Fourth was considered at some length and resulted in the appointment of a committee composed of J. L. Bradford, J. S. Olson, Geo. A. Newett and Ed. J. Butler to make arrangements and to name sub-committees to promote the interests of the celebration. It is proposed that the celebration shall be of the old-time order and that the event shall be one which shall be long remembered in the community and by hundreds from other communities who will have a date for Ishpeming on the Fourth.

The matter of dates on which the stores shall be closed was decided in favor of continuing the old holiday schedule.

A letter was read from the Marquette Association thanking the Ishpeming Association for the fine time which they had here a month ago.

Secretary Kennedy read a couple of bills which had been received from the Board of Trade of Grand Rapids. The bills have been introduced into the Legislature and provide a license fee for all persons who conduct fire, bankrupt and similar sales; also a license fee for people who bring temporary stocks of goods to a city and sell them by making a house to house canvass. The Secretary was instructed to write to the Representative and Senator from this district urging support of the measure.

Just because a rolling stone gathers no moss is no reason why a man should become a fossil.

Truth generally comes in the form of something we don't want to believe.

Commercial Credit Co. Limited
 CREDIT ADVICES
 COLLECTIONS AND LITIGATION
 WIDDICOMB BLDG. GRAND RAPIDS.
 DETROIT OPERA HOUSE BLOCK, DETROIT.
 WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS



The Produce Market.

Apples—Spies and Russets command \$2.50, while Baldwins and Ben Davis varieties fetch \$2.25. Stocks are dwindling and the interest in them is waning. There are still some excellent apples to be had, and the trade is very fair considering the lateness of the season.

Asparagus—75c per doz. bunches.
Bananas—\$1 for small bunches and \$1.50 for large. Supplies are abundant.

Beets—40c per bu.
Butter—Creamery is steady at 25c for choice and 26c for fancy. The grass has been growing wonderfully fast the past week and the production of milk is increasing. This will mean more butter from now on and with the absence of a speculative element the market may ease off until the storage buyers begin to get busy, as they will within thirty days. Dairy grades are coming in freely and proportion of good butter is larger than usual at this season of the year. No. 1 is strong at 20@21c. Packing stock is steady at 15@16c. Renovated is firm at 22c.

Cabbage—Home grown is in moderate demand at 65c per doz. Southern cabbage is on its way to this market.

Celery—90c for California.
Cucumbers—The market is steady at \$1 per doz.

Eggs—Local dealers pay about 15c for case count, holding candled at 16c. The proportion of poor eggs is larger than expected, considering the cool weather. Receipts are large, but the storage buyers are still taking the surplus and are serving to keep the market at a level. The amount in storage in this market is about the normal for the season.

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 have advanced to \$2.75@3 per box. Californias have declined to \$2.50.

Lettuce—Hot house is in large demand at 8c per lb.

New Potatoes—\$2.25 per bu. for Southern. They are small and green, as a rule.

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. Increasing quantities of Mediterranean Sweets and Seedlings, with decreasing quantities of Navels, is the feature of the market. There are lots of Navels yet, but the supply is gradually diminishing as the season advances, and

the other varieties are furnishing the larger part of the shipments. The demand is steady and the prices show no change.

Parsley—25c per doz. bunches.
Parsnips—\$1.25 per bbl.
Pieplant—60c for 40 lb. box.
Pineapples—Prices are steady, ranging about as follows: Crate of 18, \$3.75; 24, \$3.60; 30, \$3.35; 36, \$3.25; 42, \$3.

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. The supply is not running short, but the best stock is not so plentiful as it was. Of the common mixed stock there is still a great abundance in the country and if the fancy should really advance appreciably, there would be plenty of the other grades to fall back on.

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

Strawberries—The price ranges from \$2.25@2.75 per 24 quarts. Supplies are liberal, but the weather has been unfavorable most of the time.

Tomatoes—\$3.50 per 6 basket crate.
Wax Beans—\$3.50 per bu. hamper.

The Grand Rapids produce dealers are nearly all in Chicago this week testifying before the Inter-state Commerce Commission relative to Armour's private car abuse. Judging from the following item from the Chicago Tribune, the offenders are beginning to see the handwriting on the wall: "The Armour people are getting ready to make a radical reduction in their charges for icing refrigerator cars. It also is reported that they have decided to cancel all contracts they have with railroads for the exclusive use of Armour refrigerator cars. The revelations made at hearings of the Inter-state Commission in the private car line cases and the Michigan fruit cases, which showed the Armour Company practically has a monopoly of the fruit business from Michigan, not only have scared the Armour people but the railroad people as well."

The creditors of Orwant & Son, who recently failed with liabilities of \$3,013.92 and assets of \$149, are so incensed over the showing made in the Tradesman of last week that they have naturally concluded that neither of the partners should receive a discharge in bankruptcy and have accordingly retained Diekema & Kollen, of Holland, to represent their interests. The members of the firm will be summoned to appear in the court and given an opportunity to explain how their net assets decreased from \$5,843.36 to \$149 in about three months.

The Grocery Market.

Sugar—While the consumption is doubtless normal the trade is buying in a moderate way only, aiming to keep on the safe side in case the market should take a notion to decline. Although the season of the largest consumption is rapidly approaching, it would not surprise the trade to see the sugar market drop five or ten points. This belief, which is held by a good many of the jobbers, is based on the fact that the market is more or less of a speculative one and that the price is higher than it should be. Also that the spread between the refined and the raw is so large that the latter must get down a few pegs to make this difference normal. Then lower figures would be a big help to stimulate the demand. It must be remembered, however, that there are conditions on the other side of the market which can not be ignored, and that with the heavy consuming season approaching the refiners may feel it unnecessary to encourage buying in any way.

Coffee—The spot coffee situation is very firm, but as its future depends entirely on the coming crop estimates, which are by no means certain as yet, a prediction is difficult. By reason of the strong situation the package manufacturers have advanced their prices ½c. There is some little speculation in the market at present, but the consumptive demand shows a considerable improvement. Milds are firm and fairly active, and Javas and Mochas are unchanged from the last report.

Tea—Cable advices from Japan are to the effect that some few piculs of the finest of the new crop sold for prices around 10c a pound higher than last year. This is not, however, to be taken as the market. These are isolated cases of a high price for extra fancy grades and the only bearing they have on the general situation is that they indicate a possible scarcity of highest grade teas, owing to the shortage of skilled labor in Japan the past year. It is not believed that the market will average this much in advance of the prices of a year ago. In the meantime the tea business is listless. The trade is well supplied and no one in a hurry for new supplies.

Canned Goods—California fruits are good sellers, particularly the cheaper grades. Pie peaches and apricots are doing well. Cherries are not so lively. Plums are in only moderate demand. Canned apples are selling about as usual for the season. The demand for gallons holds out well. There is an excellent call for cheap blueberries, blackberries and other pie grades of fruit. Salmon is firm and high as ever. The demand is opening up well and jobbers are having a hard time to keep stocks in any sort of shape. Eastern wholesale grocers have taken up the matter of the excessive output of canned goods—particularly corn and tomatoes—and are reported to be trying to keep the canners down; trying to get them all to cut off a little of their probable output the coming season and thus allow the market a chance to recover

and clean up on the stock that has been a drag for the last year or so. The market for spot tomatoes shows no particular change. The movement is moderate and the trade lacks life. Futures interest the Northwest trade comparatively little.

Dried Fruits—Seeded raisins are in some little demand, speaking for old stock. Prices show a considerable loss to the seller. Loose raisins show an improved demand, as stocks on spot are very low. Prices are unchanged but firm. Apricots are dull. Futures have been taken sparingly. Nectarines are quiet and unchanged. Currants have shown a better demand, meaning the cleaned article, owing to legislation in Greece which may advance prices. Prunes are in fair demand. Although prices show no advance, a little speculation has developed by reason of the expected high opening prices as the result of the crop damage.

Syrup and Molasses—Glucose is unchanged. Compound syrup is in fair demand, in spite of the warm weather, largely by reason of the very low ruling prices. The market is now at least 2c below where it ruled in March and lower than for several years. For this reason it is tempting people to buy. Sugar syrup is steady and unchanged. Molasses is dull, without change in price or any other phase of the market.

Fish—The demand for mackerel is better and the situation strong. The new catch is beginning and the prospects are fair. The new fish will come on the market in June, but will have little effect on the situation in fat old fish. Sardines are unchanged at the last advance and in fair demand. Some outside concerns named \$2.25, f. o. b. Eastport, as the new price on ¾ mustards during the week. The figure named is the same price asked on spot. Cod, hake and haddock are easy in tone and quiet. Salmon is unchanged and in fair demand. Other fish are quiet and unchanged in price.

The Cappon & Bertsch Leather Co. has sold its stock of saddlery hardware to the Bassett & Echlin Co., of Jonesville, and the Elgin Saddlery and Harness Co., of Elgin. The shoe finding stock has been disposed of to the James Clark Leather Co., of St. Louis. The business is being wound up as rapidly as possible.

The Grand Rapids Clothing Co. has leased the vacant store at 31 North Ionia street, formerly occupied by the Walden Shoe Co., and will remove its stock to that location about May 20.

The Sharon Lumber Co. has put in a grocery stock at Sharon. The Clark-Jewell-Wells Co. furnished the stock.

M. Dickerson has engaged in the grocery business at Mancelona. The Clark-Jewell-Wells Co. supplied the stock.

Mrs. F. Phillips has opened a grocery store at Bristol. The stock was furnished by the Clark-Jewell-Wells Co.

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 6—Spot coffee has been firmly held all the week. The sales have been of fairly good quantities and both jobbers and roasters have shown more than wonted interest. Stocks are pretty well concentrated and holders are not inclined to part with future goods on the basis of present rates. At the close Rio No. 7 is worth 8c. In store and afloat there are 4,195,494 bags, against 2,773,794 bags at the same time last year. West India sorts remain firm and all the week there has been quite an active trade. Good Cucuta is held at 9½c and good average Bogotas at 10½@11c. East Indias are steady and sales were reported of 500 bundles of Moccha at 17½c.

The week has been very dull for refined sugars, hardly anything being done in new business, while withdrawals under previous contracts have also been light. There seems to be an utter lack of confidence as to prices and buyers, in consequence, are taking small lots to keep up with the everyday calls and nothing more. The quietude in the refined market is doubtless due to the unsettled condition for raws, which are dull and lower.

There has been a fairly active trade in teas, quite a business having been done in line goods, and the whole situation is much more encouraging for sellers. Still the gain of one week is slight and the next may show a setback, although, generally speaking, the outlook is more hopeful than for a long time.

The rice market is well sustained and, as compared with some other weeks, it has been quite lively. A fractional advance has been made on Japans and 2½c is now the inside mark. Southern mills are shutting off operations and will carry remaining supplies until later in the season, hoping to have better figures.

In spices there is very little of interest to chronicle. The market for Zanzibar cloves shows greater strength on the report of light crop. Pepper is in sellers' favor and only a moderate volume of business reported. Other spices are quiet and unchanged.

There has been quite an active call for molasses under previous contracts, but new business has been very moderate, as buyers seem to be fairly well stocked up. Stocks of foreign molasses are running light and prices are firm, with fancy Ponce at 34@36c. Syrups are steady and quotations are practically without change.

In canned goods there is a very moderate movement. A little better feeling exists for salmon and, with the advancing season, it is hoped the improvement will become more ap-

parent. Tomatoes are, perhaps, a little better, too. At any rate it seems rather more difficult to pick up supplies of full standard 3s below 60c, and buyers are showing some interest at that price. A correspondent who is well posted writes from Baltimore to a paper here that 20 per cent. of the tomato packers in Maryland, Virginia and Delaware, have their entire last year's pack on hand and some of the 1903 pack as well. Seventy per cent. have half of their 1904 pack left on hand, and only 10 per cent. have sold out entirely. He says the only salvation for packers is a total failure of the crop this year. But the chances are that even this will not save them. Peas have been doing pretty well at about unchanged quotations and corn is also holding its own, although there is room for improvement.

There is an alleged butter famine here. Stocks are said to be all sold and arrivals will be extremely light until some time next week. Natural quotations are firmly sustained and best Western creamery is held at 26½@27c; seconds to firsts, 24@26c; imitation creamery, 23@25c; factory, 21@23c; renovated, 20c through every fraction up to 25½c for extra stock. Old cheese is working into small

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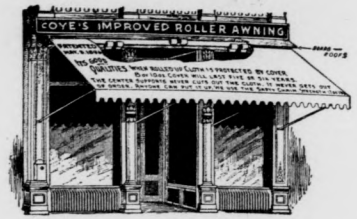
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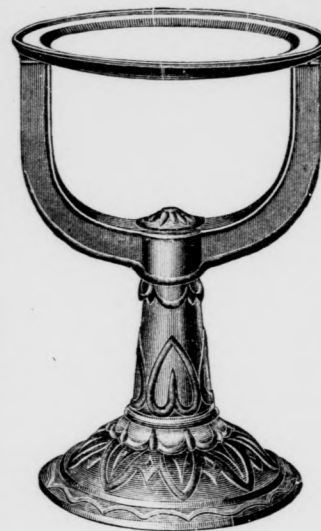
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TO those of you who live in your country home, on the farm or in the smaller villages, where you assume you must do without certain modern conveniences because you can not afford them, or because you think that it is not possible to have them outside of the large cities, perhaps for the reason that there is not a sewer or water system, etc., we say—get away from such an impression! Hundreds of our farm homes have all the conveniences that a first-class system of plumbing affords, and you can have them for considerably less money than they paid for theirs.

Do you think it is a convenience, or even a pleasure, to haul in a wash tub when you want to bathe, and then wait an hour for a couple of kettles of water to heat before your bath is ready?

Do you think it is a convenience, or even a pleasure to pick up your tin wash basin, go to the pump with it, wind yourself getting

enough water to perform your ablutions, then back to the tea kettle to warm it up a little, and then out to the bench in the wood shed, where you complete your toilet, after which you must sit down and rest a moment? Certainly you do not! And you will not tolerate such conditions if you are wise.

Would it not be handy? Would it not be a pleasure to have one of our white enameled iron lavatories, one of our white enameled iron bath tubs, and one of our low down tank closet combinations, in your bath room, or any other convenient place in your home?

What would you say to one of our white enameled sinks with enameled back and ash drip board in your kitchen?

Do you not think it is worth your while to drop us a card, and let us tell you all about these goods, and what they will cost you? We are always glad of an opportunity to quote prices, whether you buy or not, and, further than that, we will furnish estimates on plumbing and heating jobs free.

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supply and holders thereof are very firm. For the first time there can be said to be a legitimate demand for new cheese and there is also more of it in the market, although quotations are hardly well fixed yet. No change to note in quotations for old.

The demand for eggs is chiefly for the very best grades and of this quality there seems to be no overabundance, as receipts have fallen off some. There is a plentiful supply of medium grades and the market is rather dull. Western firsts, 18¼@18½c; average firsts, 18c and from this down to 14½@15c.

Formula for Ayer's Sarsaparilla.

The continued attempts of legislators to force proprietors to put the formula on the label of each package has induced two prominent houses to voluntarily get into line. Doubtless others will follow, and sooner or later many manufacturers of reliable and first-class articles will adopt the same procedure.

The J. C. Ayer Co. gives the following as the composition of its well-known sarsaparilla.

- Each fluid ounce represents:
- Sarsaparilla root 10 grs.
- Yellowdock root 8 grs.
- Licorice root 8 grs.
- Buckthorn bark 4 grs.
- Burdock root 3 grs.
- Senna leaves 2 grs.
- Black cohosh root 2 grs.
- Poke root 1 gr.
- Stillingia root 4 grs.
- Cinchona red bark 2 grs.
- Potassium iodide 4 grs.

Solvent—Alcohol, 10½ minims to each fluid dram; glycerine; syrup; water.

Popularity of Men's Colored Leather Pumps.

Patent leather pumps assumed such an importance in men's summer dress last year that they were appropriate at almost any time. They were seen at the beach in the morning and on clubhouse piazzas at night. They were apparently the most popular article of dress for men. There was not much propriety in wearing patent leather on some of these occasions, but that consideration did not damage the popularity of the pumps. This year they have appeared in all materials suited to any time of the day. They are to be had in white cloth or leather, in russet leather or even in calf-skin, which may be blackened. Thus men who are determined to wear pumps will not have to confine themselves to the shiny black leather kind.—Shoe Trade Journal.

Chicago Freight.

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

To say to a man when you ask him a favor, "Don't do it if it inconveniences you," is a mean way of saving yourself from an obligation and depriving another of the merit of conferring one.

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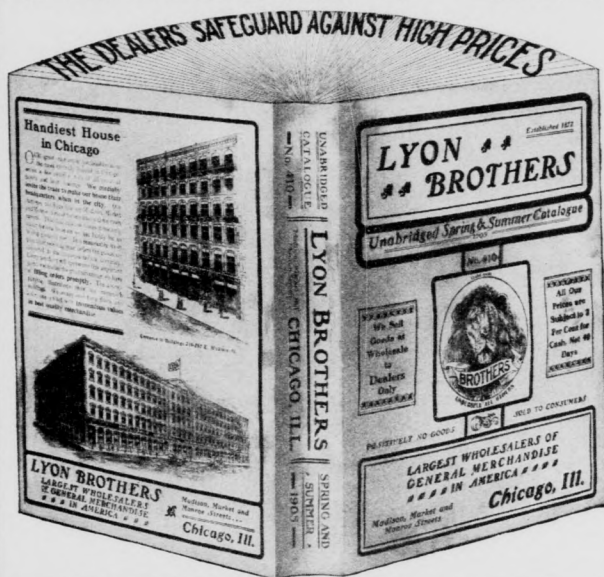


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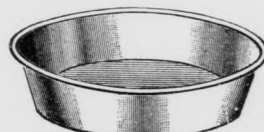
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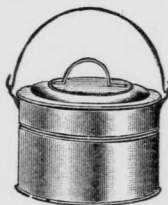
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E. A. STOWE, Editor.

Wednesday, May 10, 1905

KING CORN.

Those who are especially interested in the grain exports have been for some time in rural phrase "a leetle shaky." The export trade balance of the country has fallen greatly behind in foreign shipment of wheat and flour, due chiefly to the fact that we produced so little last year. The alarmists were at once upon the alert. Without question now the world was going to starve to death. The Old World was already beginning to feel the pinch. The countries about the Mediterranean that have been getting their grain supplies from the valley of the Danube have found the granaries there exhausted. Italy, France, Denmark, Germany and Great Britain are nearing the borderland of anxiety over the wheat crop and just as the condition of things is getting to be "nervous," King Corn sends forth his edict, "Let not your heart be troubled," and the anxiety and the nervousness pass like a troubled dream.

The fact of the case is, there has been another European invasion. In spite of protest, in spite of refusal, in spite of ridicule corn has found its way into the stomach of European humanity; it has asserted its claim as a nutritious food product; the Old World stomach is beginning to like it, its cheapness especially recommends it, and when wheat began to grow scarce the demand for corn increased and matters came to that pass that the cheaper cereal took the place of the costlier; and it is safe to conclude that the invading corn has come to stay and that wheat, never quite at home on the plebeian table, will become more and more a stranger there. Strange as it may seem to those who have eaten the stuff, corn meal has not so far been able to supplant the black bread which the peasantry live on, although the johnny cake to the unprejudiced at its worst is better than that heavy, black and too often sour mixture.

Through the exertions of the American exporter, however, the product of the American cornfield is making its way. If the export list is to be relied upon we are sending corn to Venice and Genoa. The cities of Galatz, Triest and Copenhagen

are putting their trust in the product, the larger order following the lesser one. Not a port in Germany but is sending orders and Bordeaux and Marseilles are the principal corn ports in France. Recently a good-sized cargo went from New York to Portugal, while London and Liverpool are the leading corn markets in England. Some ten years ago the loiterer in London often found upon the dinner table as a floral ornament a flower pot with a few blades of discouraged Indian corn growing in it and the conversation in regard to it confirmed the impression that the future main food supply of the nation at that time was not strongly foreshadowing even then the importance it has since assumed. The truth is we are making corn eaters of the bread eaters of Europe.

With this fact to build upon a little figuring for the future follows as a matter of course. The growing favor for Indian corn among the European masses, as an article of diet, may be considered permanent because its superiority over what it supersedes will become more apparent as its use increases. This will make the cities mentioned food centers and from them will radiate the traffic which in time will reach every laborer's home everywhere. The supply will not be wanting. Last year the production amounted to 2,450,000,000 bushels; but the impetus given by the increase in export will add largely to the corn-producing acres of the American corn belt. The increased demand will increase the supply and the time now is not far distant when prince and pauper, the eaters of rice as well as the consumers of rye, will acknowledge the virtues of this American food supply and pay their willing tribute to King Corn of the Western prairies.

In the city of Indianapolis there is a teamster of exemplary character who, by industry and self-denial practiced for years, had saved money to buy him an humble home. He had \$1,580 and was about to exchange it for the home for which he had labored, when he was cruelly robbed of the whole sum. The circumstances appealed to the public as an instance of peculiar hardship and the Indianapolis News opened a subscription in his behalf. Over \$1,300 had been contributed at last accounts in small sums from hundreds of people. It is not such a bad world.

Non-union cigarmakers to the number of a hundred or more can find employment at Lansing, where the manufacturers are determined to establish open shops, in place of the union (slave) shops which have been the rule heretofore. The Lansing cigar manufacturers have learned, as every cigar manufacturer learns sooner or later, that it is impossible to build up a permanent and prosperous business in association with irresponsible and treacherous union labor. It has been tried a thousand times and failed every time.

Most men will admit that they have more brains than money.

A PLACE IN PANAMA.

If the statements made are at all true there is a chance for a job in Panama. The Government is supposed to be in need of help and no less than 50,000 applications have already been made for the places. There is little doubt that the work will be done and in the meantime there is considerable wondering that far-off Panama should be thus earnestly sought. In the first place it would seem that the locality would be a bar to any such undertaking. Situated in the tropics under a burning sun, the land at sea-level, with the malarial influences in full sway, these physical influences ought in themselves to keep men of another climate from entering thus into danger; but with 50,000 applications and more constantly coming in there seems to be on all sides an idea that in Panama lies the Eldorado of success, and to get there in the employ of the Government is its first stepping stone.

Without doubt the desire of change is a leading motive. Anything to get away from the old and, it may be, the old influences. There under different surroundings with the opportunity of beginning again, with past experiences for a help and an inspiration, the burdens of life will be less burdensome and with hope renewed, the prizes never especially cared for will at last be seized by their eager hands. So they join in the cry, "On to Panama, where there is a fighting chance for success!"

To many a one the getting there is all that is necessary. In some unaccountable way the common order of events is going to be changed. Luck, always against them at home, has somehow managed to hear of their coming and will stand on the wharf with welcoming hands to receive them and promptly put them into places where, like Caesar of earlier times, they come, see and conquer. They are the Jasons of the Argonauts; they are to find the golden fleece. The old days of the forty-niner have come again and Panama is to uncover to them the priceless treasures she has concealed from the foundation of the world. A little inconvenience, a little toil perhaps, a little set-back and then they go sailing home again, the envy of those who despised them once and the looked-up-to and the pointed-at as the models for enterprising manhood to follow.

It hardly needs the assertion here that luck and Panama are not synonymous terms. They who go down there and come rejoicing home take with them the same elements of success which, practiced here, would have made them men of mark; and in the majority of instances, had they so practiced, the isthmus trip would have been unnecessary. Such outings, from the sailing of the Argonaut to Panama, furnish opportunities only to those who have the courage to undertake, the hardihood to endure and the persistency to keep everlastingly at it. The old American celebrities need not be invoked to make the statement true. They served in

their day and generation and went from their work to their reward to be followed by those modern instances, whose examples are saying as plainly as fact can that there is now no lack of opportunity for the right kind of hustler, irrespective of the accidents of birth or locality. Monroe street and Canal street and Ionia street are lined with commercial heroes, touching successful elbows, who are ready to affirm that they found their Panama right here in Grand Rapids, and should they go to Panama to-morrow, in Panama the self-same qualities would be demanded which used here have given them wealth and position and so success.

It is unnecessary to confine ourselves to the Almighty Dollar and to the field of securing it to emphasize the thought. Every four years some American boy becomes President of the United States. It is not a question of log cabin or palace. It is a question of qualities furnished by the lad born on either avenue or alley and the Nation seats in the presidential chair the one who furnishes the qualities called for. President Roosevelt is not president because birth and position and culture have all done their best for him any more than Garfield was chosen for the same place because he was a canal driver. Each had his chance and each improved it, and the canal boy sleeps where the waves of Lake Erie will never weary of sobbing the Nation's sorrow for its martyred dead; while North and South and East and West are equally tireless in their admiration for the man of men who is patiently and perseveringly showing in each day's strenuous task what his idea is of what a president ought to be. Minnesota has elected for governor a man who was the son of a Swedish emigrant and whose youth was spent in the direst poverty. New Jersey's next governor has made his way against almost every obstacle from teacher to governor. Kansas chose for her governor a country editor, who beat the controlling ring in his State, and Folk will govern Missouri because he is honest, because he is persistent, because he is indefatigable—qualities which transferred to Panama will give to the possessor and to the user of them the richest rewards.

It is not necessary, then, for the seeker after success to go to Panama. Right at home—and it makes little difference where that home is—he has a chance for all he is striving for or wants to strive for if the right stuff is in him. Ability he must have, principle he should have and honesty of purpose, and with these made the most of the world will give him his work and crown him when it is finished with richest rewards.

Although there are thousands in London who never attend church, it is asserted that the sale of Bibles there is greater than the combined sales of all the popular novels of the day. This would seem to establish that the Bible is really the greatest book ever written.

TURNED THE TABLES.

Lively Competition in the Samaritan Business.

Written for the Tradesman.

When Daniel Goodwin, the head of "The Goodwin Company," awoke that fair May morning and picked up the stitches in "the raveled sleeve of care," sweet peace settled down upon him and he gave himself up to a calm content.

There was every reason for his doing so. The day before had witnessed the realization of a long cherished dream. Twenty-five years ago he had begun business with a capital made up of two determined hands and a hopeful heart, and that day he vowed that when he should find himself the owner of a certain sum, three months from that date he would retire from business and take life easy. His certain sum had been more than realized. A stately home on Upper Tendon avenue was his, prosperity proclaimed him as "one of our most successful merchants," and it was a joy to him that his unquestioned liberality never had been and never could be refused on the ground of his questionable business methods; and, so with his "pile made" and his arm-off he was going to have the first day of real unruffled rest.

Breakfast at 8—an unheard of hour for that meal in that house—gave him a little time for reflection, and as he had wakened at the usual time he could afford to rejoice and go over it from start to finish. Strange how the point of view changes things. That little back room, where his business life began, the cheapest he could get and which for a good many years had been an object of scorn and derision, had that morning a halo of glory about it before undreamed of. How the wise-acres shook their heads and "guessed" it wouldn't last long. One good thing about it was he "wouldn't lose much"—a fling at his poverty. How the laugh and the taunt stung him! and how many times in the toilsome and often discouraging years that followed it was the smart of that sting that kept him alive, that shut his teeth and that won him the victory.

One day—he had not thought of it for years—when a note was falling due for an amount so small that it seemed now little less than contemptible, he had swallowed his resentment and, what was far worse, his pride and had gone to that same man, the only one he knew who would be likely to have the ready money and had been not only refused but insulted. That was the day he vowed vengeance, and it rejoiced Daniel Goodwin's heart as he lay there with his arms under his head to remember the day, the hour and the occasion when he squared that account with "Skinflint Davis."

There was another time—could he ever forget it?—when with a heavy note maturing and he, with nothing to meet it but a mass of uncollected bills, seeing ahead nothing but ruin staring him exultingly in the face, as a forlorn hope, started out that no stone might be left unturned to tor-

ment him after the crash had come. All that stormy day through snow and slush and blinding sleet he had gone from office to office with his little bills, to be told with calm indifference that he'd have to call again; and finally keeping his big bill until the last and with a despairing sob already in his throat he stood at the desk of the man who could have paid his bill long ago and simply would not.

His faltering "I"—was interrupted by a hearty and wholly unexpected, "Don't say a word, Mr. Goodwin. It ought to have been paid long ago. Here, Tom,"—to the office boy—"take this bill—sign it, if you please, Mr. Goodwin—to the cashier and bring back the money. Have a seat, Mr. Goodwin. From what I see and hear you're making a good thing of that business of yours. I'm glad of it. Nobody but you saw an opening and I congratulate you on your foresight and the way you have taken advantage of it. Here you are and I hope the next bill will be bigger, and I promise you it shall be more promptly met. Good morning."

"Good Lord! The reaction was so great that it was almost too much for me. I believe that was the first real Thanksgiving Day I ever had and I didn't wait for the last Thursday in November to render thanks. When a man is so grateful that he grows weak in the knees there is no questioning about the genuineness of his emotion; and I can remember leaning against the partition just outside that office door until my strength came back. From that place the distance to the Second National Bank was short. I got there in due time, met my paper and the first corner in the life of The Goodwin Company was turned.

"How such things cling to a man! and how opposite extremes lead to the same result. Davis' meanness spurned me to fight for success to pay him off and John Jarvis sent me out of his office calling him my Good Samaritan and making me long for the time to come when I could pour oil and wine upon the man who has fallen among thieves as it seemed to me I had then. The Good Samaritan! I rather like that. I wish to goodness I had the luck to run against such cases as mine was and the wit to know them to be genuine. Well, I must get up. Here's to the retired Daniel Goodwin, the modern Samaritan! May his shadow—the Samaritan part—never be less!"

So humming a hymn he had heard first from the sainted lips that bent above his cradle, he was ready for breakfast just as the silver tinkle of the bell at the foot of the stairway called him, and with a sense of leisure he had never known before he and his loved "Soosan," as he called her, partook of the morning meal.

"Seems something like it, doesn't it, deary?" he said as he glanced at the comely woman opposite him whose kind heart and determined soul had been his hope and comfort always.

"That's just what it seems; and I only hope you're going to be sensible

and keep away from that store until the callouses of business burdens have disappeared from your shoulders. Going down there to-day?"

"Oh, yes, I think so. There are certain trifling duties I shall have to attend to for some time yet. The morning is best and anywhere from 9 to 11 is about what I've fixed on. This being an off day I'm going to take old Fan and the buggy and saunter down to look over the mail and after that I shall have nothing to take care of but a mighty good cigar. Don't you want to go along?"

"Well, hardly. I haven't gone out of business and don't expect to. I think, on the contrary, that this last move of yours will be something of a double-up on me. I'm not complaining; don't think it for an instant. I'm planning for it; and if you say so we'll ride over to the farm this afternoon and look around a little. The apple blossoms are out and May wouldn't be exactly May without some lilac blooms to bring back old times."

So the good breakfast was leisurely disposed of and the retired merchant in his easy, old-fashioned buggy, drawn by the faithful but no longer speedy Fan, went jogging down street, a royal Havana filling the air with incense as well as outrivaling the cloudless sky with its delicious blue.

He had hardly crossed Fremont street, where the busy part of the city begins, when his eye singled out on the sidewalk a figure so intense in its movements as to suggest easily a certain individual one morning years ago when the Goodwin Company turned its first corner. Old Fan of her own accord passed from her jog-trot to her slothful walk just as old "Skinflint Davis" with hunted look upon his face came out of an office building on Sixteenth street and, scorning the corner, was hurrying across the street under old Fan's nose.

"Hello, Davis! Get in here."

The man looked up dazed, scared, a minute, and then, with a "Not a minute to spare this morning," was about to hurry on, when Goodwin, with a cheery voice exclaimed, "Yes, you have just five minutes. Get in here and ride. What's the matter?"

"The same old story, money, money, money! It's a matter of life and death and the odds are all against me. Drive to Peabody & Blair's; it's my last chance."

"It isn't quite so bad as that; but here we are. I'll wait for you. You're about tuckered out. You'd better ride the rest of the morning as old Fan here and I have nothing else to do."

He drew up to the curb and after Davis got out old Fan's driver began to do a little thinking. "I thought I was square with him, but I made a mistake. That last deal only squarred the principal. Now I'll even up on the interest, and before I get through with him I'll make him think I'm old Shylock himself.—Well," old Davis came tremblingly from the building, "didn't have any sort of luck, I guess. Well, never mind, let me see what I can do for you. Get in

here and I'll take you over to the Citizens' Bank and fix things so you can enjoy your dinner."

"Wh-a-t?"

"Oh, don't make me say that all over again. Get in here. 'A friend in need is a friend indeed.' You've been too successful a business man to be allowed to go under now.—Whoa, Fan."

What passed inside that bank, I don't know. I do know that when the two came out again old Davis looked as he is going to look again if he ever gets into Paradise and Daniel Goodwin had a smile on his face that would have gone clear round his head if it hadn't been for his ears.

"Shall I take you round to your place?" he asked as they came to the carriage.

"No, thank you; it's only a few steps and the walk will do me good. What I want to say, Goodwin, is that you've saved me to-day in return for as dirty a piece of deviltry as my dirty fingers ever managed. I never can get even with you for this, but, by the Eternal! I'm going to show you as big a piece of trying for it as a repentant ever went in for."

"All right; but remember we can't let such men as you go down, and don't you hesitate to call again when the time comes."

"There's nothing 'poor' about that interest if I know myself," he said as he jogged on down Sixteenth.

A few minutes later he entered his office to find the chair by the window occupied by John Jarvis.

There was no beating about the bush and John Jarvis, after the hearty handshake before he sat down, said, "I've come, Mr. Goodwin, to see if I can secure a loan. The street is pretty snug this morning. The need is urgent and if—"

"You'll sit down at that desk, you see I'm finishing your sentence for you, Mr. Jarvis, and fill out this blank, I'll sign it with the greatest pleasure. Be seated, please.

"I know you're wondering what this means and it won't take long to tell you. All of fifteen years ago I came into your office strapped. You sent me out rejoicing and I've called you my Good Samaritan and you have been that to me ever since. You feel like asking me, 'When saw I you hungry and gave you meat?' and the only reply I have to make is that you did that and more; and now that your hard time has come I'm glad to be the one to pay you off, to pour in oil and wine and, if you say so, I'll take you to an inn and take care of you. The fact of the case is, Mr. Jarvis, you are going to meet with some lively competition in the Samaritan business and if you find yourself worsted it will be wholly due to the fact that I'm determined to outdo your model that I have been trying to follow for lo! these many years. Good morning and years of them to you!"

Richard Malcolm Strong.

A man should not base his call to the ministry on the fact that his mouth waters whenever he sees a chicken.

CHRONIC CHEERFULNESS

Most Irritating of All the Moods of Man.

If all the real and suspected virtues belonging to the category of the conventionalities, that one of cheerfulness has been more distorted and overworked than have all the others combined. A man living alone in a wilderness should be cheerful if he wishes to be so, but the instant one of his fellow men moves in on his sky line that privilege of cheerfulness in all honesty has been abridged, logically so continuing until the family finally coming into the sixth floor flat in the apartment building that shall arise there not only has no right to a 2 o'clock a. m. cheerfulness, but it should be carried off to the police station, together with all the guests, for daring to assert that it has.

Cheerfulness, in its common acceptance in the great centers of population, is one of the most irritating of all the moods of man. The tendency of civilized communities under the pressure of population density is toward silence and to the curbing of all the emotions. The well bred man and woman in the crowd do not smile right and left, just as they do not frown; they do not sing, just as they do not utter imprecations.

In a metropolitan, cosmopolitan crowd, no matter where, the average individual wishes to be left to his own resources so far as the stranger is concerned. It is of no consequence to him, one way or another, whether John Doe and Richard Roe are at peace with the world or at war with it, provided they keep their sentiments to themselves. But this the chronically cheerful person will not do. With him cheerfulness is something to be cultivated for the community good and dispensed as the sunshine upon the just and the unjust. And herein the cheerful person becomes the irritating pebble in the shoe.

Not long ago I saw an excellent object lesson of how the irritations of cheerfulness spread through a whole car in an elevated train. The car had been comfortably filled with tired people on the way home, and for a mile or more had proceeded in order, most persons buried in their papers, but a few looking out of the window, appreciative of the silence. Suddenly at a station a mixed crowd of adults and young people poured into the train, bent upon an evening's entertainment somewhere in a suburb. Everybody in the groupings was overpoweringly cheerful. Men and women and children were laughing, calling, tricking, and in a dozen ways emphasizing to the whole train the fact that they were cheerful to the last degree.

But in spite of this self-evident fact, the first passengers in the train, who so manifestly had appreciated the quiet of the other tired passengers, took on the look of pained intolerance that cheerful idiocy so often imposes upon those compelled to see. Scowls replaced the simpler lines of weariness until there was no lingering doubt with me that these citizens

homeward bound would leave that atmosphere of cheerfulness at last with a sincere relief.

Individually considered, the cheerful person who sticks to the conventional lines of cheerfulness occasionally may have his mission in the world in some unlooked for extremity—provided he is there to hold fast by his traditions. But much more often he is a shallow skeleton at a feast, little considering and ill considered at all times.

In the experience of the old roundsman in the social world no characteristic of its life palls upon his senses so quickly and so permanently as does its silly cheerfulness. A true cheerfulness visible to the world simply is an emotional state. To one in that condition every outlook is distorted, however kindly the proportions may appear to the cheerful one; he can share none of the seriousness of life with you; he might even resent an attempt on your part to felicitate him upon his state of mind by trying to rise out of your own comparative depths of gloom.

"Misery loves company," is an old observation to which might have been added the further fact that "cheerfulness doesn't," or at least that type of cheerfulness which goes about as a flagellant of all the rest of the world. Give a man a "grouch" about something and put him in the most impossible places where the public congregates, and it is a rare thing that he is seen or heard. But his antithesis, swelling with affection for his fellow man, and nursing the specter of his cheerfulness, may work misery upon his fellows from his inane smile to a persistent small talk, strident whistling, or a tattooing upon the nearest sounding board with his nails.

Egotism so unmistakably is behind the impulses of the chronically cheerful person as to make his cheerfulness in public ring untrue. Why should he imagine it to be a matter of such consequence whether he smiles or frowns? The public so evidently has not taken him into its confidence confessing this that only a protest against his posings is possible.

In reality the greatest attitude of the individual toward his fellow man at large is the attitude of repose. As an American myself for generations I can say only that this repose in public is something grievously lacking in our natural life. It is almost unknown. Sitting almost anywhere in a public gathering on which silence has not been invoked specially, one ordinarily might follow the topics of conversation of a dozen men and women about him. At times the tones and accent are painfully insistent at his ears, rasping, strident, and not to be escaped. Think what a measure of relief might be found in a personal "grouch" distributed all through such an assemblage!

The man who is grouchy should disturb no one because of it. Personally, he may be congratulated upon the condition. No man who ever nursed a surly humor in silence ever willingly relinquished it for a sunburst of chattering cheerfulness. The

An Honest Man

That grocer who feels that through his business he is able to do real good in the world by giving people pure goods, by educating them up to higher standards of living through the more careful selection of their daily food, and by refusing to handle adulterated and harmful products, must indeed get out of life vastly more than his less scrupulous competitor; and whenever we find such a man the truth of that old saying, "An honest man is the noblest work of God," appeals to us with great force and brings to us renewed faith in our fellow men.

It is to this class of dealers that Lily White, "the flour the best cooks use," makes the strongest appeal.

VALLEY CITY MILLING CO.

GRAND RAPIDS, MICH.

more the cheerfulness grows around him the deeper he draws into himself and the harder he is to tempt from his shell. He is comfortable in his surly disposition to regard everything in the world as having gone hopelessly wrong; why not leave him there and take no shadow upon your own cheerfulness because of him? For if his mood shall affect no one else, and he is having his own good time to himself, where is the application of the doctrine of a perennially cheerful face?

Cheerfulness in face, and thought, and act in its application to one's associates is one of the most trying of all the social virtues to harness for community life. Bunch a group of persons in the great woods for a camping outing and the preservation of the peace becomes one of the hardest of the social duties of the embryo community; let discord once break the camp into factions and all the onerousness of maintaining the amiable relations of the campers drops away in the sloven ease of not caring a rap what any one else in the gathering shall think. When even one's best friend, after a most charming visit, at last leaves your home, and when he has gone and you look about you, you discover that even while you might be glad to call him back if you could, still you have entertained him at no small nervous tax, imposed through this one quality of fixed cheerfulness in face, words and actions.

This high tensioned world would be infinitely better off if the proverbial cheerfulness that has been overpraised might be displaced by the neglected repose which is so much more adapted to community needs and at so much lighter cost.

John A. Howland.

Recent Business Changes in the Hoosier State.

Elkhart—J. H. Grosh will continue the implement business formerly conducted by Grosh & Palmer.

Elwood—The W. L. Austill Furniture Co. has reorganized as the Elwood Furniture & Undertaking Co.

Fort Wayne — The Perrine-Armstrong Co., which does a sawmill and lumber business, has increased its capital stock to \$120,000.

Indianapolis—The Geo. A. Gehring Co., which deals in women's furnishings, is succeeded in business by the Woerner-Gehring Co.

Indianapolis—The Sanitary & Supply Soap Co., manufacturer, has changed its style to the Sanitary Soap Co.

Indianapolis—Joseph Taggart, who formerly conducted a bakery and restaurant business, is succeeded by the Taggart Baking Co.

Lanesville—The implement business formerly conducted by Zabel & Routh will be continued by Louis P. Zabel.

Ligonier—Harry Graham is succeeded by Keitzer & Graham in the blacksmith business.

Zionsville—A petition in bankruptcy has been filed by the creditors of Neese & Son, who conduct a bakery and restaurant.

South Bend—Wm. F. Whiteman succeeds Whiteman Bros. in the wholesale grocery business.

Underwood—John T. Deal & Sons are succeeded by F. L. Stonehouse in the general store business.

Columbia City—Glass & Co., grocers, have made an assignment.

Indianapolis—A petition in bankruptcy has been filed by the creditors of W. G. Cash & Co., dry goods merchants.

Indianapolis—A receiver has been applied for for the Novelty Neckwear Co.

Shelbyville—The creditors of Gilbert Bronson have filed a petition in bankruptcy.

Electric Lighting on Cars.

Lighting systems in which the generating dynamo is subject to wide variations of speed and is liable to have its direction of rotation reversed, as in railway systems where the dynamo is driven from one of the car axles, have long afforded a field of experiment for electrical engineers. One new system of electrical distribution provides a self-regulating effect for a given output by smaller and lighter machines and over a greatly wider range of speed variation than heretofore possible. It is also claimed that it automatically reduces the generator output during the progress of charging the battery, preventing waste of energy, and needless evaporation of the electrolyte after the battery is charged. A battery connected with a main generator and an auxiliary dynamo has its field connected across the battery and varying in speed like the main generator. The auxiliary dynamo controls a motor which drives an exciter dynamo, all arranged to vary the speed of the exciter dynamo in an inverse speed to that of the main generator and to

vary the excitation of the exciter dynamo in an inverse sense to the speed of the main generator and to changes in the electromotive force of the battery.

Hot heads make cold hearts.

One of the charms of an intimacy between two persons of different sexes is that the man loves the woman for qualities he does not envy, and the woman appreciates the man for qualities she does not pretend to possess.

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

Ten Reasons Why You Should Buy Golden Horn Flour

Reason No. 1. A Brand-New Mill

Did you ever stop to consider that quality of Flour depends upon the kind of a mill in which it is ground? Such is a fact. The quality of flour depends largely upon its purity. Purity is cleanness; freedom from dirt. Dirty flour is not good flour. Pure flour simply cannot be made in an old and dirty mill. You have seen dirty mills, haven't you? Did you ever see many that were kept perfectly clean? They are mighty few. Our mill is brand-new, equipped with the very latest improved machinery, and is kept as clean as a good housekeeper's kitchen.

Therefore, GOLDEN HORN FLOUR IS ABSOLUTELY CLEAN AND PURE—one of the best of reasons why you should buy it.

Manufactured by

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

Distributed by

The Davenport Co., Grand Rapids, Mich.

Sleepy Eye Flour

Builds Up Businesses



SLEEPY EYE is a trade puller from the start—the attractive and EFFECTIVE advertising proposition that goes with SLEEPY EYE FLOUR will not only increase your flour sales, but advertise your whole business.

Is it Not Worth Your While to Write Us for the Exclusive Agency?

Wykes-Schroeder Co., Grand Rapids, Michigan

Distributing Agents

GLOVE MAKING.

Deft Fingers and Skillful Methods Required.

We accept gloves as one of the commonplaces of civilization. But the fact remains that gloves are in our day not merely a standard of refinement, but really indispensable to people who know the comfort and satisfaction of them, always provided that working activities are not hindered thereby.

If glove making is in some respects among what we may call the stabilities of manufacture it is in others constantly changing, subject to fashion, eager for novelty, never at rest. Anybody who might be inquisitive enough and extravagant enough to pick a lined glove to pieces to find out how the lining is fixed there would discover that it is sewed in—dexterously sewed in so that the lining is fastened to the glove without the stitching showing through.

Patentees of days gone by tried to cement materials together, or otherwise combine them, before cutting out the glove, but only with partial success. If the obvious expedient of dressing the skin with the hair on, and leaving it on to form the lining, as a Cossack wears his sheepskin shirt, ever occurred to some trade pioneer the idea was never brought to profitable fruition. A few years ago natural-lined gloves of such sort would have been scouted as impossible, but they are now being made up freely from gazelle skins, and other light pelts are being experimented upon to the same end.

The earliest processes to which glove skins are subject are not carried on in the factory. Those coming from, or by way of, the continent arrive already dressed, but cured in meal so as to preserve them from fermentation or putrefaction. After scrutiny and sorting the skins are laid by until they are required for active service and then the first thing done is to feed them—and with eggs! There are, as we know, several grades of eggs, from the real new-laid variety to "shop 'uns" and the contested elections kinds. None but sound eggs, fresh enough at least to be good for human food, will do for gloves, and they take nothing but the yolks.

Of course, somebody some day will relieve the fowls from duty of providing eggs for this purpose, but, in spite of persistent experiments, the time is not yet.

When the skins leave the dye house they are rapidly dried in steam-heated lofts. As they come from there they are stiff and stark and dull of surface. But they are brought to the stake, which for them is a stout wooden standard with a blunt semi-circular knife at top, and as they are pulled over it, this way and that, by stalwart workmen, there is an amazing change, and they become at once supple and delicate, a delight to eye and hand. Staking demands muscle. Some of the stouter skins would tax the strength of a navy and the navy would spoil them by unequal stretching.

Now machines have been installed

that do all the hard work of staking; so that, given nerve and skill, a child might tend them. Uncanny looking machines they are—somehow suggestive of the creatures in a "prehistoric peep" in "Punch," advancing with open jaws to snap at the skin stretched out before them, snapping at it and drawing back, only to advance again and again. It seems as though the skin must be torn in the process, but the clutch can be regulated to a hair's breadth and no damage is done. Then the skins go to be pared—another operation that appears to put them in imminent jeopardy.

With the "glover's paring knife," which Shakespeare, in "The Merry Wives of Windsor," likens to a great round beard, the skins are shaved to uniformity of thickness. It would be a pity if so picturesque and time-honored an occupation were ousted by machinery, and it is good to know that in some respects it is still secure; but at a neighboring bench there are some rounded emery-coated wheels, left partly projecting, and across them as they whirl round, a skin can be drawn and thinned with absolute precision and without any trouble, so that it would not be surprising if, in the course of time, the old knife had to give way to the machine.

With this the operative treatment of the skin is completed, and it goes on to the cutter, who has to use no little judgment in getting, not merely so many glove pieces of specified sizes from it, but in suiting the pieces to any particular features of the skin. Intelligence governs glove making all through, but perhaps the heaviest responsibility falls upon the cutter, however easy it may look to clip up a skin into oblong slabs, for he has an inconsistent elasticity to deal with and reduce to uniform resistance.

Upon skillful cutting depends entirely the subsequent shapeliness of a glove in wear, and yet a whole skin is cut up with only trifling shreds and strips to spare. The "trunks," as the glove pieces are called, are cut to shape by a punch, which not only forms and divides the fingers, but slits the buttonholes as well, and provides the side pieces (fourchettes, or "forgetts") for the fingers, the thumbs and the fragments for strengthening the buttonholes.

Nearly 50 sizes are made up—from 00's in children's and 5 in ladies' to 8 for ladies' and 11 for men's. The press that operates these punches is the only machine on the premises that is not worked from the engine house, strange although it may seem to provide a 60-horsepower engine to make gloves with. All the machines that make such a din and clatter in the sewing rooms are driven by steam power, ready at a touch to the machinist's hand.

It will be readily understood that the various glove-sewing machines—for they are many—are of a higher order than the common or plain tuck and seam variety; but it will still arouse surprise to see what they accomplish in the way of intricate stitchery, when tended by these busy,

nimble-fingered girls and young women. After the gloves are sewed, and the buttons or fastenings put on, they are keenly scrutinized and tested for faults, brought to shape on a hot metal hand, laid out and made smooth for sale, banded, boxed and sent to the city salesrooms.—S. William Beck in Magazine of Commerce.

Some Novelties Offered in Summer Trunks.

It is none too soon for prospective summer tourists to glance over the trunk and bag field. A number of novelties have been introduced into such wares this spring, and certainly the comfort and convenience of the traveler have never been more carefully conserved.

A noticeable feature of all the new trunks and bags is that they contain any number of extremely light trays and shelves, to which articles, both large and small, may be securely fastened by means of many slender straps. These trays are simply flat pieces of strong pasteboard covered with linen or silk to match the lining of the bag or trunk, thus enabling the busy traveler or assisting maid to unpack clothing in layers, and place it undisturbed on shelves or in drawers.

The bag fitted out with all necessary toilet articles is no longer a fad, for it has become indispensable to both men and women who make trips at short notice. It does away with the worry of remembering little things, such as tooth brushes, mirror and razor strop, which are so easily left behind in the rush of getting off. The weight of such a bag has been its chief objection, but the new fittings are lightness itself.

Among small hand bags the June bride, contemplating gray traveling hat and gown, will find a charming little receptacle in silver gray leather lined with white moire silk. This is in the shape of a Queen Anne roof, and contains a small pasteboard tray covered with white moire and holding brushes, soap, puff, etc., in feather-weight metal cases with nickel finish.

Black bags are enjoying a particular vogue. A walrus skin bag equipped with toilet articles in gold cases delicately etched was a recent gift to a wealthy bachelor who spends much of his time between Paris and New York. Elephant's hide is another black skin which makes an extremely flexible and handsome bag.

Dress suit cases are now built with steel frames and have removable trays for shirtwaists, etc. Even more useful when only one piece of luggage is to be used is the simpkin, which is the same size as a suit case, with a piece of flexible leather attached to one side. This lies flat against the case when not in use or is extended by its accordion leather folds to nearly the width of the case itself when it is filled.

The traveler who carries but one or two trunks will find a new design in a wardrobe trunk decidedly practicable. Its oblong case is the length of a dress skirt and as it stands on end each side opens out like a cover the depth of a steamer trunk, leaving

in the middle a case of the same thickness, which holds drawers of different sizes. The latter are for shoes, hats and small accessories, while the two side boxes have many coat hangers attached at the top, from which skirts or trousers may be hung at full length. Each of these covers is secured to the middle of the box by two strong locks.

Trunks of ordinary shape and size are covered with heavy tapestry in brown or dust color and are bound and strapped with tanned cowhide fastened by large brass headed nails. Coverings like thick steamer blankets in striking plaids are also seen on some of the new trunks.—Pittsburg Leader.

Recent Business Changes in the Buckeye State.

Chillicothe—Ira Mosher & Son are succeeded in the grocery business by the Mosher Grocery Co.

Cincinnati—The Kerrigan Candy Co. succeeds Jas. J. Kerrigan in the confectionery business.

Cincinnati—The Oriental Shoe Manufacturing Co., manufacturer of slippers, has gone out of business.

Cleveland—Frank Randel, of the firm of Frank Randel & Son, wholesalers of gloves, is dead.

Columbus—Wm. Althaus will continue the grocery business formerly conducted by Althaus & Morral.

Glenwillow—Crankshaw & Sawyer will continue the general merchandise business formerly conducted by the Glenwillow Store.

Greenfield—The hardware and implement business formerly conducted by Putnam & Parrett will be continued by Chas. Parrett.

New Washington—A. H. Schwemley has sold his stock of dry goods and groceries to J. B. & A. P. Miller.

Osborn—Frank Esterline succeeds Geo. M. Smith in the retail grocery business.

Tippecanoe City—R. W. Furrow, retail grocer, is succeeded by E. P. Simmerman.

Toledo—The Conway Steel Range Co. has been incorporated under the same style.

Toledo—Willems & Schmidt, manufacturers of sausages, have merged their business into a stock company under the style of the J. P. Willems Packing Co.

Yellow Springs—Geo. H. Smith is succeeded in the hardware business by Chas. Hackett.

Columbus—Receivers have been appointed for the International Co., which manufactures cash registers.

Columbus—Receivers have been appointed for the International Manulocks.

Geneva—A petition in bankruptcy has been filed by the creditors of the Brett Piano Co.

Gibsonburg—Adolph Becker, dealer in notions, has made an assignment.

Cleveland—A judgment of \$1,000 has been secured against the Central Gas Appliance Co., which manufactures gas mantles.

It doesn't take much to convince a man who has just been turned down that marriage is a failure.



**"CLOTHES
OF
QUALITY"**
MADE IN
BUFFALO

BEAR THE UNION LABEL

"Clothes of Quality"

The type that touches the high-water mark of excellence in the art of clothes making; the kind preferred by those whose taste in dress is unquestioned.

They are designed by artists and never successfully imitated in clothes sold for the price we ask for ours.

There is a certainty of command in the clothing trade of your town for you if you handle these "justly famous" clothes.

Over a quarter century of knowing how, coupled with the finest equipped plant, enables us to sell better medium priced clothing than any concern in the United States.

Ask to see our samples
Priced from six to fifteen

The Best Medium Priced Clothing in the World

M. WILE & COMPANY
MAKERS

PERSONAL CLEANLINESS

Is Most Lamentably Lacking in Many Employes.

Written for the Tradesman.

Just the little matter of personal cleanliness this time—a matter that should go without saying, that should need no reiteration.

I can't imagine what some working girls are thinking of to allow themselves to go so long without a bath that the fact is disgusting discernible to those about them by nasal perception.

Now this is pretty plain talk, but it is a fact that there are any number of young women employed in offices and other business places who seem not only utterly oblivious to the laws of health as to the keeping their persons immaculately clean but they appear to have no cognizance of the fact that their presence is olfactorily repulsive to those whom necessity compels to work near them.

With good soap so cheap as it is at the present and plenty of water to be had for a little trouble, if it is not piped into a house, there is absolutely no excuse for a girl to be niggardly in the use of these two blessed agents of cleanliness. A good many girls one sees seldom come within even hailing distance of that quality which cleanliness is said to be "next to."

I heard, just the other day, of one who was sent a letter, by her employer, through Uncle Samuel's mailing system—no need to mark it "Personal!"—and told that she must mend her ways along this line at once or receive her conge; the language was couched as delicately as possible without being unmistakable. The young woman must have acted on the advice, for she is in the same place still.

This girl fared rather better than one other of "the great unwashed," who wasn't even able to obtain a position with a certain house because her neck and wrists were so dirty, and her hair so "ratty," that the man she applied to for work—he is the pink of spruceness himself—rightly reasoned that if she would be so remiss in the care of her own person she would prove a slipshod employe.

Said he:

"You may set it down as an axiom—a foregone conclusion—that the person (boy or girl, man or woman) who does not attend properly to the simple affair of keeping himself clean is not one who is particular as to the sort of work he turns out where he is employed. I always pay especial attention to an applicant's appearance (without seeming to, of course), and so am able to judge quite accurately as to his general characteristics, and, I may state, am seldom wrong in my estimates. Take a person whose looks denote an intimate association with soap and water, and whose hair is neatly combed, and such an one is more than likely to be a person who is particular and orderly in any work he may undertake. When an applicant presents himself to me for a situation I 'size him up' along the lines mentioned

and, if he falls short in these requirements, I 'turn him down' in my own mind, but 'let him off easy' by taking his name and address, and tell him that his application 'will be filed with that of others,' that 'we can't hire everybody, only one, we are sorry to say,' and hand out a few other etceteras of this description.

"Don't mistake me when I say that I 'judge an applicant by appearances.' I do not mean by the richness of his attire—I don't go by that at all. I would rather see a possible employe come to me in faded, patched clothes, if clean and put on right, than in shabby broadcloth and velvet slovenly worn. As to a girl, just the way she is 'gotten into her belt,' as the women phrase it, is an indication to me of her character for work.

"Recently I had occasion to hire a new stenographer. I had a big bunch of girls come wanting the job. They were of all sorts and conditions: old and young, fat and skinny, trim and sloppy, of well-to-do parentage and shiftless ancestry, and everything between these extremes, as well. I thought they would never stop coming.

"Finally, I got the lot simmered down to two. These were equally well recommended by their last employer, they each lived at home where they were fostered and happy, and each was a strong, healthy specimen of young womanhood. Both had agreeable manners, both were of a goodnatureed disposition, both possessed of features pleasing to look at. So far, there was absolutely no choice between the two girls, and I at last had to settle the question merely on the strength of general appearance.

"The hair of one was smoothly coifed, while miserable little wisps hung all over the neck of the other. The skin of one was as free from dirt as scrubbing could make it and her fingernails were filed to a rounded point and as pink as a rose-petal. The linen collar of one was fresh from the laundry and her little black

Send Us Your
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

Business is Business

Cold facts, not sentiment. The man who has the best goods for the least money, be he saint or sinner, gets the business.

New Silver Leaf Flour

has helped and is helping many a merchant double his business, because it is the best that people can buy. If you want to know more about this flour write us.



Muskegon Milling Co., Muskegon, Mich.

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.

tie was knotted as evenly as if by the tape-measure. Plain white pearl buttons of a good quality ornamented her spotless white shirtwaist. Her skirt was a plain flaring black one of serviceable material, and her shoes were low-heeled and broad-soled, ensuring comfort to the wearer. I watched her as she left the office—you know you can tell a whole lot about people from their way of walking. This girl started off with thrown-back shoulders, erect head and a firm, springy step that betokened fine animal spirits and buoyancy of heart.

"So far so good.

"In the matter of clothes and carriage the other girl was everything that this one was not. Instead of a clear skin, the pores showed a woe-ful lack of good grooming. A dirty streak below her chin and at the back of her neck showed where the face-cloth had stopped in its duty. The same demarcation was in evidence at her wrists, and her nails were not even in 'half-mourning'—they went the limit of 'full-black.' Her neck was swathed in a muss-y stock of cheap lace embellished(?) with pink and blue velvet and beads, spangles and embroidery that the women call 'French knots.' Shoddy gilt buttons fastened her soiled silk waist, and her skirt mopped up all the dust with which its trailing three inches came in contact—'twas a case of 'dry cleaning' for the floor all right enough. Her shoes had holes in the toes, through which something was visible that wasn't hosiery! (This I saw as she turned back at the door to say something she had forgotten.) Her silly high heels were run way over and she walked in consequence with a wobbly gait of extreme unsteadiness.

"This one was fully as pretty as the girl from Spotless Town and the encomiums of the last man she worked for were as hearty as those of the clean girl's employer; and she was jollity itself, which would preclude any cross looks and sullen ways wherever she was.

"But what clinched my decision was, I think, the matter of belts. You know I am cursed with 'the true eye,' and nothing in the way of small botherations annoys me more than to see things out of plumb. Miss Particular had her belt adjusted with mathematical precision, while Miss Slouchy's encirclet was put on 'every way for Sunday.' I believe the thing was what is called a 'gir-dle'—anyway it had two points to it in the back. These were all 'skewgee,' her skirt was two inches too far to the right and her waist two inches too far in the opposite direction, so that it made three articles of apparel that were 'out of whack.' And, if there is a feature of her wardrobe that betokens an untidy spirit in the wearer, it is this very one of 'getting into her belt wrong.' You can bank on that.

"So I may say that my new stenographer owes her present position mainly to soap and water and her belt!"

The above speech of a well-known

business man shows, perhaps, too great stress laid on details; but it remains a truism that not enough attention is paid to these indispensables—in fact, gross, unpardonable neglect characterizes far too much of the toilet preparations of employes.

Lucile J. Irving.

Stocks Old Cheese May 1.

With the approach of the windup of the season for 1904 cheese it is a matter of interest to know about how many old cheese remain in stock in this market. From a careful count made in the stores of nine of the principal receivers who hold about all the remaining lots the quantity foots up 3,284 boxes of large and 4,236 boxes of small. There are a few scattering lots in jobbers' hands and by adding 15 per cent. to the quantity of small and 5 per cent. to that of large we have 3,448 boxes of large and 4,871 boxes small in store on May 1. The public warehouses are practically cleaned up with exception of one, which is holding 1,200 boxes of all kinds, but that includes several lots of new skims that have lately gone in.

Net Earnings Nearly \$74,000.

The Grand Rapids Edison Company has just retired \$13,000 of its bonds through the sinking fund. Its earnings for the fiscal year ending March 31 were as follows:

Gross earnings.	\$227,509.22
Operating expenses.	114,520.14
Net earnings.	112,989.08
Int. on \$784,000 5% bonds.	39,200.00
Surplus.	73,789.08



Jennings' Extract of Vanilla

has never been made below the standard. This year we are producing a richer flavor and a better extract in our JENNINGS (D C) VANILLA than we have been able to supply during the 33 years this brand has been on the market.

Jennings Manufacturing Co.
Owners of the
Jennings Flavoring Extract Co.

IF
"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
Grand Rapids, Mich.

and get the benefit of our extensive

Free Advertising
Proposition.




Sheffield-King Milling Co.
Minneapolis, Minn.

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.

Every Cake

of FLEISCHMANN'S
YELLOW LABEL COMPRESSED
YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

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



Wide Variety in Shapes of Collars This Season.

Warmer weather brought many orders for hurry shipments of summer goods in both folds and wings. Indeed, the demand for wings is surprisingly well sustained, when one considers that the drift of the demand was first against them. It is clearer than ever that the approved summer collars will be the fold with a low band in the back, points not too long and peaked and plenty of room for a cravat. This is pre-eminently the young man's collar, beloved by the college boy who, it must be conceded, wields a distinct influence on the fashions in men's dress. The collars with very deep points will also be factors in the demand, but they are a trifle too clumsy to commend themselves to the generality of wearers. The low collars which show much of the neck are not becoming to all men, and hence there is a steady request for medium folds in the more conservative shapes. Low folds are also to be reckoned with.

For evening dress some poke and lap front collars are now made with a tape loop similar to that long used on white dress shirts to keep the tie from shifting. The idea is a practical one and should prove of real convenience to men who are particular that their tie "stays put." The only difficulty lies in the laundering of such a collar, when the tape is apt to be snapped or ground to shreds. The newer poke and lap front collars are finished with double instead of single stitching at the edge, and the rows of stitching are wide apart. English "pokes" shown by the upper-class shops are more peaked and protrude farther out under the chin than hitherto. Otherwise no change is noticeable in dress collars.

The advertising campaigns now being conducted with great vigor in favor of well-known brands of collars are very instructive. The question of linen or cotton is so familiar to the retailers that it does not need re-stating here, and the problem of half or quarter sizes has also been discussed in all its phases. It remains to be seen whether the interest of the consumer can be spurred sufficiently to lead him to differentiate between linen and cotton and to ask for the one as against the other. At all events, the situation is interesting to the dealer whose sales are more or less affected by the amount of advertising given to the brand or brands that he sells. After all, the consumer is the court of last resort and the dealer is simply a go-between, supplying what is demanded, be it linen or cotton, in half or quarter sizes.

The demand for the fold collar with a V-shaped opening in front is growing, and a large order for this form was placed with a big Troy manufac-

turer a few weeks ago. We do not believe that this collar will figure to any marked extent in summer sales, as it is a bit too uncomfortable for hot weather wear. It may be a factor, however, next autumn, and the very circumstance that it is different from the common run of fold collars will be an element of strength among those men who must have something new at all hazards. It is well for dealers who handle innovations of this sort to consider whether such forms can properly be classed among the standard shapes, or whether they are simply fugitive expressions of the extreme in fashion. There is nothing quite so unsaleable as a collar of odd shape—it sticks on the shelf with maddening persistency and may not be worth a quarter a dozen in hard cash after it has passed its prime. For this reason dealers should be careful to buy only what they are reasonably sure they can sell and for which there is a demand.

Retailers will find it to their advantage to order plenty of fold collars and order them early. The demand for folds will be enormous as summer develops and it will embrace a wide variety of shapes instead of only a few. Manufacturers have brought out many collars which differ in height and form, yet all of which will be in request. Last year it was the deep-point models which came prominently to the fore, whereas now both these and the modified deep-point, and again modifications of these command attention. There is really no shape that may be called "the thing."—Haberdasher.

Wanted Some Himself.

A traveling salesman for a certain wholesale grocery house was selling a bill of goods to one of his customers, a grocer in a little village. "Now," he said, "to wind up with, don't you want a few cans of our maple syrup? You'll find it the best you ever kept in stock."

"No," said the grocer. "I've got plenty of maple syrup."

"When did you get it? I don't remember selling you any when I was here on my last trip."

"You didn't. I got this in the country."

"Is it the real stuff?"

"That's what it is. My brother made it in his own camp. He's got 500 trees."

"I'd like to taste it."

A sample of the country maple syrup was brought out. He tasted it and took the grocer to one side.

"Say," he said, in a low tone, "I'm not going back on the strictly pure goods I sell, of course, but I want a gallon of this stuff for my own use."

To do the work which is beyond our strength, and which can be done by others, is a blunder, and hinders the evolution of those around us; they must evolve as well as we, and we have no right to take away from them their opportunities of growth by service.

Some people would rather eat green apples every day than be without a cross over which to complain.

Wake Up Mister Clothing Merchant

Fine Clothing for Men, Boys and Children. Medium and high grade. Strong lines of staples and novelties.

Superior Values with a Handsome Profit to the Retailer

If you are dissatisfied with your present maker, or want to see a line for comparison, let us send samples, salesman, or show you our line in Grand Rapids.

Spring and Summer Samples for the Coming Season Now Showing

Mail and 'phone orders promptly attended to. Citizens Phone 6424.

We carry a full line of Winter, Spring and Summer Clothing in Mens', Youths' and Boys', always on hand for the benefit of our customers in case of special orders or quick deliveries.

We charge no more for stouts and slims than we do for regulars. All one price. Inspection is all we ask. We challenge all other clothing manufacturers to equal our prices. Liberal terms. Low prices—and one price to all.

Grand Rapids Clothing Co.

Manufacturers of High Grade Clothing at Popular Prices
Pythian Temple Building, Opposite Morton House

Grand Rapids, Mich.

One of the strong features of our line—suits to retail at \$10 with a good profit to the dealer.

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

Line of Union Made

Men's Clothing

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

Special Leaders

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

Write for Samples

Wile Weill & Co. Clothing.

Buffalo, N.Y.

Panama Hats Not Manufactured in Panama.

The Panama hat is popularly, although erroneously, supposed by many people to be a product of the now Republic of Panama, and to have derived its title from the city and state of that name. Such is not the case. The name was unquestionably given to the hats about the middle of the last century (during the construction of the Panama Railroad, 1846-1855) by tourists and residents of the city of Panama who purchased them from a merchant of that city who had secured from the natives a limited number of fine "jipijapa" hats. As the hats met with a ready and profitable sale other consignments soon followed, were marketed at Panama, and gradually found their way to the United States and European countries. The name Panama has clung to the hats from the first, for reasons that must be obvious to all, and without doubt the hats will always be known by this name, given by those who first opened the avenue of their general popularity.

Few people have any but a vague idea of where and how Panama hats are made. The countries of Ecuador, Peru and Colombia produce the greatest number of these hats. A coarse grade—unpopular in this country—is produced in some of the West Indies Islands. As climatic conditions, such as prevail in the mountainous districts of the South American countries mentioned, have much to do with the quality of the fiber used, the hats from those countries easily outrank in texture and finish any others produced.

The fiber, or straw, used is taken from the leaves of the Jiraca or screw palm, also known as the "jipijapa" and "torquilla," which for the weaving of hats is carefully cultivated. This palm grows rapidly, and in about three months has produced a number of large fan-shaped leaves three to four feet in diameter, which are gathered when young. At this point begins the first of a series of processes ending in the finished article. The veins of the leaves are first removed and the leaf is separated into shreds, but not detached from the stalk, after which it is placed in boiling water and then bleached for several days in the sun. The narrow shreds into which the leaves have been divided are then rolled, the rolling process beginning at the outer edges so that no raw edges will be exposed, after which the straw is ready for weaving.

The weaving of a hat is begun at the tip of the crown with the gathering of the straw-ends into a small circular knot known as the "button," which varies in size from that of a pinhead to a ten-cent piece, and by which an expert can know immediately in which country the hat was made, as the Panama of Ecuador, Peru and Colombia have each buttons of a different shape and size.

The weaving is done by men, women and children, and sometimes whole families are employed. The art of skilfully weaving Panamas is acquired only after many years of con-

stant work, and the best hats are produced by the natives who follow the trade of their ancestors and to whom the skill has descended through the preceding generations. Children take up the work when seven to ten years of age and make hats of the coarsest grade. It is estimated that only about 2 per cent. of the workers become capable of producing hats of the finest quality, which require many months of care-taking, tedious work to produce, for a broken straw or knot will decrease greatly the value of the hat.

The weavers work at home, weaving the hats over wooden blocks placed between their knees. The work is done during the morning and evening hours, when the air is cool and moist, and the weaver constantly moistens his hands in water in order to keep the straw soft and pliable.

After the weaving is completed the hats are thoroughly washed. They are then treated with a coating of natural gum and covered with powdered sulphur and placed in the sun to dry, after which they are folded and nested. Traveling agents visit the different villages, purchasing the hats from the natives. These agents in turn forward their purchases to various inland cities, and after weeks and sometimes months, during which the hats are transported in the most primitive manner over hundreds of miles of mountain trails and streams of the most rugged and picturesque sort, they arrive at the export depots in the seaport towns.

For final shipment the hats are carefully and closely packed in cases holding about sixty dozen each. These cases are curious affairs. Some are airtight tin boxes encased in wood. Another sort, known as a "seron," is a nearly square package covered with green rawhide, hairy side in, sewed with rawhide thongs. After the skin is dry the seams are covered with tar as a further protection against dampness and black mildew, either of which is ruinous to Panama hats under such conditions.

While Panama hats, which were formerly considered articles of luxury, have been worn in this country for many years, they have been in general demand only during the last six or seven years. This general use of the hats has been brought about through American enterprise, which has placed them in the reach of all. They are now sold in all parts of the United States and in many countries of Europe at popular prices. The demand for them is steadily increasing, as is shown by the Government statistics. Ten years ago less than \$10,000 worth of Panama hats reached this country in one year, while in 1904 over a million dollars' worth of Panamas were received through the various ports. With the 35 per cent. ad valorem duty exacted by the United States Government, together with the transportation and other charges, the amount easily figures 50 per cent. more, making the total first cost about \$1,500,000. For 1905 it is thought the importations will be about double.—P. H. Lustig in *Clothier and Furnisher*.

BUILT UPON QUALITY

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

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

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

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

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

How We Look When Seen by English Eyes.

The London periodical, Men's Wear, by far the most progressive of all the English papers devoted to dress, recently despatched a "special commissioner" to the United States to study trade conditions here. The results of his observations, together with some personal opinions, appeared in a recent issue of Men's Wear, and are reproduced below. While the Englishman's deductions are in many instances drolly wide of the mark, and while some half-truths are gravely given as truths, nevertheless the article contains much that will be read with interest by American retailers. The points of view of the Englishman and the American are so antipodal that it would be time wasted to attempt to reconcile them. The charge that we Americans lack a sense of humor, coming from a race which proverbially "needs a surgical operation to get a joke into its head" is perhaps the most humorous thing in the article.

The writer has recently returned from a visit to the United States, which occupied two months, and included the towns of New York, Boston, Philadelphia, Washington, Chicago, Hartford, Grand Rapids and other places. It was his duty to take an intelligent interest in everything affecting the men's wear trade, and he now proposes to set forth the conclusions at which he has arrived. The American is not always dressed in good taste, but he generally endeavors to deserve this encomium, and, in the majority of cases, he succeeds, that is to say, if one omits the lower classes. Perhaps the most noticeable feature of his dress is omission rather than commission. For instance, he boycotts the silk hat with great persistence. It requires a man of extreme courage to venture into any quarter of New York, with the exception of Fifth Avenue and the West End, wearing a high hat. Only a few old men, whose age may be held, in the eyes of the American, to excuse their folly, can dare to use this article of headgear. It is generally shunned.

Felt hats predominate. The bowler hat, or, as our friends insist upon calling it, "The derby," is so universally worn that any other style becomes conspicuous. This matter of the high hat and the low hat is very interesting, because it expresses what is perhaps the most dominant feature in the American character. They have a very distinct objection, as the reader is aware, to any kind of dignity, or title, or assumption of superiority of any kind whatever. They wish to insist as far as possible upon the doctrine that all men are equal, and, therefore, if one of them makes his appearance in a silk hat, he is immediately put down as a would-be aristocrat, a fop, a cude, an imitator of the English, and all sorts of other unpleasant things. A few men in New York wear silk hats on week days, but they are only very few in number, and probably most of them deserve the amiable characterization mentioned. On Sunday the high hat has a little better chance, but not a

very bright one even then. Now, as to the price of these low hats. There are one or two firms of standing, including the hat firm of Knox, who charge \$5, which is equal to a sovereign, for a low hat. Other firms selling very good hats, notably that of Young, charge \$3, which is the equivalent in our own money of 12s.

Having dealt with the wear of the American on the top of his head, let us now come to what he puts round his neck. He likes a low double collar in the daytime, and a wing in the evening time. These collars, mostly made in Troy, are well made, well cut, and they can be obtained in quarter sizes. They are sold by brand. There is, for instance, the "Arrow" brand, which is advertised in the lay press, and is stocked by many of the best men's wear establishments. A man goes in and asks for "Arrow" brand collars, as in this country we might go in and insist upon Beecham's pills; he knows what he is getting. The only other point to be noticed about these collars is that they are all laundered with a dull finish. They are sold with a dull finish, and they come back from the laundry with a dull finish. The American will not have his collars finished with the polish which the Englishman prefers. The price of collars is practically the same that is usually charged here in England.

As for neckwear, this is, as a rule, very artistic and expensive, although, of course, cheap goods may be obtained. Some scarfs will sell for \$4 to \$5 apiece, that is to say, 16s. to £1. With regard to evening neckwear, a very distinct point is to be noticed. If you go into a shop and ask for an evening tie, you are asked what size collar it is intended to be worn with. The men's wear dealer has a complete stock of ties, each one of which is boxed in an attractive cardboard box, and neatly folded in tissue paper, all ready for delivery to the customer. Each box is labeled with the size of the tie, that is to say, if the tie is meant for a 16 collar this fact is indicated. The result is that the customer gets his tie presented to him in a neat and attractive form; if he is only buying one tie he can put it in his pocket straight away without fear that it will become crumpled, and he also has the satisfaction of knowing that when he comes to put that tie on it will be the right size for his collar.

In this connection I would like to mention a little incident which has happened to me not once but many times. The last time it occurred was as recently as this week-end. I went into a hosiery shop in Hastings, possibly the most prominent in the town, and I said I wanted an evening dress tie, as I had omitted to put one in my suit case, and that I wore a 16½ collar, and that I wanted a tie that would fit that collar. The assistant said that they did not have dress ties in different sizes at all, and that he hoped it would be all right for my collar. I said, "Why don't you have ties that are cut to different lengths to fit different size collars?" He said, "Because the ties that are most run

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on would get out of stock, and we would not be able to supply the right size." I pointed out to him that on his line of argument an outfitter should only stock one size collar, one size shirt, and one size hat. His illuminating reply was that when the others adopted the ties in all sizes no doubt this firm would be willing to do so. I do not think that any comment is needed on this incident; it seems to me the moral of it is perfectly obvious.

Now, to come to a somewhat delicate matter, the coat, waistcoat and trousers of the American. I say delicate advisedly, as in every country there is always more or less difference of opinion. The Englishman considers that his countrymen are the best dressed men in the world, and he has even been successful in pressing this view on other nationalities. It remains, of course, for the irrepressible American to dispute it, and he does so with considerable vigor. The fact that he buys clothes in the West End when he comes over here is not so much, I learn, a compliment to the quality of West End tailoring, as to its cheapness. The reader must remember that, owing to the tariff which the United States enjoys, one has to pay about five times as much for clothes over there as here. An American friend of mine only this week showed me an overcoat which would be worth in England about six guineas, and he told me he paid £25 for it over there! The consequence is that even if our clothes were a little inferior, they would be a very good investment for the American traveler in Europe. The fact of the matter is right at hand.

The American tailor has reached a very high standard indeed; clothes are extremely well made—very high prices are paid for labor—and in good quality garments good quality cloths are used. However, taking the bulk of the population, they are not so well dressed, in my opinion, as the English, for the simple reason that the cloths used are cheap, and even if the cut be good, if the garments are made of cheap cloth they can never have any real pretensions to style. The American idea as regards the cutting of men's clothes is peculiar, but this really does not affect the question of tailoring, because they can cut any shape that is wanted. The fact that the American taste demands a cut which the Englishman considers absurd is practically no reflection on the ability of the American tailor. I remember seeing a gentleman on board the boat going over whose clothes would have been sufficient justification for the gathering of a crowd if he had promenaded in any main street in London or any large town in Europe. He was a strapping youth from out the wild and woolly West, and his get-up consisted of a navy blue reefer, with trousers of a different pattern cloth, combined with a weird flat felt hat of the shape affected by some of our ministers. The reefer gave the young man an allowance of shoulder which would have enabled him, to judge from the exte-

rior, to cast the ordinary conception of Hercules in the shade.

What was given in this direction, however, was taken away at the other end of the coat, which was cut extremely short, and stuck out at the back in a most peculiar fashion. The result was that one had a more extended view of his nether garments than is usually considered desirable in this country. The trousers themselves were also worthy of comment, and, I may add, they got it! Each leg of the trousers resembled a peg top. The amplitude round the hips was appalling, and the scantiness toward the boot was remarkable. The boots, again, appeared weird. Of course, it may be our insularity that is at fault, but when we see a man walking about with feet that are apparently deformed, it is difficult to avoid remarking the circumstance. This style of dress, these very heavy shoulders, scanty skirts, curious trousers, funny hat and weird boots, is typical of the Western man especially. The New Yorker does not wear such extreme styles; in fact, in the Eastern States generally, the dress of the men is not so eccentric as one would believe.

As readers of Men's Wear have been advised on several occasions, the ready-to-wear garment has great vogue in the United States; in fact, the number of men who can afford to pay the price for goods that are made to measure (these are described for some mystic reason as "custom made") is very few. A man goes into a shop, and is fitted on straight away with the clothes he wants. As a rule there is very little difficulty in securing a fit, which is approximately accurate, because the American wholesale clothier provides a vast variety of styles and sizes. Here, again, the question of branded goods comes in. Certain manufacturers, having gained a reputation, have advertised and made the most of that reputation, so that many Americans will go into a shop and ask for one particular brand of clothes, knowing that the name of that brand stands for certain excellencies which they desire. There is a complete absence of tailors' shops as understood here, and their place is taken by the ready-made clothing establishments, and often usurped by that octopus of American retailerdom, the Great Dry Goods Store, which sells everything that can be required. There appear to be more shops selling hosiery, collars, shirts, and so forth, than there are of those devoted to the outer garments.

Generally, these outfitting establishments are remarkably well fitted up, the arrangements for stock-keeping are simplified, and in every sense of the term they are up-to-date, but it would be absurd to say, speaking generally, that the men's wear establishments in the United States are superior to the men's wear establishments in Great Britain. It is true that in some of the small towns outfitting establishments of the very greatest excellence can be found. I was very much struck with a shop I visited at Grand Rapids.

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Increase in Production and Consumption of Mutton.

America is becoming yearly more of a sheep raising and mutton-eating country. This is due, primarily, to the initiative of the Department of Agriculture, which for the past ten years has been hammering at the farmer to raise sheep instead of exporting his surplus grain, and which has helped him in every way to this end.

One result is that there were reported on the first of the year over 45,000,000 on the farms and ranches of the United States, valued at \$127,331,855, as against less than \$38,000,000 in 1899. The receipts at the Chicago stock yards are reaching upward every year since 1894, when the yards took over 1,000,000 more mutton sheep than in the previous year. The Department is anxious to impress on the farmer the value of sheep as one of his farm products, and it points out that while the sale of \$1,000 worth of corn takes from the soil \$300 worth of fertility, that is to say, the farmer would have to spend that much in fertilizers to recoup the land, the same amount of corn converted into good mutton and sold at a higher price than the corn would fetch takes in the end from the land not over \$50 worth of fertility, and if the flock were kept for wool alone it would not reduce the value of the land more than \$3 or \$4.

There is a particular interest attaching to the sheep-raising problem just now, because the price of mutton is going up by leaps, not only in the stores where the consumer has to buy it, for everyone realizes this, but in Chicago, where lambs have recently touched \$8 per 100 weight.

The sheep expert of the Department of Agriculture is George F. Thompson, editor of the Bureau of Animal Industry, and in talking on the subject he gave an interesting exposition of what the Department has been doing in the sheep line and what it hopes to accomplish.

During the early days in America sheep were bred primarily for the wool, and during recent years we have been importing annually in addition from \$25,000,000 to \$30,000,000 worth of wool. But the wool industry in this country has come to the point where it frequently does not pay to raise the sheep for the fleece alone. There has, therefore, been an increasing effort to get a good combination breed that would live in large flocks on the range, furnish a good fleece and at the same time be a good mutton sheep. This has been a work of great difficulty, and is by no means yet accomplished.

This work has now been going on for many years, and the breeding is likely to continue along the same lines until the ideal wool mutton breed is found. This may occupy a

long time, but there has been so much done in recent years in the hybridizing of plants and animals that it would seem anything might be expected to develop in the cross-breed line at any time.

The Department has helped the sheep industry all it could and has furnished the farmers with a great many valuable works on the subject of sheep rearing, feeding and treating for disease of one sort or another until the Department has come to be looked upon by the sheep men as a source of much good and great information. The Department has convinced the farmer of the value of sheep as one of his farm products, but it is continuing its educational work, and is anxious to impress the farmer with the fact that we still import over a million dollars annually of Canadian mutton in spite of the heavy tariff against it. Therefore, the Department would like to see sheep raised on all the land that otherwise lies waste under the farmer's hands. It has been said for a great many years that any land is good enough to raise sheep on, and that they thrive on bad lands where other animals would starve. This is true to a great extent, but the Department would also like to impress on the farmer the fact that sheep thrive even better on good lands than they do on bad, and there is no land so valuable that it is too good to raise mutton on. This has been proved by the Department in a long series of costly experiments.

The great work that the Department is striving for now is the eradication of sheep scab, which costs the country hundreds of thousands of dollars annually. The Department commenced a crusade in this direction several years ago. Up to the present moment there are two states entirely cleared of scab, and with the right to quarantine against the rest of the world, and as soon as the National Government is allowed to go into the remaining states and territories the whole country will be cleared out and the disease, which is the greatest foe the sheep men have to encounter, will be completely eradicated.

A great many non-farmers may not know just what sheep scab is, and for their benefit it may be well to say that it is simply a sheep parasite that gets under the skin and causes the wool to fall, completely ruining the fleece and eventually weakening the sheep until it dies.

The disease is acutely contagious, and until a few years ago had spread all over the United States without a check being found for it. Now, thanks to the Department's work, it is known to be comparatively easily cured, the sheep being simply dipped in a solution that kills the parasite. Either tobacco and sulphur or lime and sulphur is used for this, although there are a hundred different "cures" now on the market. But the farmer can make his own cure, as a rule, more cheaply than he can buy it, and the Department has taught him by precept and example how to clean out his herds and keep them clean. The State of Wyoming passed

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a law allowing the Department's inspectors to go into the State and handle the scab disease on the same footing as the State inspectors. Of course, they were very much more thorough and well equipped. The result is that Wyoming is now "clean," and with the aid of the quarantine and the rigorous State inspection expects to remain so, although there is always danger of sporadic outbreaks, and, curiously enough, one of the mediums of this is the birds which carry the parasite on their feet as the mosquito carries the yellow fever virus in his stomach.

Comparison of Poultry With Other Meats.

When we compare the meat of poultry with that of beef, veal, lamb and pork, we find that on the average the refuse in poultry is slightly less. On an average the various kinds of poultry furnish not far from 5 per cent. more protein than the other kinds of meat and a very little more ash. On the other hand, most of them contain considerably less fat and have a relatively smaller fuel value. As far as the nutritive value alone is concerned, the general advantage of poultry over other meats thus appears to be that, pound for pound, it contains very slightly more of the building materials needed by the body; its disadvantage is that it furnishes less of the energy giving material than the fatter meats.

As regards poultry of different sorts, in general the light fleshed birds are richer in protein and poorer in fat than the others. Probably in all the light fleshed varieties, at any rate in chickens, the young birds yield a larger proportion of protein and a smaller proportion of fat than the older ones of the same kind, while in the dark fleshed varieties the young are richer in fat and poorer in protein. As a general thing the young birds contain less refuse, which means that the proportion of bone to total weight is smaller. Their flesh also contains more water, which may indicate that it is not so solid and compact as in the old birds.

Some of these differences in nutritive value in the various kinds of poultry are, perhaps, large enough to be carefully considered in planning dietaries. If chicken, with its 8 per cent. of fat, were substituted in a menu for green goose, with its 33 per cent., or turkey, with 20 per cent. protein, for duckling, with 13 per cent., the proportion of building material and fuel furnished to the body might be noticeably changed. But too much importance should not be put on the differences between closely related birds, such as chicken and turkey, hen and capon; such differences are too small to seriously affect the nutritive value of the diet under ordinary circumstances. Moreover, these differences vary with individual specimens, or the greater nutritive value which one kind seems from the table of composition to possess may be counterbalanced by greater losses in cooking, toughness of the particular bird, or by higher price.

Various beliefs are current regarding the comparative value of poultry and other meats and of different parts of the same bird. There is a theory that poultry, along with veal and lamb, is more healthful than red meats (beef), because it contains less of certain undesirable nitrogenous extractives, and some physicians have forbidden the use of red meats to patients, especially those troubled with gout and kidney diseases. Recent German experiments indicate that the differences in this regard between the two classes of meat are inconsiderable, and that they are quite as much in favor of the red as of the so-called "white" meats.

Many people maintain that while duck breast is very nutritious and quite easily digested, the rest of the bird is hardly fit to eat. The breast contains 5 per cent. more protein and 24 per cent. less fat than the other edible portions. It is a matter of common belief that a large amount of cooked fat of meat or poultry is not easily digestible for many persons. If this be the case, it would naturally follow that the breast would give the digestive system less work to do than other parts, besides furnishing more protein from the same weight of meat, and would really be a more satisfactory food, especially for invalids.

There is also a theory that the light meat of chicken, turkey, etc., is more easily digested, because more tender, than the dark. The light meat of these birds, and especially of turkey, contains more protein and less fat than the dark, and may, therefore, yield more nourishment for the same amount of digestive effort. But this difference in nutritive value, as far as can be definitely stated, depends on the chemical composition, rather than on the texture of the fibres. Artificial digestion experiments have shown that light and dark meat of poultry do not differ materially as regards the amounts digested in a given time under uniform conditions. In some recent experiments with man it was found that boiled chicken left the stomach more quickly than roasted.

It seems fair to say that little is definitely known, save that the differences in the nutritive value of light and dark meat are certainly too small to affect any save possibly the very weakest digestions. It seems probable that as regards ease of digestion the mode of cooking, as well as differences in composition or texture, has an effect on both light and dark meat.

H. W. Atwater.

Should the ratio of increased use of the telephone keep up the wires will soon be carrying more messages every day than are handled in the mails. In the last three years the number of subscribers has doubled over the total of the previous twenty-four years, and because of the extended use of the telephone the average cost of every class of messages has been reduced to 2.2 cents, but little more than that required by the average mail.

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out the loins for sale as fresh meat and to cure the remainder of the flesh. Only when it is intended to keep meat fresh for a period of several weeks or months is it frozen. In that state it will keep almost indefinitely, but when thawed it is not so good as chilled meat, and it will keep only a short time after thawing. The freezing process is to the better cuts most important.

In chilling meat the carcasses or cuts are hung in large rooms cooled by the presence of cold pipes or by a blast of air which has passed over coils of such pipes. The refrigeration machinery of a large packing plant is on a very extensive scale. The reduction of the temperature of the meat must be gradual if the best results are to be attained. Chilled meat is not ordinarily shipped until at least twenty-four hours after it has been slaughtered. The temperature finally reached is just above freezing point. If kept at this temperature meat will remain in good condition for about three weeks, and is, indeed, best ten days or two weeks after it is killed.

In the early days of the beef packing industry, as already stated, the entire product was salted. Even for some time after the introduction of refrigeration the salting of beef was still conducted on a large scale, but more recently salt beef has been largely replaced by refrigerated fresh beef or by canned beef. According to the census reports, the salt beef produced by wholesale slaughtering and packing establishments in 1890 was equal in weight to about one-fifth of the fresh beef produced by such establishments in that year, but in 1900 the proportion had fallen to less than one-twentieth, the amount of salt beef having decreased from 576,289,731 pounds to 137,589,303 pounds. The canning of beef on a large scale began about 1880, when improved processes were invented. The business has, however, fallen off somewhat since 1890. The production of canned beef, according to the census of 1900, was 112,449,221 pounds, as compared with 2,920,458,297 pounds of fresh beef. The cattle used for canning and salting are inferior to those used for fresh beef, consisting largely of cows, and to some extent of ranch and range steers. Mutton is not ordinarily salted, cured or canned. On the other hand, much the larger part of the hog product is either salted or sweet pickled and smoked. The distinctions among the various cuts of pork, and among the methods of preserving them, are many and complex.

Different markets in this country and in Europe demand different methods of cutting and preparing the carcass. The process of salting and curing pork products requires considerable time, and, since the products may be preserved almost indefinitely, the relation between the prices of live hogs and those of the meats derived therefrom is much less close than the relation between the prices of live cattle and fresh beef.

The more important packing establishments themselves salt and cure a

large proportion both of their beef and their hog products which are to be so handled, carrying them to the final stage of readiness for consumption. They manufacture their own cans, print their own labels, and, to a large extent, make their own boxes, tierces and barrels. Some of these concerns have also developed an extensive business in the production of canned specialties ready for the table, including soups, entrees, etc. A very important branch of the business of the great packers is the making of sausages, of which there is a bewildering variety. To the sausage department go pieces of meat trimmed from the various cuts, or from those parts of the animal, such as the heads, which can not be marketed directly for food. The greater proportion of the sausage meat is derived from hogs. The output of sausage, as reported by the census of 1900, by wholesale establishments, was no less than 292,164,075 pounds.

The rendering of lard is one of the largest branches of the hog industry. The methods of rendering used by the leading packing concerns have reached a remarkably high degree of perfection. Some of the packers also produce various lard compounds by mixing refined lard with stearin, cottonseed oil and other materials.—From Commissioner Garfield's Report on the Beef Industry.

When a man knows that his religion is all moonshine the world is not likely to get much sunshine out of it.

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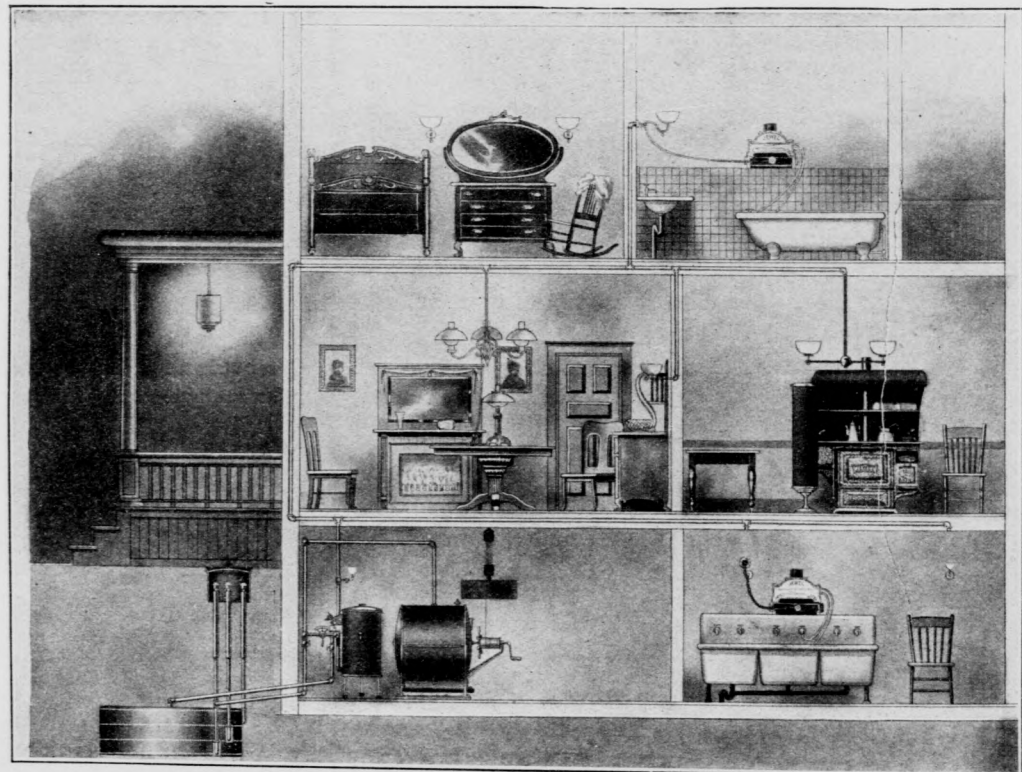
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The Slaughter and Preparation of Beef for Market.

When a bunch of cattle, hogs or sheep is sold it is driven to the scales to be weighed. The great packing houses are ordinarily situated in or near the stockyards, and animals bought by the packers can thus readily be driven to them. Cattle are frequently held a day, or even more, in order that they may rest and that their temperature, raised by the journey, may be reduced to the normal point. Hogs and sheep are usually killed on the day of purchase.

The modern packing plant is a huge establishment, consisting of many buildings, large and small, each adapted to some special purpose. A central power plant furnishes light, heat and power, consuming hundreds of tons of coal daily and generating thousands of horse power. Machinery is used for every process to which it can be applied, but in many parts of the slaughtering industry machine work is obviously out of the question. Among the many ingenious mechanical devices may be mentioned the scraping machine for removing the bristles from hogs. Blades mounted on cylinders come automatically in contact with every part of the body and do the work with rapidity and perfection.

Animals are usually killed at the top of a building from four to six stories high, in order that, as they proceed through the various stages of dressing, they may be moved forward, so far as possible, by gravity. For this purpose overhead rails are used.

The most conspicuous fact which strikes one in observing the process of slaughtering and dressing is the remarkable extent to which the division of labor is carried. In the old-fashioned, small slaughter house one man, or, at most, a very few men, performed all the tasks from the dealing of the death blow to the final preparation of the carcass for sale. In the largest slaughtering plants of to-day will be found hundreds, or even thousands, of workmen, each of whom performs but a very small, narrowly defined task, in which, by innumerable repetitions, he becomes adept.

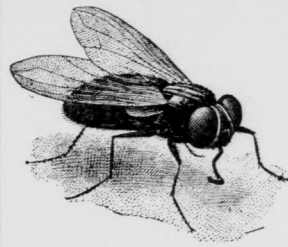
A concrete illustration will serve to show more clearly this high subdivision of labor. At one of the great abattoirs in Chicago 157 men are employed in one of the beef killing gangs. All these men are engaged in handling the cattle killed by two "knockers" and one "sticker." The number includes all those conducting the processes from the driving up of the cattle to the loading of beef into the cars, but does not include the men who operate the power plants, refrigerating machinery, etc., nor those by-products which are sold in a fresh condition. These 157 represent no less than seventy-eight different occupations—that is, the work of killing and dressing of cattle and refrigerating and loading beef is subdivided into seventy-eight distinct processes. A gang of men thus organized handle more than a thousand cattle in a day of ten hours. Some

of the packing houses have two or more cattle killing gangs. In the hog and sheep slaughtering departments the division of labor is carried to a similar degree of minuteness, and the same is true of those departments which can and cure meats and which handle or manufacture the various by-products.

The leading packers keep a record of the dressing results of each individual bunch of animals slaughtered. Perhaps usually each bunch so recorded represents the stock bought by a single buyer from a single seller, being one of the original selling bunches above described. Several small bunches as bought are very often combined to constitute a single killing bunch, and some of the packers carry this practice of combining bunches much farther than others. For each killing bunch of cattle the packer ordinarily records the live weight, live cost, dressed weight, weight of each class of hides and weight of the caul and ruffle fat, which is easily detached and readily weighed. From these data the packers compute what they call the "dressed cost" per hundred pounds of beef. Somewhat similar methods are pursued with reference to hogs and sheep. As elsewhere shown, the so-called dressed cost of beef, as figured by most of the large packers, much exceeds the true cost which would be found by allowing a full value for the by-products. The arbitrary dressed cost has, however, much value to the packer for the purposes of comparison, and serves as a check upon both buyers of stock and sellers of meat. The record of the number, origin and dressed cost of each bunch of animals is preserved until the meat is sold or otherwise disposed of.

In the large wholesale slaughtering establishments all the meat which is to be sold fresh is either chilled or frozen by artificial refrigeration. Much the greater proportion of the cattle and sheep slaughtered are sold in the fresh state, but in the case of hogs it is usually the custom to cut

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Why Women Do Not Succeed in Business.

The woman in business may now be accepted as a settled fact. Women have solved the problem of whether they have a right to engage in gainful occupation or not, by doing it, and there is practically no trade or profession to-day in which the swish of the petticoat is not heard.

This is as it should be. The right to earn an honest living by honest labor, or to exercise the talents that heaven bestowed upon one, is a privilege that should know no sex. Women have just as much need of money as men. They can get just as hungry, and be just as ragged; the bread of dependence tastes just as bitter in a woman's mouth as in a man's, and there has been no cruelty equal to the cruelty that debarred a woman from earning the money she needed by the work which she was competent to do. What the unfortunate women of the past endured who were forced to take grudging charity from unwilling relatives, while they knew themselves capable of earning an independent living had it not been for the conventions of society, would make another book of martyrs.

That day, thank God, belongs to the dark ages. Now not only is the whole field of human labor open to woman, but she has staked out her claims in it. So far, however, it must be admitted that woman's achievements have not been equal to her daring, and while a few women in every community have been successful in their business ventures, the majority of women have shown themselves more willing to tackle a job than able to do it.

There are many reasons why this should be so, the first and foremost of which is that women have no inherited instinct for business. For ages the talent for trade has been cultivated and fostered in men until it has become a second nature, while exactly the opposite faculties have been developed in women.

More than that, a woman starts into business handicapped by ignorance of even the most common commercial affairs. She has never handled any money. She has never been taught even how to make out a check, or the relative value between preferred stock and Wild Cat common. A boy is never treated in this way. From his earliest youth he is taught to handle money if he is to inherit a fortune, or to make it if he is dependent on his own exertion. We laugh when we hear of the woman who does not know which is the business end of a check, or who lends her money without security to Cousin John because he prays so beautifully in public, or who is persuaded into investing her all in an orange-grove in Massachusetts by a glib-talking stranger, because we regard it as a

shining example of her lack of acumen in business.

Not at all. These things are merely an illustration of the pitfalls that ignorance digs for the untaught, and if the ignorant woman had not stumbled into them she would have been a greater financier than Mr. Rockefeller. He didn't dash off a Standard Oil deal without some previous knowledge and experience of business. Whenever the time comes that girls are taught to handle money, and instructed in the common commercial usages with which every lad is familiar, the first great cause of woman's failure in business will be removed.

Added to the handicap that women have never been bred to business—and it takes as many generations of small-tradesmen ancestors to make a merchant-prince as it does generations of thoroughbred race-horses to produce a Futurity winner—undoubtedly the fact that a girl does not intend to pursue an occupation a minute longer than she is forced to has much to do with woman's failure in business. With the average woman work is merely a means to an end—or rather a bridge over which she expects to walk to matrimony. It is seldom an end in itself. She works with one eye on her business and the other roving around in search of the fairy prince, and the result of this divided interest and allegiance is inevitable. It is often remarked that the girl clerk who starts out on an equal footing with the boy clerk remains behind her counter, while he goes up to be floor-walker, manager and, possibly, eventually proprietor, or that the girl stenographer in an office seldom gets beyond her pothooks and her typewriter, while with the man stenography is but a stepping-stone to something better.

It has been claimed that this is the result of invidious sex distinction, but the real explanation of this condition of affairs lies in the woman herself. No one who expects to follow a profession only a few years ever prepares one's self for it with the thoroughness of the one who expects to follow it for life. Nor does one take the same interest in it. A man succeeds as a merchant or a carpenter or a lawyer because he expects to be one always, and he knows that only by being the best merchant or carpenter or lawyer in his community can he win distinction. The woman does not expect to achieve success by work. She expects to achieve it by matrimony, and it is this here-to-day-and-gone-to-morrow feeling that hinders her advance, and explains why high-salaried women employes are so rare in establishments that hire thousands of women.

The next most potent cause of woman's failure in business is because she never considers her adaptability to any occupation, for success may be summed up in finding out what Nature intended you to do, and then doing it. Women scorn to do the thing they are fitted to do, and pine to be something romantic and genteel. So far as my personal experience goes—and I get thousands of letters from women all over the

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country asking my advice about the best way to make a living—the first burning desire of every female heart is to be an actress, and the second is to be a writer. Now, both of these are good trades, and a woman does well to follow either one if heaven has unmistakably put that talent into her hand, but there is nothing so futile, so hopeless, so impossible, as to try to succeed in a calling to which you have not been called.

The writer and the actress must be born. They can not be made by hand. No amount of study, no education, no training, no perseverance, can make one a writer or an actress. One has to be born with temperament—that strange, illusive, intangible faculty of seeing things hidden to the ordinary eye, and being able to interpret them to the world. Yet thousands and thousands of women who have no natural gifts in this line spend their lives in vainly hanging on to the outskirts of the stage, and bombarding editors with pointless stories and rimeless poetry, when they might be winning fame and fortune if they would only put as much intellect into making butter as they do into writing a novel, or devote as much time and penetration to studying the character of the hen as they do to studying Lady Macbeth.

The scorn of the practical is peculiarly feminine, and of itself offers such a gigantic reason why women fail in business that it is almost superfluous to add any other excuses. For it is the practical things of life that offer the greatest reward. We can do without theaters and books and music and art, but we have all got to eat and be clothed, and it is because women insist upon ministering to our esthetic sense instead of our bodily comfort that there are so many feminine wrecks on the commercial shores. If the girl who does dauby painting that nobody will buy would bring her artistic sense and feeling of color to bear upon her fellow woman, she could make a fortune in millinery or dressmaking. If the lady who vainly importunes us to buy art-embroidery would only turn out good plain sewing instead, how gladly would we become her customers. If the girl who makes sea-shell portieres would only make good bread, how much greater her reward would be. But they won't. Women seem to consider that there is something degrading in doing useful things. They will paint menu-cards, but they won't cook. They will walk your dog out, but they won't push your baby perambulator. Yet it is for the practical things that the world is willing to pay.

Another reason that women so often fail in business is because they so seldom do good work. They are not thorough, and they pay little attention to details, and none at all to promptness. When you take a gown to a dressmaker, she looks over your material and expresses a hope, vague but fervent, that it will turn out well, but she places the matter altogether in the hands of luck, and the woman customer accepts it on that basis. That the results could be

guaranteed does not enter into the matter, for no woman expects to get a dress home that she does not have to send back a time or two to have altered. Nor does she expect the dressmaker to be ready to fit her when she said she would, or deliver the garment on time. Here and there, it is true, you do find a woman who does good work, who is prompt and reliable; and when you discover such a woman, without exception you find one who is rolling in money. If any man attended to his business in the slipshod way in which a woman attends to hers, he would land in the bankruptcy court long before she does.

As a further illustration of this, take the boarding-house, that has long been the refuge of the woman thrown suddenly on her own resources to make a living. We all know about ten thousand women who have tried it, and about nine thousand nine hundred and ninety-five who have failed at it. Why? Simply because they never took the trouble to learn their business, and were too lazy and too shiftless to attend to it. In a fifteen years' experience in boarding-houses and family hotels run by women, I have personally sampled every kind of mismanagement and mean beds and bad cooking and dirt. I never lived in but one boarding-house which was properly kept, and that flourished like the green bay-tree until it blossomed out into a beautiful little hotel that is always full, in season and out, and has a waiting-list a yard long. The world is full of lonely, homeless, detached people with long purses who are always on a hunt for a comfortable place to sleep and eat, and any woman who supplies this want, and who throws in besides an atmosphere of home instead of the boarding-house, can not only ride in an automobile in this life, but be assured of a seat among the cherubim and seraphim when she dies. The red flag of the auctioneer that flutters so often in front of the boarding-house door is a monument to woman's incapacity that ought to make every member of the sex blush when she sees it.

Another reason why women fail so often in business is because they adopt such a gloomy attitude toward it. They have a grievance at life because they have to work, and they take it out upon whoever has to deal with them. Instead of being glad that they have a job, they affect the martyr pose. Worst of all, they have to explain how it is that they were ever forced to labor. They were not born to this. They have seen better days, and it breaks their hearts to think that their aristocratic grandfather's descendant should be forced to keep books for a plebeian merchant, or hand out goods across the counter to a mere customer. All of this is depressing, and as a matter of fact none of us ever takes the slightest interest in anybody's past except our own. It does not console us for bad coffee to hear every morning the details of our landlady's great-grandmother having come over in the "Mayflower," nor does the fact that

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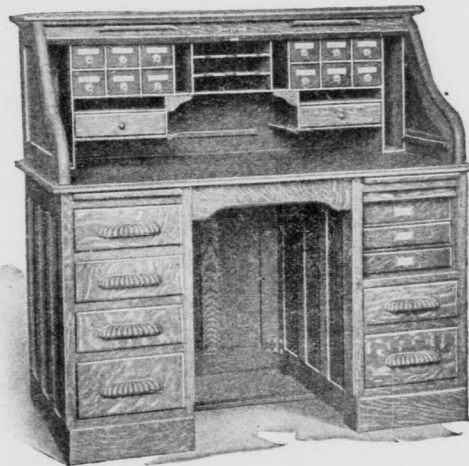


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his stenographer once moved in the Four Hundred reconcile a busy merchant to her peculiarity of always getting down to work a couple of hours late.

Women have not found it out, but the handmaidens of success are cheerfulness and interest in your work. There is something in bright enthusiasm that is infectious, and makes everybody want to turn in and give a helping hand. Not long ago, a newspaper woman, who was sent to a distant city to do an important piece of work, received great and unexpected assistance from a perfect stranger, and in thanking him for his kindness she asked him why he put himself to so much trouble on her account. "Oh," he replied, with a laugh, "you are so interested in your work that anybody would be bound to help you out." No woman who looks bored at her work, and hates to talk shop, and whose tears are always on tap, ever gets her salary advanced. She does not deserve it, for she is never worth much of anybody's good money.

Still another reason why women fail in business is because they expect business to be conducted along pink-tea lines. They demand the rights of men, and the attention of society belles, which, to say the least, makes a difficult combination for a man to encounter. Every now and then some finicky young working-woman writes to the newspapers asking if a gentleman should keep his hat on in an elevator, or if a proprietor should smoke in the presence of women clerks—questions that fortunately answer themselves, or else there would be no women left in the offices. But for all that, no employer dare criticize his female employes when they make mistakes, for fear their little feelings will be hurt and they will dissolve in tears. When women learn to take their punishment like men when they make errors, and to do better work instead of crying, they will have found the golden key that unlocks the combination to many a lucrative job.

The final reason why so many women fail in business is because they are ashamed of their work, and of being working-women. When the curse of work was laid upon Adam, nothing was said about Eve, and from this circumstance every daughter of Eve has argued that she was exempt from labor. When she finds she is not, and that she must either toil or starve, it makes her both mortified and angry, and above all she feels that it calls for an apology. A woman always explains why she works. She takes boarders for company. She does a little sewing for a few friends to fill in the time. She teaches because she wishes to impress what she learned at school more firmly on her mind. She goes out for a companion because she dotes on deaf old ladies, and one can really do so much good that way, you know. She stands eight hours a day behind a counter or thumps a typewriter because she has advanced ideas of being independent, but she seldom admits to working because she needs the money.

Except among professional women, such as writers and actors and doctors and artists and lawyers, it is not considered etiquette to mention her work to a woman, or even to admit that you know that she earns her own bread and butter. Even school teachers, whose work certainly should rank among the learned professions, resent any reference to their calling. A boarding-house keeper is as much ashamed of her occupation as if it were a criminal pursuit, while as for the dressmaker, or female book-keeper, or milliner, she would consider it the direct affront to have her business thrown in her teeth. Indeed, the polite attitude toward the woman who works is to accept her own fiction that she does not do it, or if she does, she does it only for fun.

You often hear a man boasting that he is self-made, and that he worked his way up from the bottom. Nobody ever hears a woman making any such claim for herself. On the contrary, she invariably represents herself as having descended to the work she is doing. A man is proud of his work. A woman is ashamed of hers. You can not be with a man half an hour without his confiding his occupation to you, but wild horses could not drag the fatal admission out of a woman that she has to work for a living. And it is because of this, because to succeed in anything you have to put pride, and the joy of doing it, and the love of the work for the work's own sake in it, that women fail so often in their undertakings. The person who does not talk shop is always left shopless in the end.

Although women fail so often in business, no one should be discouraged. They are still young in the cause. This is practically the first generation of business women the

world has ever known, and they are learning fast, and putting their mistakes behind them, but they have still much to learn. They must learn that the scarcest commodity in the world is competence, and that it is the thing for which the world will always pay. They must learn that because a thing is woman's work is no excuse for its being bad work, and above all they must learn that there is no luck in success, for we all get what we deserve, and each of us writes her own price-tag.

Dorothy Dix.

The man who says he can drink or he can let it alone is so busy demonstrating the first proposition that he never gets around to the second.

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Restrictions Against Typewriters Entirely Abolished.

Although the typewriter owes its inception to an English inventor, America has made it invaluable as a business adjunct.

The first typewriter, date 1714, like most of its successors, was intended as an aid to the blind. Thirty years ago, however, American inventors saw its possibilities as an aid to business, and to-day America makes practically all the writing machines used in the world.

In 1900 fifty factories were busy in the United States manufacturing machines. The output in that year was valued at \$5,624,172 and 144,873 machines were manufactured. Since then the field has increased enormously and probably the output this year will be nearly 250,000 machines. Approximately 50 per cent. of this total is exported.

In England, where American typewriters enter duty free, only two or three home machines are manufactured. Germany makes about three or four kinds, and Canada, by a duty of \$35 on every \$100 machine, has encouraged the manufacture of two makes within its own borders. These foreign machines are all of the visible writing order, of low price, and do not seriously compete with the standard makes of America.

America's best customer is England. Probably 60 per cent. of all the machines exported are bought by Great Britain and her colonies.

It speaks volumes for the enterprise of the American manufacturer

that the reluctance of the Old World to use typewriters has been so largely overcome. Most of the standard makes have their branch offices in every big city of Europe, and have forced their machines into general use. The conservative methods of the typical business office in Europe were against its introduction. Each clerk had, and often still has, his own group of customers to correspond with and attend to in the wholesale houses. Only where this system was altered and the correspondence centralized could the typewriter become popular. Gradually American office systems are being introduced, and the typewriter has been the chief factor in this Americanization of the world's business methods.

Conditions in the big cities of England, so far as typewriters are concerned, are to-day much the same as in the United States. The machines are sold in the same way, at a similar price, and to the same class of people that buy typewriters here. Only it must be remembered that that similar price is, in reality, a higher price in countries where money buys more things than in America. Consequently, the small country storekeeper will not be found buying in England.

The woman stenographer is the English edition of the same young woman in America. She is an institution. She has the same large ideas regarding her importance in the office and generally adds light and life to the workaday world. In a country where caste rules so powerfully,

it was at first necessary to find a classification for the "lady clerk," and she was for some time a "young person." Latterly in England, since it has become rather the fad for the girl of independent spirit to establish an office of her own, her status is that of any girl similarly employed on this side.

In the countries of continental Europe greater difficulties are encountered. The typewriter companies in introducing their goods had not only to sell their machines, but train stenographers. The salesman disposing of a machine usually undertakes to call regularly for some days to coach the clerk or stenographer in its use. The French business man looks at money carefully, and is not accused of too great initiative in adopting new things. His national feeling prevents him from welcoming the representative of American enterprise too warmly. Still, a large number of machines are sold in France.

The "lady clerk" is the "employe du bureau," and can now be trained in "la stenographie," and "la machine a ecrire," at schools and in the principal offices of the companies. She talks glibly of the "systeme de touche," and is usually a bright, vivacious girl, more nearly like her American sister than any other in the world.

In Spain the typewriter operator is usually a man. Great efforts are being made in Madrid by a group of women to lead a movement of emancipation, but the Spanish girl and the typewriter remain compara-

tive strangers. When the writer was in Spain three years ago the pioneers of the typewriter business were busy in Madrid and in Barcelona. These were the only cities where American typewriter offices had been opened, and only two makes were in the field. To-day there are twenty. Barcelona is by far the most important in business, and leads the way.

Spain is a country where progress is slow. Where, for example, blotting paper finds its equivalent in the sprinkling of sand over wet writing from a caster, the desire for time saving appliances can not be great. Then, too, the import duty on typewriters into Spain adds a fifth to their cost. Still, typewriters are sold even in Spain.

The machines of each of these countries are provided with keyboards suited to the alphabet of the language, with accents and other marks where they are necessary. In the opening up of the country the three or four standard machines are alone to bear the losses of the first few years' business. When they have created a demand the minor machines rush in and, by their cheapness, sell to a more or less ignorant public.

Altogether the typewriter has done more to familiarize the Old World with the American principle of hustle than any other of America's products. Foreign governments now use machines in their state departments. The restrictions against the use of machines for legal documents is entirely abolished.

George E. Davis.

ZEST

Free Deal

Lasts Only a Few Days Longer

Big Extra Profit

Better Get In

THE MAN WHO FAILED.

Incidents in the Career of an Unfortunate One.

I suppose I am a failure. Judging from the standpoint of the average successful man, I surely am. I am 40 years old and earn from \$9 to \$14 a week on the shipping platform of a large downtown wholesale house. My average pay is close to \$12. There is little hope for any great advancement before me. So I suppose I am a failure, taking the accepted meaning of the word.

I am not protesting against my lot in life nor kicking because things have not run more smoothly for me. Everybody is not slated for a high position in life, and there are plenty of others to keep me company as a failure. But in view of the writing that is flooded over the country, I think it is worth while to write the story of my experiences. I do not complain of Fate; but read my story and then, honestly, see if you can say that success is possible to everybody.

I have worked ever since I was 14 years of age, and have never drunk or dissipated in any way to excess. I have been economical, nearly frugal, all my life, partly because I never had much money to spend and partly because, for awhile, I had high hopes of amounting to something in life and knew that economy was a necessary part of a poor man's climb to success.

I have been, I believe, a good citizen, and yet never in my career have I been much nearer to success than I am at the present time when I am working for day wages. Perhaps you will say it is all my own fault, that there was something lacking in me, that if I had possessed the proper character, worked harder, and tried longer I would have won my way to the top. Maybe this is the proper view of the matter, but there are other things besides a man's personality to be taken into consideration when one is considering, pro and con, the reasons for his lack of success in life.

For instance, there is the question of birth. From time immemorial successful men, most of them born with every advantage on their side, have voiced the opinion that the poor boy's chances are as good as or better than the one born of rich parents. Lately it has become fashionable to pity the rich boy and declare that the poor boy is the fortunate one. Let us see how this beautiful theory works out in practical life:

If poverty is an advantage I had the world at my feet at birth. Judging from this standpoint I should have succeeded brilliantly in life. My parents were poor enough to satisfy anybody who wished to feel the sting of poverty in early life. My father was a laborer. His earnings seldom ran over \$1.25 a day, and there were four children in the family besides myself. Surely I was started right in life, according to the popular theory. So poor were we that at times decent clothing for all the children was out of the question, and I missed entire terms at school because I

actually had not the clothes to wear.

However, I was not troubled for long in this way, I left school in my thirteenth year. I was not through school at this age, in fact, I had only managed to get into the fifth grade by this time, on account of the trouble mentioned before; but there were reasons good and sufficient why I should leave school. The foremost reason of them all was that I had to go to work to earn my own living and do what I could toward the support of the family.

Was it an advantage to me to be turned into a bread winner at this early age and with my limited learning? Was I more fortunate in being placed so that it was necessary for me to begin to know what it was to work before I had been allowed to complete a course in the common public school? I do not think so.

I went to work in a machine shop. Not that I had any particular leaning toward mechanics or that the machine shop held out offers of large wages and a great future. I was paid \$2 a week at the beginning and we needed the two. That was why I went to work. There was no time for myself or those interested in me to think of the manner of employment to which I would be best adapted, or which was the most pleasant or remunerative. It was a case of get work where I could make some money at once, and there was a call for an errand boy in the machine shop.

I do not think that any one will contend that the atmosphere of a machine shop is in any degree elevating or beneficial to a boy who is thrown into it early in his teens. The shop in itself, with its gloom and dust, is decidedly harmful to his general health, and the company into which an errand boy there is thrown is not of the best kind.

I worked nine and a half hours when I first began to work. My duties were to "sweep up" and run errands for the firm during the working hours, and for the men at luncheon time. In this way I was kept busy from the time I came to work in the morning until I left at night. And at night, after the day's work was done, I was quite content to get all the rest I could without sitting up late at night studying to improve myself. I was too tired for work of any kind at night. But that I worked hard and did my duty throughout the day is shown by the fact that my employer increased my wages three times during the first years of my employ with him, and as soon as I was old enough he gave me a chance to learn the machinist's trade.

I was earning \$6 a week when I was first put to work on a machine. Beyond this I could not go as an errand boy, but my employer wanted me to be given a chance to earn more, so he gave me a machine. I worked at this for a year, and at the end of this period was earning \$9 and had a fair grounding in the trade. Then it was discovered by some of the men in the shop that I was doing a union man's work for about half of his pay. Of course there was trouble.

The officials of the union indignantly called my employer to time and demanded my discharge, asserting that if I was not removed from the shop within an hour every man employed by the firm would be called out and compelled to stay out until the firm paid \$1,000 fine to the union and \$500 hush money to the walking delegate. The firm had been previously victimized by union grafters—my experience is that every union official is a grafter and that every union man has blood on his hands and murder in his heart—so they made short work of me and my job.

I was then 19 years old, and would have been earning \$12 a week in another year. This would have been excellent pay for me at that time. But when it came to looking for work in another place where this amount might be earned I was up against it. I had no trade, for my work in the first shop was confined solely to one machine, and I was not fitted through education or training for clerical work or any other finer line of employment. I was too old and too large to start in as a boy again and when I could not find work in a machine shop, there was only one thing left for me to do—seek work as a laborer.

I worked at several kinds of occupations in the next three or four years without coming within hailing distance of a permanent position or anything that savored of a promise for success. I drove a wagon, shoveled snow on the streets, worked as laborer in the stockyards, and once went out of the city to work as a laborer with a railroad construction crew.

In the time that I was growing up my father had died and I was practically the sole support of our family. I had to work all the time in order to make a living for myself and those dependent upon me. Judge if I was a wanton waster of opportunities.

When I was 25 years old I secured a permanent position in the shipping room of a large electrical supply house. I began as a trucker at \$9 a week. This was more than I could make as a general laboring man and the shipping room offered some chance of advancement. I worked hard here. I resolved that if application and perseverance would advance me I should succeed. The way in which I was advanced at first prompted me to believe that here I had found the place where I was to work myself up in the world.

I was earning \$10 at the end of the first year. I was then assistant to the head packer and I thought the future loomed up bright before me. I worked in this capacity for three years longer. By this time I was earning \$13 a week and had an apparently permanent position.

It was at this time of my career that I married. I had saved enough to pay for most of the furniture needed to start us in housekeeping. I went into debt for \$50.

Previous to our wedding I had spoken to my employer and was assured that my position was good for as long as I stayed with the house and did my work satisfactorily. It

was on this assurance that I got married. It is easy to imagine the shock that came to me when, less than a year later, I was discharged. I was "making too much money for my job;" that was the one and only reason for my discharge. The house had resolved to cut expenses. It was possible to get a beginner who might do the work I was doing for \$9 a week. I was let out.

In about a minute all the plans that I had made for working up with this house were pulled from under me. I was a man out of a job without a cent saved.

I was broke, for it was impossible to save anything on the salary I was earning. If you do not believe this, try supporting a family on \$12 or \$14 a week for awhile yourself.

That was about ten years ago, and that was about the end of my attempt at climbing high in the world. Since then I have drifted around from one job to another, sometimes making as high as \$15 a week, but averaging considerably less than this. Now I am at work on a shipping platform, paid by the hour, and never earning more than \$14 a week. I am unable to hope strongly for anything better, and I know that there is absolutely no chance for me to mount to any high place in the world.

I wish some cultivated gentleman whose life has fallen in pleasant places and who is eminently successful would kindly tell me if it is my fault that I have not succeeded. Also I would like to know if they can still maintain that no man is barred from success.

Uniform Setting of Concrete.

California has instituted a novel method of constructing concrete walls by which uniformity in strength and set and unusual freedom from cracks are obtained. Between the framing forming the outer and inner surfaces of the wall collapsible hollow cylinders, smaller in diameter than the thickness of the wall, are placed vertically at intervals, the cylinders having been previously perforated with several holes, with the idea of draining water from the fresh concrete as the latter is placed around the cylinder. The concrete is allowed to set during the night, and in the morning the water that has collected in the cylinder is pumped out. From two to six inches of clear water is withdrawn at the end of ten or twelve hours. The cylinder is then extracted and the space filled with concrete.

The authorities of the Russian railways are considering an odd proposal to replace the wooden sleepers under the rails with sleepers made of leather, and have decided to carry out experiments on the state railways. It is claimed for the curious project that neither air nor weather has special influence on leather sleepers, that they do not crack when nails are driven through them, and that they are less costly than wood, as they remain longer in use.

All power is born of pain.

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.

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ROLLING STONES.

They Do Not Always Accumulate Moss.

No one will dispute the truth of the old adage: "A rolling stone gathers no moss." But there are a whole lot of persons in this age who are willing to dispute the wisdom of applying it to young men. It is all right as applied to stones, but what is the sense of telling a young man nowadays that if he stays in one place he will, in the course of time, become burdened with moss, while, if he persists in roaming over the country, he will not gather any such growth?

Moss is away out of date, and the young man of to-day is something more mobile than the proverbial stone. While some young men may be immensely benefited by going direct from school into the offices or salesrooms or workrooms of a large concern and staying there, year after year, until at last success is theirs, I believe that the average young man will be the better off for having wandered some before "settling down." I say this because my own experiences have proved it positively true, in my case at least.

I have wandered considerably during my life, in fact, have been even called an "improvident hobo" by certain ultra conservative people, and I have settled down in Chicago and have made a decided success of life. I am sure that a good deal of my success is due to the fact that I wandered around the world considerably in my youth. By doing so I saw and learned more of human nature in many of its innumerable phases than I possibly could have done had I remained in one place and at one kind of employment; and a good, sound knowledge of human nature is about one of the best things a man can have when he sets out to take the world by the horns.

I had a high school education when I began to wander about. I didn't begin wandering because I had to, but because I was curious to see what the rest of the world looked like. Also I had ideas of my own regarding the proper training of the young man with a view to fitting him for business life. It had always seemed to me, although young to deal with such questions, that it was a mistake to pick out an occupation for a boy and say, "This is the line you're going to go in," and proceed to train him with a view of fitting it. Obviously it is right and good that a man should look around him before thinking of settling down, for by that looking around he is more apt to find for himself the line that he is fitted for than by any early positive choice.

While the fellow who starts in to "work up" in some large house may get a little start up the hill on the fellow who waits before beginning the climb, how does he know that he is on the hill that birth, training and personal inclinations meant him to climb. Isn't it possible that he may be on the wrong hill and the man who starts a little later, being on the right hill, will distance the

other in a hurry? I always thought that the answers to these questions should be "yes," so I began to "see the world."

I was 18 when I set out, just old enough and husky enough to fit in nearly anywhere that a grown man of similar education might fit in. I never was afraid of work, and the feat of learning and doing some new thing always held out irresistible attraction to me. I didn't set out with a view of "beating my way" around, but I did want to see some of the country.

Among other things that I worked at while roaming over the land was coal mining, sheep herding, range riding, carpentering, book-keeping, railroad braking, ticket selling, painting, paper hanging, printing and lastly, running a restaurant, which is my business at present, and in which I have made an unqualified success. I started out with the resolve firmly made that I would work at anything that held out a promise of providing me a decent living, and I did so.

The commonly held idea that the "wanderer" does not work, that his ways of life throw him into habits of carelessness, in short, that he becomes lazy and is never after able to settle down to hard work, is all wrong. There are, of course, plenty of "hobos" and tramps throughout the country who never work, who live through begging and petty stealing, but, on the other hand, there are thousands of intelligent young American workmen who are this day roam-

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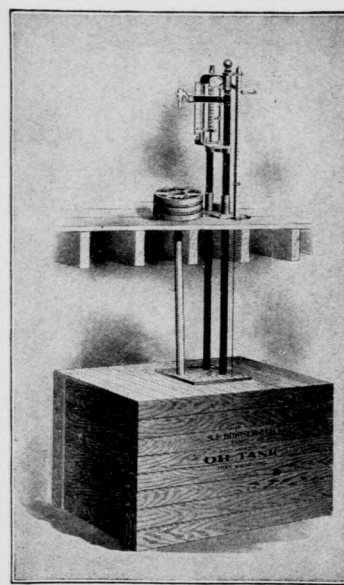
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with tank in cellar and pump on store floor, and so do away with running down cellar or to a back room each time oil is drawn. It saves in other ways as well. Let us tell you more. Write for Catalog "M" today.

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S. F. BOWSER & CO. Fort Wayne, Ind.

ing over the country and working as they go. This class of wanderers was the class of which I was a member, and they work just as hard as if not harder than the man who settles down in one place.

The man who remains stationary generally has one job he holds down year after year. If he has his way about it, it is an easy job. After he has worked at it a few years the performance of the duties attached to it become largely a mechanical process with him and he is able to do his day's work with little effort on his part. Being fixed in one place, with possibly a home back of him, and a little money saved, he is often able to pick his places of employment when for any reason he is forced to make a change. The fellow who is "on the road" has a different proposition before him. He has to make day wages all the time if he is to exist without begging, and I did not set out with the intention of ever begging my way.

Cash payment is the only way of securing anything when a man is a stranger in a strange land, so the stranger must keep himself in funds, always. To do this he must work most of the time and to secure work when he is shifting from one place to the other, he must do pretty much anything. He can not pick his jobs. This breaking into new lines of work continually gives him a hard row to hoe. Generally it is manual work that he does, and when he has to learn a new job every few months the work is doubly hard on him. He generally works pretty hard, as he goes around the country, so when he decides to settle down, he knows something besides loafing. Furthermore he is then quite satisfied to settle down.

I know the foregoing is true in my case and with most of the men with whom I was thrown in contact. I worked regularly while wandering. I would work in one place until I had seen all of it that I wanted to see, then, if I had enough money saved, I would move on. I saw most of the United States of America, some of Canada, and a good portion of Mexico and South America in this manner. I met many kinds of people on their own heath that I would never have heard of if I had remained in one city and I saw life from many different angles.

Among other things I learned that the Mississippi Valley is just about the best place that a man can pick out to live in on this continent and when my wanderings were over I went there to live.

I was 30 years old when I went to Chicago after my wanderings. I was then quite content to settle down. I had seen much of the world and was not sorry for it. I went there with a few hundred dollars saved. I had learned the restaurant business quite thoroughly while away from the city and resolved to enter into it. I found a place for sale on one of the principal streets of the west side that just about suited me and I began to make money just as soon as it became known that the place had changed hands. It wasn't the location that

was the matter. It was the proprietor.

I have been running this restaurant after adding to its size ever since. I am married now and have a family and am decidedly satisfied with the world as I see it from my place of business. But I have never been sorry that I "wandered" some as a young man. A. Roller.

How Carpenter Drives Nail.

How many hammer strokes does a carpenter use in driving a nail?

Perhaps not one carpenter in a thousand or one layman in ten times that number can tell, or ever thinks of it. The truth of the matter is this: The carpenter takes seven strokes in driving a nail into ordinary wood and twelve regular strokes and two finishing taps in driving nails into hardwood.

These figures are furnished by a man who works at night, and sleeps—or tries to sleep—by day, and whose bedroom window opens out upon a flat building in course of erection. He figured the average number of hammer strokes for nine mornings, and, having learned them, moved to a hotel until the new building is completed.

He discovered that the carpenter drives an average of three nails a minute in soft wood and a fraction under three in hardwood. At this rate he would drive 1,440 nails a day in soft wood, if he keeps up the gait steadily, and 1,282 in hardwood. He would give 10,080 hammer strokes in soft wood and 20,160 in hardwood.

Has Invented a Waterproof Shoe.

Calumet, April 15—Edward Gribble, the Fifth street shoemaker, is not content with the ordinary routine of a shoemaker's life and has devoted his time recently to perfecting an idea which will add something to the art of shoemaking and he hopes to his fortune. He has just completed a model pair of shoes which are fitted with a waterproof insole, his own invention. The shoes when completed have no exterior features to distinguish them from another shoe, but they contain an insole of cork, rubber and cement which makes them absolutely waterproof. The insole also has the advantage of making a cushion for the foot and increasing the wearer's comfort. Mr. Gribble has asked for a patent on his idea. He will make an effort to have the new insole taken up by some large shoe manufacturer.

Love is the blossom of the tree of life.

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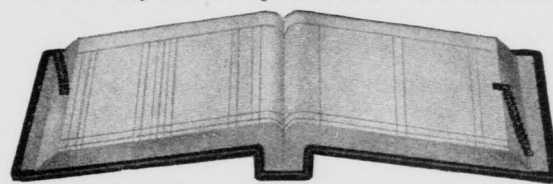
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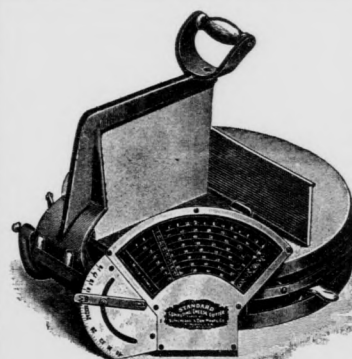
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Mr. Merchant—Compare the Standard with anything you have seen in the way of a cheese cutter. Have you seen one that looks as good to you as the Standard? It is all that we claim for it. The only absolutely perfect and accurate computing cheese cutter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

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Must Be Able To Fit Foot and Pocket.

It is one of the axioms of the shoe trade that to gain permanent success one must be able to fit the foot, to fit the head, and to fit the pocket; and this must be the policy of your shoe department if you would gain customers and keep them. Fitting the foot is not so easy a matter as one might suppose. You may measure the length and breadth of a foot, and then it would seem only a question of getting a shoe of similar proportions and the task would be accomplished. But, in reality, it is far from being such a simple process. Measurements certainly help. They assist a great deal; and if you can give persons the impression of being more careful in getting the fit by the use of a size-stick and tape-measure, it is a good idea to do this. I know of one man who really made a great success in his business by taking these rather extraordinary precautions in every case before trying a single boot on a customer. No matter if he knew the size marked inside of the boot which the customer had previously worn, he would have every salesman go through all these motions, because it gave the customer confidence.

Then, again, feet are different. Some are close, firm and hard, where others are soft and flabby, and two such different feet of the same measurement will require different widths of shoes. The soft one will be much more comfortable if compressed so that it is firmer, while the other being firm in the first place will represent an equal pressure and must be fitted with a comparatively loose shoe. To fit any foot the shoe must be loose enough to give comfort and ease, but it must be tight enough to prevent stretching out of shape and developing ungainly ridges and folds of material. It is well to remember that a loose shoe will cause more corns than a tight one, although, as a rule, people have the opposite opinion; for tightness does not beget corns to anywhere near the extent that friction does, and with the loose shoe there is more friction between the toes and between the foot and the shoe. While the width of the shoe should be such as to be rather tight than loose, the length should be long, and not short. Plenty of room at the toes will give more comfort, while the comparison between the length and width will tend to give a more graceful shape to the foot. All these things must be considered in the question of fitting the feet; and it is a wise salesman who is successful in every case in doing this.

When it comes to fitting the head, there are other things taken into consideration. Of course, you understand what I mean by fitting the head. It is suiting the tastes and requirements of the customer, giving

him what he thinks he wants, giving him what looks well on his feet, and giving him, also, the size which he thinks he wears. This is where the French method of numbering comes in handy; for if he thinks he wears a 7½ B and you find that an 8½ C is his proper fit, the fact that the cabalistic figures which are perfectly clear to you are an enigma to him will help in answering that particular.

The shape of the last is almost always a question of taste with the customer. He has his idea of whether he wants a broad or narrow toe, whether a spring or a flat last, whether a high or a medium heel. And sometimes it is a serious task to induce him to change his mind, where his foot is of such shape that he can not well wear what he desires. However, if you feel positive that the shoe which he wants will not become satisfactory after a short season of wear, it is best to cater to his taste in these particulars, bearing in mind, however, that the shoes which do not look well on his feet, and which, after a few days' wear, will show bumps, hollows and wrinkles, because they are of the wrong shape, will lose their satisfactory appearance in his own eyes, and he will, in four cases out of five, blame you for giving him shoes which do not properly fit.

Fitting the customer's pocket you, of course, understand. I have used the masculine pronoun in speaking of a customer, but everything I have said applies with equal or even greater force to the feminine one. Nearly everyone knows about what he wants to pay for his footwear; and it is in some cases a better policy to show shoes at this price than it is to enter into an argument of the advantages of buying a better shoe at a higher price. It is, of course, for the benefit of both parties that the shoe of the better value be sold in every case, for it stands to reason that such a shoe will do the customer better service, and, by thus being more satisfactory, gives the dealer a firmer hold upon his continued trade. So in most cases it is well to recommend the better class of goods, although the temper of the customer must in all cases be considered.

And another point in fitting the pocket is the use of good judgment in the choice of a shoe which should be sold to a customer. It stands to reason that a man who is doing farm work should have good, strong, substantial leather footwear; that vicid kid, which may be more comfortable to the tender feet, will not stand walking through brambles or sandy, gravelly soil, and that the surface is apt to peel more or less and the leather will cut easily. It is the same with a patent leather shoe, that never should be worn by some people and rarely by others; and while it is worn very extensively in cities, is entirely out of place as a working shoe, or for wear in the country. These facts may be self-evident, but the tendency of the times is for the countryman to ape city manners, to wear city clothes, and to demand city

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.

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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.**

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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.

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813 Men's Russia Calf Blu Ox., Rex Cap Toe, Goodyear Welt, 3, 4 and 5 wide.....	\$2 50
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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
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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.

footwear; and when the fine, light shoes which he purchases because they "look pretty" do not give him the same amount of wear that his heavy shoes do, he is apt to blame the shoe dealer for his own mistake in judgment.

He is a poor salesman who always sells to every person exactly what the customer asks for. There is some truth in the old saying that "Any fool can sell a man what he wants; but it takes a good salesman to sell him what he doesn't want." This saying, which is perfectly true in many of its aspects, has been abused by some who translate it to mean that whatever a person asks for, the salesman should sell something else, and something at a higher price. Such is not the real meaning of the saying. The right way to look at it is that where people do not know exactly what is the best for them to wear, they should be tactfully shown their manifest error, and the salesman should see that they are led to desire what is actually best for their individual needs. The salesman who can do this in every case is a valuable man, and will earn a good salary because he will make permanent customers for the store, who will have confidence in him, rely upon his recommendations, and come back to him for all their footwear wants. That is the kind of a man to run your shoe department. A man who has this ability, and who can impart it to his subordinates, will make your shoe department a prosperous one and an important factor in the success of your entire establishment.

Your shoe department can be boomed very materially if you devote a portion of your show window to a proper shoe display. Every shoe which is placed in the window should have a last or shoe form in it to keep it in proper shape and to show it off to advantage. The day has gone by when an up-to-date dealer is satisfied with stuffing his shoes with tissue paper to hold them in shape in the show window. Shoe forms are inexpensive and pay for themselves in the improved appearance of the window display. For the clothier or furnisher an additional advantage is gained in having forms which represent the leg, as well as the foot, for in displaying oxfords he then has the opportunity of exhibiting socks as well, and by using judgment in such a combined display, pushes two branches of his business. It is well to go even farther than this, and display trousers, socks and oxfords in combination, thus showing to the observer the full effect of all three together in their natural arrangement. With all the fancy hosiery which is now being sold, a proper choice of colors and materials to correspond or contrast with up-to-date footwear must redound to effectiveness in the window display and be of value as a trade bringer.—Clothier and Furnisher.

To Prevent Heavy Shoes from Squeaking.

Speaking of soles that squeak, the noise is between the soles in double

sole shoes more than it is between the insole and the outsole. Now in welt shoes the squeak is prevented by using plenty of cement between the soles. The grain is generally buffed off or skived off in such bottoms, but this is done to make the cement adhere more than to prevent the squeak. The grain side of a sole will not take cement unless it is buffed or skived, as it will peel right off.

We never take any pains with our pegged or standard wire shoes in this matter, and the chances are that they make considerable noise when first in wear. However, if I wanted to prevent it in such a shoe as a standard wire, for instance, I should go right up to the cutting room and get the small pieces of waste cloth that lie around on the floor, and I would put these in between the soles. There are plenty of remnants that can never be used for any other purpose, and these can be used up in this way.

I would not put in cement because it costs too much to be used in a standard wire shoe, and where soles are tacked together, as they generally are in nailed or pegged bottoms, these small pieces of lining can be put in between them. It is something that is never done, though, as far as I know, for nobody seems to care enough about working shoes to try to make them noiseless. It is often done, however, when shoes are tapped, either in a shoe factory, or in a regular repair shop.—Superintendent and Foreman.

How To Place Shoes in a Window.

Shoes should generally be tilted forward in a window display, which gives the observer a clear view of the upper portion of the shoe, and consequently of its principal characteristics. This view should exhibit the shape, extension of sole, the tip perforation, etc., and curve of shoe over the instep. Goods should always be placed near enough to the front to permit of a more than casual examination, should the spectator be sufficiently interested. This object is assisted by not overcrowding. A great mass of goods robs your display of attractiveness, and will detract from its selling qualities. One or two lines, well placed and changed frequently, should be the aim. Trimmings or decorations, also, should not be allowed to crowd the shoes, neither should they be so elaborate as to distract the attention. Simple, tasty effects are the ones to be aimed at. The accessories in use in all up-to-date shoe departments and stores can be easily duplicated by the ingenious clerk with an odd hour or two on his hands, and he may also succeed in contriving some new wrinkle, perhaps designed by himself or picked up outside. Window decoration is a form of advertising which will repay study and expenditure of time.—Shoe Trade Journal.

It is better to lose your joys than to escape his sorrows.

He can bear a great trust who can bear little trials.

A Trade Getter



Our Top-Round Shoe For Men

Is what will stir up and bring new customers, which is just what you

want. The wear is honest, style up-to-date, fit perfect, and our usual guarantee. With all our advertising matter, cuts and newspaper deals, this is the best line of men's \$3.50 and \$4.00 shoes on earth.

Write now.

White-Dunham Shoe Co., Brockton, Mass.

Michigan Representative, W. J. Marshall, Detroit.

No.
442

Men's Kangaroo
Bellows Tongue Bal
1/2 D. S. Standard Screw
French Toe Plain

This Shoe is Made for Hard Service
Nothing to equal it at the price

\$1.60

Hirth, Krause & Co.
Grand Rapids, Mich.

Some Little Talk on Novelty Advertising.

A. Small Sizer, Hi. Ball and Yours Truly are doing a great hustle now in thinking up novelties to call attention to the great Footwear Congress now going on here at Laster & Fitem's. Of course, Willie Fitem helps all that he can and suggests ideas every day, many of which are not worth listening to, some just about worth listening to, and now and then one that can be followed after a fashion, but Sizer, Fitem & Ball, in the order named, really compose the novelty advertising force.

When I talk novelty advertising, please do not mistake me. I only recommend it as one of the means. Novelty advertising alone never makes you a profitable customer. The merchant who puts a few signs on the fences around the country, sticks up a few advertising mile posts, buys the privilege of putting an advertising blanket on the big elephant on circus day and gives away a bunch of fans on Memorial Day, and considers his business advertised, is the kind who stands a very good chance of being remembered in a few years only by his signs on the fences, but the merchant who begins his advertising with business stories in the advertising columns of the newspapers, spends the most of his money there, and then does all these novelty things besides to keep the name of the store which has been advertising in the papers before the people all of the time is the man who will pull cut with the best trade when there is a scramble for it.

I say this for fear that you get the idea that I am an enthusiastic advocate of novelty advertising and foolish enough to put it ahead of the regular newspaper sort, because I do not write you much about anything except the side show kind. Novelties are the greatest things in the world to keep a store name before the people and make people notice and remember your regular advertising.

I want to say right now, that our kite scheme, of which I wrote you, has been a big hit. We have had it in the air from the store roof on nineteen different occasions, where thousands of people have seen it on each occasion, and it shows no wear or tear yet to speak of.

The kite has given young Sizer a new idea and that is a flight of balloons. We have bought 1,000 toy gas balloons with our advertisement printed on the side. On big days through the summer we are going to announce several flights of balloons from in front of our store. We shall liberate fifty, say at 10 o'clock, fifty at 1:30 and fifty at 7:30. To each one will be attached a card donating the balloon to the finder, and the privilege of bringing it in and having it re-flated free at our special balloon gas machine, and one balloon in every ten will have a card attached good for a pair of shoes. That looks expensive, doesn't it? But, of course, we expect that quite a percentage of the shoe cards will be lost or not

found until the time limit has expired, which will be within ten days of the flight. That's one of our new ideas and we expect it to attract considerable attention.

Here is another. I don't expect that everybody could afford to work this, but it came our way reasonably and I presume there are many other similar chances. There is a dry goods store directly across the way from us, and we are pretty friendly with the firm. The junior partner over there came to me awhile ago and said he had a chance to buy a pretty good second hand stereopticon and moving picture machine with a lot of slides and some film for a song. The price was \$35 for the outfit. He was willing to sing bass if we'd take care of the tenor and get up a joint advertising scheme, so we went in with him. The outfit is pretty good and we have certainly worked it to the limit.

First we got the privilege of the free use of the court house for a free illustrated entertainment, entitled, "A Tour of Japan" (those were some of the slides we got with the outfit), by Prof. Caron Fujimii. We never let it get out that we had anything to do with it except that our names were the only names on the committee of business people, the three others being friends of ours, one our attorney, one our physician, and one a retired farmer. We got into the thing before we thought that it would be an awful grind on us if we didn't produce a Jap. Well, we were in a pickle. There is not a Jap lives within a thousand miles of here that I know of. We had the lecture all right, that came printed with the slides, and I knew little Sizer could get it off all right, but that wouldn't do. We'd got to produce a Jap. Money was no object now, but it didn't help us any. The lecture was to be given Monday evening and Saturday little Sizer had to go over to Raymond Mills to his grandfather's to bring his mother home who had been visiting out there. Raymond Mills is about fifty miles from here, and a little country place about ten miles from anywhere else. About midnight Saturday night my telephone bell woke me up. It was Sizer talking from Raymond Mills. "I've got Prof. Fidgety all right, all right," he said.

"What do you mean?" I queried, not more than half awake.

"Never you mind. I haven't time to explain. But don't you worry about the lecture or the lecturer. Leave it all to me and go to bed."

I knew if little Sizer had a scheme framed up there wasn't anything more for us to do but wait, so I slept without dreams.

This was the way of it. Out at Raymond Mills that night, Sizer had found a Pickahoo Medicine Company showing under canvas at the corners. You know how they do, give a little show and then sell medicine, a little more show and then a little more medicine, and so on. Keep it up every night for a week, turn crowds of people away, even at a little four corners and have everybody in the



Look At This Shoe

It is the best shoe you ever saw for the money—the best and most popular medium priced shoe ever manufactured. It is called the

SKREEMER SHOE

and we want one dealer in every town to handle this shoe. It has made a reputation for us—it will for you. If you are not the one dealer and want to be, write us today for full particulars.

MICHIGAN SHOE CO., Distributors
DETROIT, MICH.

This is our Oil Grain Cruiser



OIL GRAIN CRUISER

It is a moderate priced high cut shoe that is light, strong and very comfortable.

A pair of them enables the wearer to have dry feet while doing wet walking.

It is one of a number of shoes we make that satisfy under extra hard usage.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

vicinity swilling down Pickahoo medicine. Of course that was the only excitement in Raymond Mills that night, so, of course, that was where little Sizer went. The third turn on was a real Jap, doing a juggling turn. He was about third rate as Jap jugglers go, but he wore a beautiful long robe, was a tolerably good looking fellow and it didn't take Sizer long to hunt up the Jap when he left the stage. The show was going to move on for another town for the next week and Sizer asked the Jap where they were going. The Jap could talk pretty good English and he told where the medicine men were going, but said that he had given notice and was going to leave. Was there ever such a snap! The Jap was only getting \$10 a week and "found," and when Sizer offered him \$10 and expenses for one day, right on his way to the city where he would be, he jumped at it.

Monday morning the Jap drifted in and registered at the best hotel. He was a slick little fellow, looking bright, and really was bright, but, acting on instructions he refused to talk and politely declined to be interviewed by the reporter of our one little afternoon paper, pleading that he was too busy.

Excitement was high and we quietly got our apparatus moved over to the court house and set up all shipshape. At night the place was packed and a lot of people turned away. Promptly at 8 o'clock our Jap marched out on the platform in his silk robes and was introduced in a neat speech by the minister of the Methodist church, who thought it was all straight. Sizer had been working on the Jap's introductory words all day, and as soon as the applause had died down the Jap said:

"I haf thee pleezure of presenting for you some beautiful pictures of my glorious home land." Then the lights went out, the Jap stepped back into the gloom and young Sizer, behind the screen, began to reel off that lecture. He had learned it by heart, and he imitated the Jap's voice so closely in the main that I was almost deceived myself. All that the audience could see was the shadowy form of the Jap standing at the side of the screen in his silk clothes, and it seemed just as though he were doing the lecturing. Every little while an advertisement for our store or the dry goods place was thrown on the screen by the junior partner of the other store, who was running the machine, but they had fixed the slides so cleverly that it was days before anybody suspected that there was any advertising scheme connected with it.

For instance, when a slide showing a Japanese store was thrown on the screen it would be followed by a picture of the dry goods store, and one of the shoe store for comparison. Being local pictures they were, of course, interesting. Then a little farther on a Japanese placard was introduced. It was followed by reproductions of placards representing both of our stores. Then a fragment of a Japanese newspaper was

reproduced and followed by a fragment of our own local paper reproduced to show conspicuously the advertisements of both our stores.

Several times, when bald faced advertising slides were run on, little Sizer got off a lot of stuff commenting on them as evidence of the American enterprise which Japan was copying, so, although it was tender ground, it went all right. Altogether the occasion was a grand success, and when the lights went up and the Jap stepped on the platform and said: "I thank you mooch for your attention, Good night," only these words and nothing more, there was hearty applause, but he immediately disappeared and Sizer got him out of town on the late train. We got through it all right, but it was about the most ticklish thing I was ever mixed up in. But the entertainment was pretty clever, pleased the people, and so when they found out about it later it merely caused a good laugh and did us no harm.

We have our lantern left and intend to make it pay for itself in time.

Meanwhile the spring crop of chickens is coming up nicely and trade in the shoe store is fair. We have three cases of men's russets in the back room, and we'd give something handsome to know how people are going to take to them this season.—Ike N. Fitem in Boot and Shoe Recorder.

The Uses of Evil.

"Say! Ma wants two pounds of butter. She wants it just exactly like what you sent the day before yesterday, an' if it ain't that same kind she don't want any at all."

The small boy had bolted in, discharging himself abruptly of his errand, pausing now only for breath. But the grocer, taking down the order of a new customer, did not mind the interruption.

"You see, Madam, how it goes," he said pleasantly. "My customers are particular, and it is my pleasure to get them exactly what they demand. Yes, sonny," blandly to the boy, "you shall be attended to at once."

"Ma says don't fergit to send the same kind of butter," reiterated the boy. "Some of pop's relations has just come to visit, and ma says if they stay long it won't be her fault."

For 25 Years

We have made Barlows' Pat. Manifold Shipping Blanks for thousands of the largest shippers in this country.

We Keep Copies of Every Form We Print

Let us send you samples printed for parties in your own line of trade—you MAY get an idea—anyway it costs you nothing to look and not much more if you buy.

Barlow Bros.

Grand Rapids, Mich.

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.

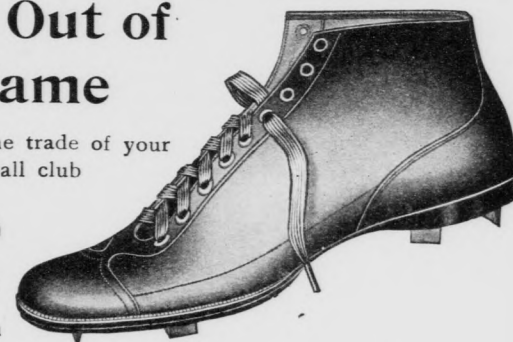
Write us for reasons why.
Herold-Bertsch Shoe Co,
Makers of Shoes Grand Rapids, Mich.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL Sizes in Stock Majestic Bld., Detroit
Everything in Shoes

Protection to the dealer my "motto." No goods sold at retail. Local and Long Distance Phone M 2226

Our "Custom Made" Line

Of Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

SAGINAW, MICH.

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.

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.

CONSUMPTION OF EGGS.

Twice as Many Eaten as Ten Years Ago.

There are more than twice as many eggs eaten in the United States now than there were ten years ago. The count of the year's laying for 1904 shows 1,939,728,779 dozen. And this is exclusive of the eggs which are produced outside the farms, a crop which is conservatively estimated to be about 5 per cent. of the total number and which would bring the aggregate in dozens at easily over 2,000,000,000.

The value of the farm eggs alone at 30 cents a dozen is \$580,918,633.70. The increase, which is over 57 per cent. for the decade, is estimated at a little over 600,000,000 dozen for the last five years.

The greatest factor in this increase has been the greater facilities and efficacy of cold storage. Applied in transportation it has worked a great change in business methods. In the early applications of cold storage eggs were stored only as a last resort. There was no selection with cold storage in view and inferior goods were often stored, bringing the method under suspicion. Losses followed and it was seen that the first consideration of successful cold storage was a judicious selection of products. When this was learned thoroughly cold storage made rapid bounds as a factor in egg raising.

It is estimated that 4,000,000 cases, each containing thirty dozen eggs, were stored over last winter in the cold storage warehouses of the United States. The space for eggs was estimated at over 375,000,000 cubic feet and was 750 per cent. greater than ten years ago. That these quantities are flooded upon the market when the supply of fresh eggs is cut off, and in such amounts that the price does not become exorbitant, is one of the steps in the regulation of prices in which the cold storage has lately proved the balance wheel. The other is that its demands relieve the producer at a time when he has the most trouble in disposing of his produce and consequently his prices are well sustained.

As this has gradually become the situation the egg industry has been taken out of the hands of the wives and daughters of farmers and has become one of the most important of the farm industries. The business has become systematized and organized so closely that under favorable conditions enormous profits, amounting sometimes to 75 and 80 per cent., are realized. The eggs are bargained for and picked up by wagons which go around for the purpose, they are tested and selected, thus relieving the farmer of all difficulty, and, moreover, the payments are made in cash. The competition which arises also has the effect of keeping up the summer prices so that the farmer finds it worth while to pay closer attention to the breeds of fowls which lay steadily and is killing off the undesirable breeds.

That this attention to the scientific side is becoming more general is

shown by the fact that the last census reported the number of dozen eggs per chicken at a little more than five and one-half, while ten years ago the average United States hen produced but a little over three dozen eggs annually.

These conditions have also had results in a more steady demand during the year, which brings to light another reason for increased consumption. This is the introduction of European cooking, which is not only applied to the American cuisine in general but is noticeably used upon eggs in particular. Also is included the apparently irrelevant fact that the habit of making attractiveness a chief feature of dishes served upon American tables is more and more observed.

It is not too much to say that the person who has in any sense a varied diet does not eat a meal in which eggs do not appear in some form or other. A decade or two ago they were known as a breakfast dish only. Now they are put forward as entrees, entremets, and pieces de resistance, in which form they appear at luncheon and even for dinner. The growth of vegetarianism has also raised the egg to a popular place as a dinner dish.

Cook books are now printed and are in popular demand in which from 100 to 200 ways of cooking them are put forth. Innumerable books are also printed in which only egg recipes are given. In these they appear not only as the most important part of endless new breads, cakes, puddings, ices, popular drinks, and almost all meat sauces, but Fashion also adds them to innumerable dishes in which they merely serve to double the proteid qualities.

They are added whole to soups, vegetables, nine-tenths of all salads, and are laid carefully poached on the top of meat balls and upon the majority of meat savories which are served upon toast. They are the commonest excuse for the use of anchovy butter, tarragon vinegar and aspic. They are eternal in their combination with cheese, they are sometimes tried as a stuffing for baked potato, and they find their way into all patties, canapes, vols au vent and rissoles. No pie of to-day is complete that is not finished with a meringue. Cakes in which eggs are almost the only constituent, as angel's food and sunshine cake, carry off the palm in popularity.

For using eggs as a side dish there are two dozen pretty and ingenious devices in the way of attractive dish combinations for cooking and serving. For their use as entrees one book provides over twenty recipes for omelets and almost as many souffles. The ways in which they can be contrived into especially attractive dishes are also legion. For instance, there is the pretty art of "whirling" them, there are nests of noodles and spinach in which they are attractively buried. There are the little hard boiled yolks baked imbedded in the foamed whites. That these ways are so abundant has already had the effect of making them the favorite choice for the hot dish of the aver-

age home little luncheon, especially the woman's lunch, where the appearance of the dish is paramount.

The effect of European ideas in cooking is also found in restaurants, where German and apple pancakes (another form of omelet) are two of the most popular dishes. The endless variety of sandwiches let loose upon the market in the last few years, none of which omit eggs in some form or other, are also responsible for their increased consumption. Added to this is the increased attention paid to Lenten and fast day dishes by all public eating places, which furnish a little bill of fare with "Special Lenten Dishes" in which eggs and fish vie with each other in variety. Another noticeable fact is that in the majority of eating places, when an order for baked or boiled eggs is given, three is the number usually supplied where two were formerly given.

In the United States few are taken into account except hens' eggs. The English habit of considering the plover's eggs a delicacy has never been adopted by Americans. In Virginia gulls' eggs are commonly eaten and in Texas the eggs of terns and herons are gathered along the coast. Turtles' eggs are highly prized in countries where they are abundant, and although once commonly eaten in America they are now seldom offered. The scarcity of goose and duck eggs is becoming more and more marked. The number of turkeys, ducks and geese reported from all parts of the country has decreased on an average of 30 per cent. except in the West, where large ranges are the rule.

The turkey, which retains many of the characteristics of its wild ancestry, is particularly an aggravation to the farmer. It needs a wide range, especially in nesting and breeding, and as the population increases and the nests become smaller the breeding is discontinued. Geese can be kept profitably only where there are green pastures, water and a wide range, and this is often impossible for the farmer. So that even if these eggs are more appreciated now than they were a few years ago for baking purposes the scarcity is greater, and except in a few of the Western States they are only sold for breeding.

Some unusual figures appear in the gains of egg production in localities. In Oklahoma the gain in the last decade has been 1,286 per cent. Tennessee and Kentucky both show increase in the egg production in proportion to the number of fowls, indicating that more scientific steps are being taken in the industry.

The Western division of the country, with its almost unparalleled advantages in all lines of industry, has gained 112 per cent. in eggs. The reports from the negro farmers of the South show a much smaller proportion of eggs as compared with chickens than do those of the white farmers, indicating unmistakably the fact that the negro farmer produces chickens for home consumption.

It is only within comparatively recent years that the production of poultry and poultry products has

assumed the proportions of a distinct industry. It was, and to a decreased extent is yet, a sort of collateral undertaking or mere incident in general farming undertaken by the farmer's wife. Clothes, pianos, college courses, and many a luxury have been paid for in egg money. With but little attention given to the welfare of fowls the returns are often meager and unsatisfactory, but when intelligently conducted there is probably no branch of animal industry from which are secured such quick returns on money invested.

The fact that recent computations in the Eastern States show the egg raising feature to average about 50 per cent. of the value of the whole poultry raising industry is one which is attracting particular attention to this branch of the poultry business.

A new market has been obtained for eggs in the egg powders which are used instead of the fresh article in bakeries. There is also a desiccated egg which can be converted into scrambled eggs and which is much in favor during long marches and in the Klondike. In the selection of eggs for cold storage only perfect eggs are taken, and those cracked in transit are sold to large baking establishments at prices below those of fresh ones and thus taking the bakers out to a large extent from the winter demand and having a moderating effect upon prices.

In 1900 over 1,000 dozen eggs were frozen in Kansas City alone. Those found to be tainted are used in dressing leather for gloves and book binding, which is largely carried on in the foreign tenement districts of large cities. A disinfectant is also made of the tainted eggs and they are extensively used for the preparation of a shoe blacking. The shells are used to make fertilizers.

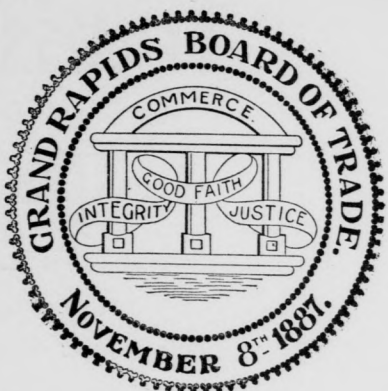
Besides the culinary use millions are used for wine clarifying, calico print works, and the preparation of photographers' dry plates. They are also used in the preparation of dyes.

The consumption of eggs at Easter time is enormously increased since the furnishing of colored eggs has become a commercial industry.

Although the color of eggs has an effect upon their market value it does not indicate in any way a difference in their food value. They are spoiled by the entrance of a micro-organism through the porous shell which sets up fermentation. The flavor may be influenced by the food eaten by laying hens.

The North Carolina experiment station, by feeding a quantity of chopped wild onions to hens, obtained eggs so pronounced in flavor that they could not be eaten, and this continued while the wild onion was fed.

Eggs consist chiefly of two nutrients—protein, or muscle forming foods, and fats which are utilized as fat in the system, in addition to water and a small amount of mineral matter consisting of phosphorus and common salt, sulphur, calcium, potassium and iron. The food nutrients are similar to those in meat, cheese, milk and other animal foods.



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

you are through buying in each place.

as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as

- | | | | |
|---|---|---|---|
| <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. Ranville 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</p> <p>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.</p> <p>Crockery, House Furnishings
H. Leonard & Sons.</p> <p>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.</p> <p>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.</p> <p>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> |
|---|---|---|---|

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.

DRY GOODS

Weekly Market Review of the Principal Staples.

Bleached Cottons—The strong points in the bleached goods situation are goods of the coarser counts, but there is in quite a few instances a very fair request for fine goods. It might be said that demands run for the very coarse and the very fine count goods with little doing in medium count goods. The four-four grades in 64 squares to 80x84s are the weakest goods in the market, but it is expected that a turn for the better may be shown at any time. Wide sheetings are well sold up and jobbers find it difficult to get deliveries when they need them. In fine white goods, from lawns and nainsooks to the finest cambrics, the market is in a better sold-up condition than at any time this season. In the delivery of these goods much inconvenience has been felt and buyers have been forced to lay strenuous terms to sellers on new orders for fall deliveries.

Wash and Colored Goods—In fancy shirtings and waistings buyers continue to buy with a considerable degree of freedom, but this is probably due to the fact that many new lines are on the market and the high class cutting-up trade usually fight for the last and most original lines of patterns. The shirting trade, it is stated, are buying goods shown for spring styles for their fall cutting-up business. The large and pleasing lines of shirtings that are on the market for spring have given buyers the buying fever and it is not because the goods are badly needed probably, but more because the goods are what they will want. In the shirting business it is the appearance of the goods that makes a good business.

Cotton Flannels—The fancy cotton flannel business is showing considerable improvement from week to week. Domets or Canton flannels as a rule are all sold up for the season. Flannelettes and cotton outing flannels are being made in large quantities for the cutting-up trade for fall. These goods will go into wrappers, skirts, dressing gowns and shirts. Fashion has recently decreed that for sporting purposes the flannel shirt is the real thing, but these goods are supposed to contain more or less wool. Like everything else that has been made, manufacturers will try to force an all-cotton fabric into the shirt maker's hands, and it is probable that many of these goods will be sold for shirt purposes. It is surprising that such a large quantity of English and Scotch flannels are sold in this country and the large profits that are obtained on the goods in question. A majority of the foreign dress flannels that are sent to this country have the appearance of all-wool goods or nearly so, but very little wool is put into these fabrics.



"I'm from Chicago."

Thunder Attracts Attention

Lightning isn't quite so noisy, but it peels off more bark. *Loud Talk* is all right at a pole-raising or camp-meeting, but when it

comes to business conversation the high notes should be cut out. When we interest a merchant in

Puritan Corsets

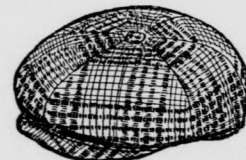
we assist him in distributing a quantity of *Plain Talk* advertising among his customers, which is just enough different from the average corset advertising so that it attracts attention and sells goods. From the minute your order is received by us we take a personal interest in your business to the extent of helping you in every way possible.

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

Our attention was called to a flannel shown by a German cotton goods finisher during the week, and although the fabric did not have an ounce of wool in its make-up it had the appearance and feel of an all-wool fabric. There is quite a large business being done in printed flannels of all grades.

Linings—Linings are being shown in large quantities now for the fall garments in both ladies' and men's wear. Until recently there has been very little demand for most lines of domestic linings, but demands are now beginning to show quite an improvement. Lines similar to foreign makes, such as Alberts, Venetians, Italians and mercerized goods are having considerable attention paid them and business in the future promises to be exceedingly good. A very large lining converter states that in the bright shades of staple goods of permanent finish he is doing quite a large business in the South, where a good deal of the goods is made into dresses. A number of new lines of goods is about to be put on the market and a good deal of one line promises to find its way into the hands of undershirt makers. This line is a better finished cloth and is finished under a new process. A majority of beetle-finished goods made in this country is done with a fast working stamping machine, but the new beetle finish obtained, which is more even and more lasting, is done with a new chemical of German originality and the goods are put through polished and heated rolls.

Cotton Underwear—The cotton underwear situation continues to work more into the hands of the sellers, but buyers, nevertheless, are given fair treatment as regards prices. In nearly all lines of heavy goods the sellers have been in a position for some weeks now where the level of values could be considerably advanced, but he has refrained from adopting this course. Values of most lines of standard fleeces have been strengthened, however, as demands have been so heavy that advances have been warranted. On other lines, such as women's ribs, no advances have been made, nor is it likely that any advances will be made this season. Women's heavy cotton goods have received very little attention from buyers, owing to the trend of demand being towards lines of cotton goods.

Cotton Hosiery—The business of the week in cotton hosiery was very large and will help very materially to bring about a condition of affairs that will put the maker in the dictator's position in the very near future. The business done in heavy goods was even larger than that of the previous week, and the enquiry for lightweight novelty lines was such that it will keep quite a number of mills busy on these lines for some time to come. On heavyweight hosiery the situation is much stronger than the situation in heavy underwear and it is safe to say that mills are in a better sold-up position in regard to the former than in the lat-

ter. The strongest line of heavy-weight hosiery is women's fleece-lined hosiery and it is expected that an advance may be shown at any time. Standard balck half hose for fall has been well sold up as well, and to a large extent quite a number of the embroidered lines. There is a scarcity of secondary markets of quite a number of lines of summer goods and jobbers have been able to get some orders placed and delivered in time for this season's consumption. In these lines full length and half hosiery in tans and whites have been the most needed. Some of this business placed has called for lace and dropped-stitch effects. In the half hose printed and embroidered designs have been wanted.

Carpets—Brussels and body Brussels carpets have, owing to their superior wearing qualities, advanced in public favor. As a result of this appreciation in public favor it is believed they will be the leaders in the fall trade. The present favorable attitude of the consuming public towards these carpets is almost wholly due to the fact that the cheapening process has not been carried to anywhere near the extent that it has in the production of other classes, and the result is that consumers feel that they are getting their money's worth when they buy Brussels. The outlook for ingrain carpet manufacturers is not of the brightest. Some few manufacturers, who have never lowered the quality of their goods in response to the clamor of the jobber, look with hopeful eyes to the coming season, as their names on a roll of carpet are an assurance that it is of a good quality.

Rugs—Rug weavers are busy filling orders for the closing season and in some cases the new season will be well advanced before all the old orders are filled.

Curtains—Distributers are showing a large variety of lightweight summer curtains. Some of the designs are in imitation of net lace and at a short distance the deception can not be detected. In all cases the body is woven with a mesh or space of not less than one-sixteenth of an inch between the threads. The warp in one case is white, as is also the filling for the body of the fabric. On the ground of white, flowing figures consisting of branches, leaves and flowers are woven in by using different colored fillings. Where the figures are to show the extra filling interlaces with the warp threads in the same shed with the regular filling.

Percival B. Palmer & Company
Manufacturers of
Cloaks, Suits and Skirts
For Women, Misses and Children
197-199 Adams Street, Chicago

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

Michigan Paper Company

of Plainwell, Michigan

Sale of Treasury Stock to Erect New Building and Machinery Equipment for Further Enlargement of the Business.

Some People Know a Good Thing
Some do Not
Investigate and You Will

LIABILITIES	
Capital Stock,	\$56,100.00
Surplus,	50,157.00
	<u>\$106,257.00</u>
ASSETS	
Building, Machinery and Water Power,	\$75,000.00
Cash and Cash Assets,	31,257.00
	<u>\$106,257.00</u>

Cash Dividends paid in past 9 months 18 per cent.

At the price this stock is offered, the new subscribers will not have a dollar more in the business than the present stockholders.

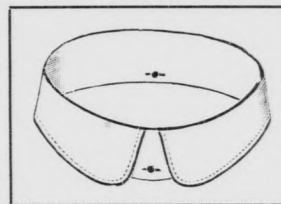
You have never had a better opportunity for investment than the above.

DIRECTORS

JOHN D. WAGNER, (Dry Goods, Capitalist), President
J. I. BUSH, (Capitalist)
FRANK M. STORMS, (Capitalist and Hardware Merchant)
JOHN W. GILKEY, General Manager
C. O. GILKEY, (Capitalist)
G. E. DUNBAR, (Mining Expert)
EDWARD J. ANDERSON, (Attorney)
E. W. BOWMAN, (Banker)

For Prices and Further Information Address Bowman's Bank, Kalamazoo.

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



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.

STUDY YOUR MAN.

Size Up Your Customer Before You Call on Him.

What do you know of the man whom you mean to see to-morrow, or next week, or month, on that business topic in which you are so interested and where you have so much at stake?

Thousands of failures are written every day for the reason that persons on just such missions pay no heed to the fact that the range of individuality in men is infinite, and that the dress, and face, and manner, and "front" which the interested one carries with him may mean everything in the first half second of the meeting. In these rapid days the business man who can give an hour of consideration to anything other than a subject vital to himself is the exception; there are sixty minutes in an hour, and there are thousands of things that easily can be dismissed in sixty seconds rather than in sixty minutes.

Few people outside the mill understand how painful to the busy executive is the mere business caller who has his own purposes behind the call. Many a business man who least suspects it is a hopeless pessimist at heart. Bent upon his own affairs of business in the privacy of his own office, the card of an unknown caller instantly prompts him to put on his defensive front. Why should he be seeking me out? he asks of his experience, and this worldly training has not left him a great deal to expect save on the selfish side of the one seeking the audience. When the door first opens, his interrogatory glance is more than a half challenge. His every nerve center is pricking him to an attitude of offense, even. What do you want? is the bluntness of the query, whatever the wording.

That first half second after the caller's entering an office may be the deciding eternity of a failure. A man who has been forced to safeguard his time for a period of years, perhaps, grows to be nervous under the necessity. He may resort to all sorts of trickery for the purpose of avoiding the interview, and, if it comes that his office door must swing open, he may still have the purpose to "bluff" the caller if he can; he may reason that the man who can not call a bluff of the kind is not worth the expenditure of his time, anyhow. And perhaps his logic is good; it is just here that the person who may be the chiefly interested one needs the substance of this article.

"A man's a man for a' that," but he is different from every other man at the same time, and never more so than when he has a business proposition for consideration. What allowance are you making for this fact when you consider the time at which you will call upon him in search of a position or in the hope of interesting him in a business deal?

Consider the type of business man who has been "self-made," for instance. At this time, even, the average man of the type may be regarded by reason of his associations as hard in his judgments of men and things. He may even be resentful of the fact that there are softer and surer roads to worldly success than those by which he came. Suppose you are entering the office of such a man, and yet in fancy have conjured up the figure of a careful, thoughtful, judicial temperament which developed under the softening influences of education and the ideals that still came of it—what are you going to do in that first shock of the discovery? You may have only a sixteenth of a second for the metamorphosis in your manner and bearing and line of procedure. Can you make the change? Certainly you can not approach the one man as you would approach the other; if you be seeking a salaried position under such a man, indeed, you may have to discover of yourself in that first instant that you and he are impossible as business "affinities."

Ordinarily when a man is considering an outing, or, perhaps, a long walk, or ride, or drive, his first consideration is of the weather and what he shall wear. If for a walk, for instance, he must decide whether hip boots be better than Oxfords. He can not think of starting without considering his means of getting there. But on the average business mission by the average person who is open almost equally to success or failure, that person is bent only upon "seeing a man" on that mission. He has the tradition in general that good clothes will help him out. He will have his shoes shined and his beard in condition. But at that supreme moment when he is called upon to enter the privacy of the man's office for the one interview, or none—for the second's time or the half hour of inquisition—he knows nothing of the personality of the man whom he is to influence. He does not know if he be tall, or short, or thin, or portly, or sharp in speech, or disposed to ease and kindness. He is drawing one card out of a pack, and it may be and must be either a capital prize or a dead blank, much of the possibilities in the circumstances depending upon how quickly he can read and call the number.

As a business proposition, the man with a business instinct and capacity can not do better in anticipation of a business interview than first to assure himself of the type of man whom he is to meet. This will be a hard study for the person who has not some knowledge of men, perhaps, but it will be the easier task in the end, merely because of the effort. Not

long ago a friend of mine in a great employment agency was disappointed when his choice for a certain high salaried position was returned to him, rejected by the man of business who had called for a man to fill the place. My friend put on his hat the next day and paid a personal visit to the employer who had turned the applicant down.

"What was the matter with him?" repeated the man of business affairs.

"Just this—you see that cuspidor there? Your man came through that door as you did, came across the room with his hat on, sat down in that chair, and prefaced his first full sentence by spitting idly into that receptacle. I want a man to meet men of affairs—do you think I could use a man like that?"

Ten thousand men in ten thousand places would not have cared for the breach of the proprieties in the expectation, but with the type of man described, anywhere, in any position, such a thing would be fatal to almost any proposition that such a caller could make. A tie that is off color may wreck a man's prospects in many a circumstance. In many another man, dress that may smack a little too strongly of the careful and tasty may be as ruinous to prospects. What kind of a man is it on whom you are going to call?

No matter what the nature of your business relations with any man, your position as a caller upon him for the first time can be materially strengthened by your knowledge of him and his methods and his line of thought. For instance, a man naturally has a testy temper and at the least shade of petulance breaks out in profanity. How are you to gauge the business measure of it? The man who is slow to irritation might say a tenth as much and mean a hundred times more than the testy one. Do you know whether your man under pressure may be inclined to say no and yet be open to say yes? or whether he says yes and yet in the end will mean no?

See your man before you introduce yourself in the privacy of his office. Size him up for yourself from sight. Ask about him, and judge well of the judgment of others. Then be yourself if you can in the meeting, but something else if you must. "Business is business."

John A. Howland.

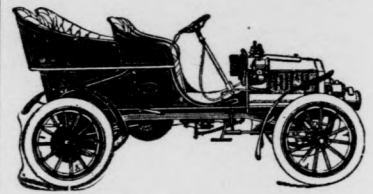
A flow of language is not the same as a flood of love.

LIVINGSTON HOTEL

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

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

New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

Adams & Hart

12 and 14 W. Bridge St., Grand Rapids, Mich

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

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.

PILES CURED

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

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

Gripsack Brigade.

The friends of a house are those who send them their orders.

Nine times out of ten a customer is ready to say "no" if he is asked to buy.

It is a good plan to interest a customer in yourself or your goods before you propose a sale.

A good salesman can sell anything he wants to sell. He should want to sell anything his house asks him to sell.

A salesman should never magnify trouble. On investigation he usually finds that the difficulty is not so great as he thought it.

A salesman should never misrepresent his goods. Truth is a mighty force, and if used with skill, will accomplish more than falsehood.

A salesman who depends upon promises is very short-sighted. One order in hand is better than a thousand in prospect. Get the order today.

There are certain fundamental principles which should govern all salesmen in their relations with their trade. They are principles of justice and honor.

It is sometimes said that there is to-day no friendship in business. There is just as much to-day as ever; the only difference is that there are more friends.

A salesman who reports that he has found trade dull, but that he is making "lots of friends" for the house, doesn't know the meaning of the word friend.

If you want to make a man your friend, get him to do some small favor for you. He will think more of or for you. He will think more of an obligation by doing something for him.

The more friends you have, the more money you can make. You make money through your friends. Your enemies won't let you make it through them. Cultivate the right kind of friends.

If an employer asks a salesman to make a special effort on a certain line of goods, the salesman should never come back to the house explaining his inability to succeed. He should have sold the goods.

When entering a dealer's store for the first time, never ask for the proprietor. Ask for the buyer, and address your enquiry to the first person you meet. Never ignore the poorly dressed man or boy. He may be the one with whom you have to do business.

O. F. Jackson (Foster, Stevens & Co.), who has been ill with a stomach trouble for the past three months, is recovering so rapidly that he expects to be able to resume his visits to the trade the latter part of the month. His route is being covered in the meantime by Harvey Mann.

A Menominee correspondent writes: J. P. Corvin, until recently traveling salesman for the Northern Hardware Co., of this city, is now manager of the Bay Shore Lumber Co.'s interests at Wabeno and left last night to take his new position. Mr. Corvin was in Chicago last week buying the stock for the

company's new store at Wabeno and will proceed to fit up the establishment there at once. Mr. Corvin will have the management of this store in connection with his other work. Mr. Corvin's family will remain here until their new home at Wabeno is completed, which will probably not be before November.

The members of the United Commercial Travelers of America have taken to themselves the serious consideration of the tipping evil in this country, and while no authoritative action has been taken in reference to the question by the Supreme or Grand Councils of the order, the individual members have assumed a decided stand against the practice and many are making it a business to talk against and discourage the habit wherever opportunity affords. It is felt by all who have given the question consideration that the tipping evil is not a thing that can be legislated out of existence. It depends upon the attitude of the person individually. The question is, whether the commercial traveler will go on dispensing his tip money to serving people, or whether he will look this evil and its tendencies squarely in the eye and henceforth refuse to pay a bonus for service for which he is already charged a stiff rate.

No traveling salesman, however broad his experience or success, can hope to acquire unaided and alone a monopoly of the ideas, arguments, convincing methods and enthusiasm that may be used with great profit in the selling profession. No man will ever see the day when he can be positive that he can successfully confront and overcome, by himself alone, all the difficulties and emergencies that are ahead of him. Right here is where conventions help salesmen. Two heads are better than one; three heads are better than two. Ought not 150 or more men in the same business or profession to have among them greater and better knowledge than a single individual? Certainly; and therein lie the advantages that come to those who attend conventions. Conventions educate; they afford the opportunity for men to get together and acquire from one another a knowledge of those selling means and methods that have helped to make such men successful. Many concerns spend thousands of dollars paying salesmen's traveling expenses to conventions where they can hear their sales manager talk.

It is reported that the Great Central, the combination of Pere Marquette, Cincinnati, Hamilton & Dayton, and the Chicago, Cincinnati & Louisville, has entered into an agreement with the United States Express Co. to handle all the express business over all the Pere Marquette lines in Michigan, as well as the Cincinnati, Hamilton & Dayton, with which it already has a contract. The contract with the American Express Co., which has had all the business over the Pere Marquette, will expire in August.

A man can not add a cubit to his stature by standing on his dignity.

Rights and Duties of Common Carriers.

There are two classes of common carriers recognized by the law, namely, common or public carriers, and private or special carriers.

A common or public carrier is one who makes a business of carrying for the general public; a private carrier, on the other hand, is one who carries only on occasion by special agreement. The most familiar classes of common carriers are railroad companies, stage-coach proprietors, expressmen, truckmen, ship-owners, steamboat lines, lightermen and ferry-men.

The law holds public or common carriers to a different degree of responsibility than it does special or private carriers. It is usual to say that common carriers are held to be insurers of that which they carry. This nearly expresses the law, for they are liable always for the safety of what they carry, excepting for losses occasioned by an act of God or a public enemy, or unless a special exemption has been agreed upon; and this is so even if the carrier can prove that he was not negligent. A private carrier, however, is not held to so great a responsibility and is only required to give that degree of care which an average person can reasonably be expected to take of his own property; and if he takes this degree of care and a loss comes he is not responsible. An instance will make this more clear: If one who is not in the business of carrying in passing my house is requested by me to carry a package, for a consideration, and taking it, loses it, he is not liable to me unless I can prove that he did not take the care that a reasonable person takes of his own property, or, as it is sometimes called "reasonable care." If, however, I employ an expressman who is in the business of carrying for the public, and the expressman loses the package, he is liable to me, generally speaking, even although he can prove that he was not negligent at all.

A common carrier is bound by certain other rules of the law. He can not accept the goods of one customer and refuse those of another, unless upon a reasonable excuse, such as that the goods offered are not of the kind that he professes to carry, as where a tray of diamonds is offered to a truckman, or a boat-load of coal to an express company; he can refuse to carry goods beyond his own line or to points not in his route (with some exceptions), as, for instance, an expressman at the depot can not be held responsible for refusing to carry a trunk beyond the city limits, when he does not hold himself out to the public as covering so wide a territory; he can refuse to carry a dangerous or suspicious article; he can refuse goods known or suspected to be diseased; he can re-

fuse goods where he has not the facilities for handling them, although in general he is held liable if he does not furnish reasonable facilities for handling ordinary business; also where freight charges are not paid in advance, on his requiring them to be so paid. Outside of these exceptions, and perhaps a few others, a common carrier is compelled by the law to accept goods up to the limit of his capacity, from any one who offers them.

A common carrier is a carrier for hire. If he carries goods gratis he is not a common carrier as to those goods. It need not be shown that he receives compensation directly for the service, if, in fact, a consideration was given, even although it be indirectly.

It is not necessary to one being a common carrier that carrying be his only business, or that the carrying be continued without interruption. It is only necessary that when he does make the offer to carry, it be to the public generally. On the contrary, the law in Pennsylvania seems to hold that even where one not in the business of a common carrier carries goods for hire, he is liable as a common carrier.

An interesting case as illustrating that common carriers can not be compelled to carry what they do not profess to carry was that in which the Great Northern Railway was sued for refusing to carry a dog. It made the claim that it did not profess to carry dogs for people in general. The court held that as to dogs the company was not a common carrier and could not be compelled to carry them.

William C. Sprague.

The men who advocated those features of Russian policy that brought on the war with Japan are now standing far in the background, while those who opposed Russian aggression in Manchuria point with some satisfaction to the verification of the predictions made by them as to the results. Among these is M. Witte, long prominent in the Czar's ministry, who was pushed aside by the influence of ambitious schemers.

The Holland Interurban-Graham & Morton passenger service from Grand Rapids to Chicago is unequalled. "Steamboat Flyer" leaves daily 8 p. m.



WIND WORKS WONDERS

as a power for pumping, grinding, sawing, etc. Reap the benefit of all the power furnished by purchasing a

EUREKA Wind Mill.

The one that responds to the slightest breeze and stands in any storm. Cannot buckle or blow down. Proven best by 25 years test. Sold on a positive guarantee. We make a full line of steel and wooden wind mills for all purposes, tanks, towers, feed grinders, saw frames, wind mill supplies, etc. Catalog free.

SMITH & POMEROY WIND MILL CO.,
Kalamazoo, Michigan.

We have the facilities, the experience, and, above all, the disposition to produce the best results in working up your

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.

If we are not represented in your city write for prices and particulars.

THE YOUNG RUG CO., KALAMAZOO, MICH.



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
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 L. A. Seitzer, Detroit; John Wallace, Kal-
 amazoo; D. S. Hallett, Detroit.
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 term—J. M. Lemen, Shepherd, and H.
 Dolson, St. Charles.

Hints on Opening the Soda-Water Season.

The first of April should mark the opening of the cold soda season with all druggists who give more than a perfunctory attention to this part of their trade. The best time to catch new soda customers of the "regular" kind is at this time—during the first warm days of early spring.

With the few fine and warm days that come to us in April the soda appetite of the public awakes from its winter lethargy and its owner begins to feel the longing for "a good glass of soda."

The thing to do, though, is to awake it just before it awakes of itself, and the merchant who is wise enough to do this is pretty sure to get the business that results from its owner's efforts to assuage it during the next few months.

Therefore, one must get ahead of the season—be ready for the first warm days and seize the opportunity they bring. When the first one appears the show window and soda fountain should suddenly burst forth with floral and other decorations suggestive and redolent of the graces of spring. Soda materials—preserved fruits, bottled juices, jugs of syrups, cans of chocolates, holders, glasses, paper napkins, straws, etc., are easily made into an attractive window display with the aid of an appropriately decorated crepe paper design and a profusion of artificial vines, palms and flowers.

Plenty of card signs in the window and upon the fountain and "fliers" on the outer side of the window glass should be used. For the window fliers or "snipes" cut white wrapping paper into strips about 3 or 4 inches wide and 12 to 20 inches long and letter them off-hand with brush:

"Spring Opening—Soda-Water."

"Soda-Water—Pure, Fresh, Delicious."

"First-of-the-Season Soda."

"Have you had your 'First-of-the-Season' Glass?"

The foregoing are examples indicative of the "tone" best adapted for card signs and window fliers—good, natural invitations, witty, if possible, but never slangy. Something in the line of a "jolly." If the wording of

a sign is such as will bring a smile of good humor to the face of the average reader, it's a good sign—this was not an intentional "double-ender"—a sign that will produce the right sort of "results." Of course, there should be signs and fliers advertising the leading syrups or flavors.

In the early part of the season the better plan to pursue is to confine the list of soda beverages to the standard favorites—lemon and orange phosphates, lemon, vanilla, sarsaparilla and chocolate syrups—and have these first-class, as fine as it is possible to make them.

Later on, when real warm weather comes, will be time enough and the right time for specialties and novelties. Just now any half-way decent glass of soda tastes like the nectar of the gods to one whose soda appetite has lain dormant all winter. The last of May or forepart of June will be time enough for soda booklets, menu cards, souvenirs and all the fancy touches that go with the modern soda-water business in the full swing of the season of unbearable heat and insatiable thirst that comes in July and August.

The business in hand now is to emulate the early bird, to be ready with the goods for the early soda-water consumer. If you catch him or her early you stand a good chance of holding the trade throughout the season; in other words, now is the time to make steady customers, and it is the "steadies" that pay the expenses—transients are mostly clear profit.

Keep hammering away, hard as you can, all through April and May, with your "Blood Purifier" advertising. Do not slack up a bit until June. A few desultory advertisements do not make an advertising campaign any more than a few stray swallows make a summer.

The effect of such advertising is cumulative—more so than general advertising—and it is therefore a mistake to relax in one's efforts because the results seem inadequate to the work and expense. When "results" finally come, they come with a rush and in a volume that is surprising, often overwhelming. Many that are new to the game get tired and "lay down" before this turning point is reached, and, consequently, pronounce advertising to be a dead failure.

One of the most resultful advertisements that the writer has used in this connection was simply the words:

"Now Is the Time You Ought to be Taking —'s Sarsaparilla."

This was displayed in all kinds of lettering, colors and arrangement in newspaper advertisements, circulars, car cards and window and store card signs. Of course, there were the regular and usual arguments to back up this phrase, but in every advertisement, and sometimes alone by itself, the phrase appeared in every advertisement phrase appeared in March, April and May. W. A. Dawson.

The hypocrite always has a keen nose for the heretic.

Car Load of Peruna for \$50,000.

The fight for the possession of a car load of Peruna in the courts promises to be a strenuous one. Early in March McKesson and Robbins, of New York City, ordered a car load, 660 cases, from the manufacturing company, which was promptly shipped, because they were under the regular jobbers' contract with the manufacturers. Without unloading this same car was billed to Charles H. Loveland, of Binghamton, a retail druggist, who was also under the regular retail contract with the Peruna Company. When the car arrived at Binghamton, Loveland scraped the serial numbers from each one of the 660 cases of Peruna, the car was then hustled out of Binghamton and consigned to N. W. Chambers, a warehouseman, of Dayton, Ohio, who has been suspected of reshipping goods to aggressive cutters and who had not signed the Peruna contract, and was not entitled to purchase said goods.

The first knowledge that the Peruna Company had of this was the receipt of a bill from McKesson & Robbins for freight on this car from New York to Binghamton. They immediately sent a representative to investigate. He ascertained the facts, and when the car arrived at Hornellsville, N. Y., secured an attachment and had the Peruna unloaded and stored. The Peruna Company upon obtaining reliable information immediately cancelled their contracts with McKesson & Robbins and Charles H. Loveland and took aggressive steps to obtain possession of the car load of Peruna and prevent it from reaching the hands of cutters.

Actions were begun in the State Courts of New York and in the United States Circuit Court for the purpose of finally obtaining possession of the car load of Peruna and preventing its disposal contrary to their contract. The whole car load is at present in the hands of the United States Marshal at Buffalo, and promises to remain there until the court decides who is entitled to its ultimate possession, although all the parties interested in the actions already brought have endeavored to obtain possession of it by putting up bonds for its release. The Peruna Company is entitled to a great deal of credit for the aggressive action they are taking in order to sustain their contracts and the serial numbering plan. The final settlement of this litigation will be a matter of interest to the entire trade.

The Drug Market.

Opium—Is steady.

Morphine—Is unchanged.

Quinine—Is weak. At the bark sale at Amsterdam last week lower prices were paid, but there has been no change in the price of quinine.

Carbolic Acid—Is very firm. The Japanese government has come into the market for large quantities.

Chloroform—Is dull at the decline of last week.

Cod Liver Oil, Norwegian—The catch has been large, and there will be plenty of oil at a low price.

Glycerine—Is steady.

Hypophosphites—Are firm at the advance named last week.

Menthol—Is weak and declining.

Oil Peppermint—Is steadily declining.

American Saffron—Has declined on account of large stocks.

Gum Camphor—Has again declined 3c per pound on account of competition of Japanese refined.

The JENNINGS PERFUMERY Co.

Specials

Dorothy Vernon

Sweet Alsatian Roses

Kent Violets

Sweet Arbutus

Harvard Carnation

Pink Apple Blossoms

Our Inducement

is Quality

Which Always Brings

Your Customers

Back for More



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.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Acidum	Aceticum 60 8	Benzolcum, Ger. 70 75	Boracic 26 17	Carbolicum 26 29	Citricum 42 45	Hydrochlor 3 5	Nitrosum 8 10	Oxalicum 10 12	Phosphorium, dil. 7 15	Salicylicum 42 45	Sulphuricum 1 14	Tannicum 75 80	Tartaricum 38 40	
Ammonia	Aqua, 18 deg 4 6	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 15 20	Juniperus 5 8	Xanthoxylum 30 35	
Balsamum	Copalba 45 50	Peru 21 50	Terabin, Canada 60 65	Tolutan 35 40	Cortex	Abies, Canadian 18	Cassiae 30	Cinchona Flava 18	Buonymus atro. 30	Myrica Cerifera 20	Prunus Virgini 12	Quillata, gr'd 12	Sassafras 24 25	
Ulmus 40	Extractum	Glycyrrhiza Gla. 24 30	Glycyrrhiza, po. 28 30	Haematox 11 12	Haematox, 1s 13 14	Haematox, 1/2s 14 15	Haematox, 1/4s 14 15	Haematox, 1/8s 16 17	Ferru	Carbonate Precip. 15	Citrate and Quina 2 00	Citrate Soluble 55	Ferrocyanidum S. 40	
Solut. Chloride 15	Sulphate, com'l 2	Sulphate, com'l, by bbl. per cwt 70	Sulphate, pure 7	Flora	Arnica 15 18	Anthemis 22 25	Matricaria 30 35	Folia	Barosma 30 33	Cassia Acutifol. 15 20	Timnevelly 25 30	Cassia, Acutifol. 25 30	Salvia officinalis, 1/2s and 1/4s 18 20	
Uva Ursi 10	Gummi	Acacia, 1st pkd. 45	Acacia, 2nd pkd. 45	Acacia, 3rd pkd. 45	Acacia, sifted sts. 45	Aloe, Barb 12 14	Aloe, Cape 25	Aloe, Socotri 45	Ammoniac 55 60	Asafoetida 35 40	Benzoinum 50 55	Catechu, 1s 13	Catechu, 1/2s 14	
Catechu, 1/4s 16	Camphorae 81 85	Euphorbium 40	Galbanum 100	Gamboge 25 35	Gualacum 35	Kino 45	Mastic 45	Myrrh 15 35	Shellac 40 50	Shellac, bleached 45 50	Tragacanth 70 100	Herba	Absinthium oz pk 25	
Eupatorium oz pk 20	Lobelia 25	Majorum 28	Mentha Pip oz pk 28	Mentha Ver oz pk 35	Rue 35	Tanacetum V 22	Thymus V oz pk 35	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. 50 60	Anisi 1 45 150	Aurant Cortex 2 20 240	Bergamit 2 85 235	Cajiputi 85 90	Caryophylli 80 85	Cedar 85 90	Cinopadii 3 75 400	Cinamom 1 00 110	Citronella 60 65	Conium Mac 80 90	Copalba 1 15 125	Cubebae 1 20 120	

Mannia, S F 45 50	Menthol 2 40 260	Morphia, S P & W2 35 260	Morphia, S N Y Q2 35 260	Morphia, Mal. 2 35 260	Moschus Canton. 40	Myristica, No. 1 28 30	Nux Vomica po 15 30	Os Sepia 25 28	Pepsin Saac, H & D Co 1 00	Picis Liq N N 1/2 gal doz 2 00	Picis Liq qts 1 00	Pil Hydragr po 80 50	Piper Nigra po 22 18	Piper Alba po 35 30	Pix Burgun 7	Plumbi Acet 12 15	Pulvis Ip'c et Opilii 30 150	Pyrethrum, bxs H & P D Co. doz. 75	Pyrethrum, pv 20 25	Quassia 8 10	Quina, S P & W 23 33	Quina, S Ger 23 33	Quina, N. Y. 23 33	Rubia Tinctorum 12 14	Saccharum La's. 22 25	Salacin 4 50 475	Sanguis Drac's 40 50	Sapo, W 12 14	Sapo, M 10 12	Sapo, G 20 25	Seidlitz Mixture 20 22	Sinapis 10 18	Sinapis, opt 30	Snuff, Macebooy, DeVoes 51	Snuff, S'h DeVoes 51	Soda, Boras 9 11	Soda, Boras, po 9 11	Soda et Pot's Tart 25 28	Soda, Carb 1 1/2 4	Soda, Bi-Carb 3 5	Soda, Ash 3 1/2 4	Soda, Sulphas 45 50	Spts, Cologne 2 60	Spts, Ether Co. 50 55	Spts, Myrcia Dom 2 00	Spts, Vini Rect bbl 10	Spts, V'i Rect 1/2 b 10	Spts, V'i R't 10 gl 10	Spts, V'i R't 5 gal 10	Strychnia, Crystall 05 125	Sulphur Subl 2 1/2 4	Sulphur, Roll 2 1/2 3 1/2	Tamarinds 8 10	Terebenth Venice 28 30	Theobromae 45 50	Vanilla 9 00 8	Zinci Sulph 7 8	Oils	Whale, winter bbl gal 70 70
Lard, extra 70 80	Lard, No. 1 60 65	Linsced, pure raw 47 50	Linsced, boiled 48 51	Neat's-foot, w str 65 70	Spts, Turpentine 61 66	Paints bbl L	Red Venetian 1 1/2 2 3/4	Ochre, yel Mars 1 1/2 2 3/4	Ochre, yel Ber 1 1/2 2 3/4	Putty, comm'r 1 1/2 2 3/4	Putty, strictly pr 2 1/2 3 3/4	Vermilion, Prime 13 15	American 13 15	Vermilion, Eng. 75 80	Green, Paris 14 18	Green, Peninsular 13 16	Lead, red 6 1/2 7	Lead, white 6 1/2 7	Whiting, white S'n 90	Whiting, Gilders' 95	White, Paris Am'r 1 1/2 15	White, Paris Eng 1 1/2 15	Universal Prep'd 1 10 120	Varnishes	No 1 Turp Coach 1 10 120	Extra Turp 1 10 120	Coach Body 2 75 300	No 1 Turp Furni 00 110	Extra T Damar 1 55 160	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

MUSTARD
Horse Radish, 1 dz .1 75
Horse Radish, 2 dz. .3 50
Bayle's Celery, 1 dz. .5 00
OLIVES
Bulk, 1 gal. kegs .1 00
Bulk, 2 gal kegs .95
Bulk, 5 gal kegs .90
Manzanilla, 8 oz. .90
Queen, pints .2 35
Queen, 19 oz. .4 50
Queen, 28 oz. .7 00
Stuffed, 5 oz. .90
Stuffed, 8 oz. .1 45
Stuffed, 10 oz. .2 30
PIPES
Clay, No. 216 .1 70
Clay, T. D., full count .65
Cob, No. 3 .85
PICKLES
Medium
Barrels, 1,200 count .5 00
Half bbls., 600 count .3 00
Small
Barrels, 2,400 count .7 00
Half bbls., 1,200 count .4 00
PLAYING CARDS
No. 90 Steamboat .85
No. 10, Rival, assorted .20
No. 20, Rover, enameled .1 60
No. 572, Special .1 75
No. 98, Golf, satin finish .2 00
No. 808 Bicycle .2 00
No. 632 Tourn't whist .2 25
POTASH
48 cans in case
Babbitt's .4 00
Penna Salt Co's .3 00
PROVISIONS
Barreled Pork
Mess .13 00
Fat Back .14 00
Back Fat .14 50
Short Cut .13 50
Bean .12 75
Pig .18 00
Brisket .15 00
Clear Family .12 50
Dry Salt Meats
S P Bellies .93
Bellies .93
Extra Shorts .83
Smoked Meats
Hams, 12lb. average .10 1/2
Hams, 14lb. average .10 1/2
Hams, 18lb. average .10 1/2
Hams, 18lb. average .10 1/2
Skinned Hams .11 1/2
Ham, dried beef sets .13 1/2
Shoulders, (N. Y. cut)
Bacon, clear .10 @ 11
California Hams .7 1/2
Picnic Boiled Ham .11 1/2
Boiled Ham .17
Berlin Ham pr's'd .8
Mince Ham .10
Lard
Compound .5 1/2
Pure .3
60lb. tubs, advance .1 1/2
80lb. tubs, advance .1 1/2
50lb. tins, advance .1 1/2
20lb. pails, advance .3 1/2
10lb. pails, advance .3 1/2
5lb. pails, advance .1
3lb. pails, advance .1
Sausages
Bologna .5
Liver .6 1/2
Frankfort .7
Pork .6 1/2
Veal .6 1/2
Tongue .9 1/2
Headcheese .6 1/2
Beef
Extra Mess .9 50
Boneless .10 50
Rump, new .10 50
Pig's Feet.
1/4 bbls .1 10
1/2 bbls., 40lbs. .1 85
1/2 bbls., .3 75
1 bbl. .7 75
Tripe
Kits, 15 lbs. .70
1/4 bbls., 40 lbs .1 50
1/2 bbls., 80lbs. .3 00
Casings
Hogs, per lb. .28
Beef rounds, set .16
Beef middles, set .45
Sheep, per bundle .70
Uncolored Butterine
Solid, dairy .10 @ 11 1/2
Rolls, dairy .10 @ 11 1/2
Canned Meats
Corned beef, 2 .2 50
Corned beef, 14 .17 50
Roast Beef .2 00 @ 2 50
Potted ham, 1/4 s .45
Potted ham, 1/2 s .45
Deviled ham, 1/4 s .45
Deviled ham, 1/2 s .45
Potted tongue, 1/4 s .45
Potted tongue, 1/2 s .45
RICE
Screenings .2 @ 3 1/4
Fair Japan .2 @ 3 1/4
Choice Japan .4
Imported Japan .4 @ 1/4
Fair Louisiana hd. .4 @ 1/4
Choice La. hd. .4 @ 1/4
Fancy La. hd. .5 @ 1/4
Carolina ex. fancy .6 @ 1/4
SALAD DRESSING
Columbia, 1/2 pint .2 25
Columbia, 1 pint .4 00
Durkee's large, 1 doz. 4 50
Durkee's small, 2 doz. 5 25
Snider's large, 1 doz. 2 35
Snider's small, 2 doz. 1 35
SALARATUS
Packed 60lbs. in box
Arm and Hammer .3 15

7

Deland's .3 00
Dwight's Cow .3 15
Emblem .2 10
L. P. .3 00
Wyandotte, 100 3/4 s .3 00
SAL SODA
Granulated, bbls .85
Granulated, 100lb cases .00
Lump, bbls .75
Lump, 145lb kegs .95
SALT
Common Grades
100 3lb sacks .1 95
60 5lb sacks .1 85
28 10 1/2 sacks .1 75
56 lb. sacks .30
28 lb sacks .15
Warsaw
56 lb. dairy in drill bags .40
28 lb. dairy in drill bags .20
Solar Rock
56lb. sacks .20
Common
Granulated, fine .80
Medium fine .85
SALT FISH
Cod
Large whole .7
Small Whole .6 3/4
Strips or bricks. 7 1/2 @ 11
Pollock .3 1/2
Halibut
Strips .14
Chunks .14 1/2
Herring
Holland
White Hoop, bbls 8 25 @ 9 25
White Hoop, 1/2 bbl 4 25 @ 5 00
White Hoop, keg. 60 @ 70
White Hoop mchs .75
Norwegian .7
Round, 100lbs .3 75
Round, 40lbs .1 75
Scaled .15
Trout
No. 1, 100lbs .7 50
No. 1, 40lbs .3 25
No. 1, 10lbs .90
No. 1, 8lbs .75
Mackerel
Mess, 100lbs. .13 50
Mess, 40lbs. .5 80
Mess, 10lbs. .1 65
Mess, 8lbs. .1 36
No. 1, 100lbs. .12 00
No. 1, 40lbs. .5 20
No. 1, 10lbs. .1 35
No. 1, 8lbs. .1 23
Whitefish
No. 1 No. 2 Fam
100lb. .9 50 5 50
50lb. .5 00 2 10
10lb. .1 10 52
8lb. .90 44
SEEDS
Anise .15
Canary, Smyrna .6
Caraway .8
Cardamom, Malabar .1 00
Celery .10
Hemp, Russian .4
Mixed Bird .4
Mustard, white .8
Papaya .8
Cattle Bone .25
SHOE BLACKING
Handy Box, large, 3 dz. 2 50
Handy Box, small .1 25
Bixby's Royal Polish .85
Miller's Crown Polish .85
SNUFF
Scotch, in bladders .37
Maccaboy, in jars .35
French Rapple, in jars. 43
SOAP
Central City Soap Co.
Jaxon .2 85
Boro Naphtha .4 00
Johnson Soap Co.
Ajax .1 85
Badger .3 15
Borax Bar .3 25
Calumet Family .2 35
China, large cakes .5 75
China, small cakes .3 75
Etna, 9 oz. .2 10
Etna, 8 oz .2 30
Etna, 60 cakes .2 10
Galvanic .4 05
Mary Ann .2 25
Mottled German .2 45
New Era .2 35
Scotch Family, 60 cakes. .2 30
Scotch Family, 100 cakes. .3 80
Weldon .2 85
Assorted Toilet, 50 cartons .3 85
Assorted Toilet, 100 cartons. .7 50
Cocoa Bar, 6 oz .3 25
Borax Bar, 10 oz. .5 25
Senate Castle .2 35
Palm Olive, toilet .4 00
Palm Olive, bath .10 50
Palm Olive, bath .11 00
Rose Bouquet .3 40
J. S. Kirk & Co.
American Family .4 05
Dusky Diamond, 50 8oz .3 80
Dusky D'nd, 100 6oz. .3 80
Jap Rose, 50 bars .3 75
Jap Imperial .3 10
White Russian .3 10
Dome, oval bars .2 85
Satinet, oval .2 15
Snowberry, 100 cakes. 4 00
LAUTZ BROS. & CO.
Acme soap, 100 cakes 2 85
Naptha soap, 100 cakes 4 00

8

Big Master, 100 bars 4 00
Marseilles White soap. 4 00
Snow Boy Wash P'w'r 4 00
Proctor & Gamble Co.
Lenox .2 85
Ivory, 6 oz. .4 00
Ivory, 10 oz. .6 75
Star .3 10
A. B. Wrisley
Good Cheer .4 00
Old Country .3 40
Central City Soap Co.
Jackson, 16 oz .2 40
Gold Dust, 24 large .4 50
Gold Dust, 100-5c .4 00
Kirkoline, 24 4lb. .3 80
Pearline .3 75
Soapine .4 10
Babbitt's 1776 .3 75
Roseine .3 50
Armour's .3 70
Wisdom .3 80
Soap Compounds
Johnson's Fine .5 10
Johnson's XXX .4 25
Nine O'clock .3 35
Rub-No-More .3 75
Scouring
Enoch Morgan's Sons.
Sapolio, gross lots .9 00
Sapolio, half gross lots 4 50
Sapolio, single boxes .2 25
Sapolio, hand .2 25
Scourine Manufacturing Co
Scourine, 50 cakes .1 80
Scourine, 100 cakes .3 50
SODA
Boxes .5 1/2
Kegs, English .4 1/2
SOUPS
Columbia .3 00
Red Letter .90
SPICES
Whole Spices
Allspice .12
Cassia, China in mats. 12
Cassia, Canton .16
Cassia, Batavia, bund. 28
Cassia, Saigon, broken. 40
Cassia, Saigon, in rolls. 55
Cloves, Amboyana. .18
Cloves, Zanzibar .12
Mace .55
Nutmegs, 75-80 .45
Nutmegs, 105-10 .35
Nutmegs, 115-20 .30
Pepper, Singapore, blk. 15
Pepper, Singp. white. 25
Pepper, shot .17
Pure Ground in Bulk
Allspice .16
Cassia, Batavia .28
Cassia, Saigon .48
Cloves, Zanzibar .16
Ginger, African .15
Ginger, Cocham .18
Ginger, Jamaica .25
Mace .65
Mustard .18
Pepper, Singapore, blk. 17
Pepper, Singp. white .28
Pepper, Cayenne .20
Sage .20
STARCH
Common Gloss
1lb packages .4 @ 5
3lb packages .4 @ 5
5lb packages .5 @ 5
40 and 50lb. boxes 2 1/2 @ 3 1/2
Barrels .2 @ 2 1/2
Common Corn
20lb packages .5
40lb packages .4 @ 7
SYRUPS
Corn
Barrels .22
Half Barrels .24
20lb cans 1/4 dz in case 1 55
10lb cans 1/2 dz in case 1 50
5lb cans 2 dz in case 1 65
2 1/2 lb cans 2 dz in case 1 70
Pure Cane
Fair .16
Good .20
Choice .25
TEA
Japan
Sundried, medium .24
Sundried, choice .32
Sundried, fancy .36
Regular, medium .24
Regular, choice .32
Regular, fancy .36
Basket-fired, medium .31
Basket-fired, choice .38
Basket-fired, fancy .43
Nibs .22 @ 24
Siftings .9 @ 11
Fannings .12 @ 14
Gunpowder
Moyune, medium .30
Moyune, choice .32
Moyune, fancy .40
Pingsuey, medium .30
Pingsuey, choice .30
Pingsuey, fancy .40
Young Hyson
Choice .30
Fancy .36
Oolong
Formosa, fancy .42
Amoy, medium .25
Amoy, choice .32
English Breakfast
Medium .20
Choice .30
Fancy .40
India
Ceylon, choice .32
Fancy .42

9

TOBACCO
Fine Cut
Cadillac .54
Sweet Loma .34
Hiawatha, 5lb pails .56
Hiawatha, 10lb pails .54
Telegram .30
Pay Car .33
Prairie Rose .49
Protection .40
Sweet Burley .44
Tiger .40
Plug
Red Cross .31
Palo .35
Hiawatha .41
Kylo .35
Battle Ax .37
American Eagle .33
Standard Navy .37
Spear Head, 7 oz. .47
Spear Head, 14 1/2 oz. .44
Nobby Twist .55
Jolly Tar .39
Old Honesty .43
Toddy .34
P. T. .38
J. T. .38
Peter Heidsick .66
Boot Jack .80
Honey Dip Twist .40
Badic Standard .40
Cadillac .40
Ferge .34
Nickel Twist .42
Mill .32
Great Navy .36
Smoking
Sweet Core .34
Flat Car .32
Warpuff .26
Bamboo, 16 oz. .25
I X L, 5lb .27
I X L, 16 oz. pails .31
Honey Dew .40
Gold Block .40
Flagman .40
Kiln Dried .21
Duke's Mixture .43
Duke's Cameo .40
Myrtle Navy .44
Yum Yum, 1 1/2 oz .39
Yum Yum, 1lb. pails .40
Cream .38
Corn Cake, 2 1/2 oz. .24
Corn Cake, 1lb. .22
Plover Boy, 1 1/2 oz. .39
Plover Boy, 3 1/2 oz. .39
Peerless, 3 1/2 oz. .35
Peerless, 1 1/2 oz. .35
Air Brake .38
Cant Hook .30
Country Club .32-34
Forex-XXXX .30
Good Indian .25
Self Binder, 16oz, 8oz 20-22
Silver Foam .24
Sweet Marie .32
Royal Smoke .42
TWINES
Cotton, 3 ply .20
Cotton, 4 ply .20
Jute, 2 ply .14
Hemp, 6 ply .13
Flax, medium .20
Wool, 1lb. balls .6
VINEGAR
Malt White Wine, 40gr 8
Malt White Wine, 80gr 11
Pure Cider, B & B .11
Pure Cider, Red Star.11
Pure Cider, Robinson.10
Pure Cider, Silver .10
WICKING
No. 0 per gross .30
No. 1 per gross .40
No. 2 per gross .50
No. 3 per gross .75
WOODENWARE
Baskets
Bushels, .1 10
Bushels, wide band .1 60
Market .35
Splint, large .6 00
Splint, medium .5 00
Splint, small .4 00
Willow, Clothes, large.7 00
Willow, Clothes, med'm.6 00
Willow, Clothes, small.5 50
Bradley Butter Boxes
2lb size, 24 in case . 72
3lb size, 16 in case . 68
5lb size, 12 in case . 63
10lb size, 6 in case . 60
Butter Plates
No. 1 Oval, 250 in crate 40
No. 2 Oval, 250 in crate 45
No. 3 Oval, 250 in crate 50
No. 5 Oval, 250 in crate 60
Churns
Barrel, 5 gal., each .2 40
Barrel, 10 gal., each .2 55
Barrel, 15 gal., each .2 70
Clothes Pins
Round head, 5 gross bx 55
Round head, cartons . 75
Egg Crates
Humpty Dumpty .2 40
No. 2 complete .32
No. 2 complete .18
Faucets
Cork lined, 8 in. .65
Cork lined, 9 in. .75
Cork lined, 10 in. .85
Cedar, 8 in. .55
Mop Sticks
Trojan spring .90
Eclipse patent spring .85
No. 1 common .75
No. 2 pat. brush holder .85
12lb. cotton mop heads 1 40
Ideal No. 7. .90

10

Pails
2-hoop Standard .1 60
3-hoop Standard .1 75
2-wire, Cable .1 70
3-wire, Cable .1 90
Cedar, all red, brass .1 25
Paper, Eureka .2 25
Fibre .2 70
Toothpicks
Hardwood .2 50
Softwood .2 75
Banquet .1 50
Ideal .1 50
Traps
Mouse, wood, 2 holes . 22
Mouse, wood, 4 holes . 45
Mouse, wood, 6 holes . 70
Mouse, tin, 5 holes . 65
Rat, wood .80
Rat, spring .75
Tubs
20-in., Standard, No. 1.7 00
18-in., Standard, No. 2.6 00
16-in., Standard, No. 3.5 00
20-in., Cable, No. 1. .7 50
18-in., Cable, No. 2. .6 50
16-in., Cable, No. 3. .5 50
No. 1 Fibre .9 80
No. 2 Fibre .9 85
No. 3 Fibre .8 55
Wash Boards
Bronze Globe .2 50
Dewey .1 75
Double Acme .2 75
Single Acme .2 25
Double Peerless .3 50
Single Peerless .2 75
Northern Queen .2 75
Double Duplex .3 00
Good Luck .2 75
Universal .2 65
Window Cleaners
12 in. .1 65
14 in. .1 85
16 in. .2 30
Wood Bowls
11 in. Butter .75
13 in. Butter .1 13
15 in. Butter .2 00
17 in. Butter .3 25
19 in. Butter .4 75
Assorted, 13-15-17 .2 25
Assorted 15-17-19 .3 25
WRAPPING PAPER
Common Straw .1 1/2
Fibre Manila, white .2 1/2
Fibre Manila, colored .4
No. 1 Manila .4
Cream Manila .3
Butcher's Manila .2 1/2
Wax Butter, short c't.13
Wax Butter, full count 20
Wax Butter, rolls .15
YEAST CAKE
Magic, 3 doz. .1 15
Sunlight, 3 doz. .1 00
Sunlight, 1 1/2 doz. .50
Yeast Foam, 3 doz .1 15
Yeast Cream, 3 doz .1 00
Yeast Foam, 1 1/2 doz . 58
FRESH FISH
Jumbo Whitefish .11 @ 12
No. 1 Whitefish .9
Trout .10
Halibut .10
Ciscos or Herring .6
Bluefish .10 @ 11
Live Lobster .25
Boiled Lobster .25
Cod .12 @ 1/2
Haddock .8
No. Pickerel .9
Pike .7
Perch, dressed .7
Smoked White .12 @ 1/2
Red Snapper .6
Col. River Salmon .11
Mackerel .15 @ 16
OYSTERS
Cans Per can
F. H. Counts .40
Bulk Oysters
F. H. Counts .2 25
Shell Goods Per 100
Clams .1 25
Oysters .1 25
HIDES AND PELTS
Hides
Green No. 1 .9
Green No. 2 .8
Cured No. 1 .10 1/2
Cured No. 2 .9 1/2
Calfskins, green No. 1 12 1/2
Calfskins, green No. 2 11
Calfskins, cured No. 1. 13 1/2
Calfskins, cured No. 2. 12
Steer Hides, 60lbs, over 10 1/2
Pelts
Old Wool .90 @ 2 00
Lamb .25 @ 2 80
Shearlings .25 @ 80
Tallow
No. 1 .4 1/2
No. 2 .3 1/2
Wool
Unwashed, medium 22 @ 30
Unwashed, fine .18 @ 23
CONFECTIONS
Stick Candy Pails
Standard .8
Standard H. H. .8
Standard Twist .8 1/2
Cut Leaf .9

11

Jumbo, 32lb. cases
Extra H. H. .9
Boston Cream .10
Olde Time Sugar stick
30lb case .12
Mixed Candy
Grocers .6 1/2
Competition .7 1/2
Special .7 1/2
Conserve .7 1/2
Ribbon .8 1/2
Broken .10
Cut Leaf .8
Leader .8 1/2
Kindergarten .10
Bon Ton Cream .9
French Cream .10
Star .11
Hand Made Cream .15
Premio Cream mixed 13
O F Horehound Drop 11
Fancy-In Pails
Gypsy Hearts .14
Coco Bon Bons .12
Fudge Squares .12 1/2
Peanut Squares .9
Sugared Peanuts .11
Salted Peanuts .11
Starlight Kisses .11
San Blas Goodies .12
Lozenges, plain .11
Lozenges, printed .11
Champion Chocolate .13
Eclipse Chocolates .13
Eureka Chocolates .13
Quintette Chocolates .12
Champion Gum Drops 8 1/2
Moss Drops .11
Lemon Sours .11
Imperial .11
Ital. Cream Opera .12
Ital. Cream Bon Bons
20lb pails .12
Molasses Chews, 15lb.
cases .12
Golden Waffles .12
Topozolas .12
Fancy-In 5lb. Boxes
Lemon Sours .60
Peppermint Drops .60
Chocolate Drops .60
H. M. Choc. Drops .35
H. M. Choc. Lt. and
Dark No. 12 .1 06
Bitter Sweets, ass'd .1 25
Brilliant Gums, Crys.60
A. A. Licorice Drops .90
Lozenges, plain .60
Lozenges, printed .60
Imperial .60
Mottos .60
Cream Bar .65
G. M. Peanut Bar .65
Hand Made Cr'ms 80 @ 9
Cream Buttons, Pop.
and Wintergreen .65
String Rock .65
Wintergreen Berries .60
Old Time Assorted, 25
lb. case .2 75
Buster Brown Goodies
30lb. case .3 50
Up-to-Date Assmt. 32
lb. case .3 75
Ten Strike Assort-
ment No. 1 .6 50
Ten Strike No. 2 .6 00
Ten Strike No. 3 .8 00
Kalamazoo Specialties
Hanselman Candy Co.
Chocolate Maize .13
Gold Medal Chocolate
Almonds .18
Chocolate Nugatines .18
Quadruple Chocolate .15
Violet Cream Cakes, bx90
Gold Medal Creams,
pails .13 1/2
Pop Corn
Dandy Smack, 24s . 65
Dandy Smack, 100s .2 75
Pop Corn Fritters, 100s 50
Pop Corn Toast, 100s 50
Cracker Jack .3 00
Pop Corn Balls, 200s .1 2
Shelled
Spanish Peanuts 6 1/2 @ 7 1/2
Peanut Halves .45
Walnut Halves .28
Pilibert Meats .25
Alicant Almonds .33
Jordan Almonds .47
Peanuts
Fancy, H. P. Suns .6
Fancy, H. P. Suns,
Roasted .7 7/2
Choice H. P. Jbo.
Choice, H. P. Jum-
bo, Roasted .9

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon55 6 00

BAKING POWDER



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 more32
1,000 or more31

Geo. H. Seymour & Co.
Morton House Bouquet 55
Morton House Bouquet 70
Invincible 33
119 30
Little Chick. 30

Worden Grocer Co. brand
Ben Hur35

Perfection35
Perfection Extras35
Londres35
Londres Grand.35
Standard35
Puritanos35
Pamatellas, Finas.35
Pamatellas, Bock35
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 @ 11 1/4
Dressed @ 6 3/4
Boston Butts @ 9 1/4
Shoulders @ 8 1/2
Leaf Lard @ 7 3/4

Mutton

Carcass @ 8 1/2
Lamb's @ 12

Veal

Carcass 5 1/2 @ 8



24 10c cans1 84
12 25c cans2 30
6 50c cans2 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.



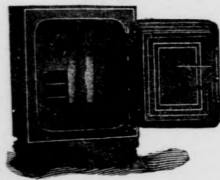
CONDENSED MILK

4 doz. in case
Gail Borden Eagle6 40
Crown5 90
Champion4 52
Magnolia4 70
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 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's1 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. measure1.80
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, large3 75
Halford, small2 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

When You Do Order by Mail

the goods in a hurry, prices just as low as you'd get from a man are what you want to be sure of.

Now with us mail orders are not a mere department. Mail orders are OUR WHOLE BUSINESS. That means we give the service you want.

And as for being sure you're getting right prices, our monthly catalogue quotes IN PRINT—for our whole line, net and guaranteed—every price we have to quote for that month.

No matter what IT is, it's surest to be best done where they make a business of that very IT.

And if it's headquarters you always seek, in keeping yourself fixed to serve your trade right, then your orders by mail, to reach headquarters, must be addressed to us.

In our May catalogue we make a big special feature of Notions—and in ways additional to providing The Goods

But get the book just to see HOW big are the Notion leaders we shall be sending, during May, to the thousands of merchants who regularly send their mail orders to us.

Sent to merchants only, free for the asking—as long as the edition lasts. Mention No. J538 when you write for the May catalogue.

Butler Brothers

Wholesalers of Everything
By Catalogue Only

New York Chicago St. Louis

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

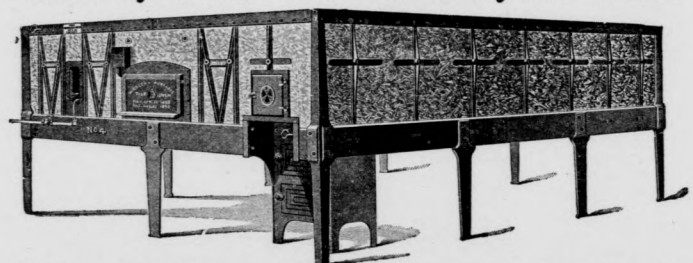
GRAND PRIZE and Gold Medal for Package Teas.
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., 1/2-lb., 1/4-lb. air-tight cans.

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.

For Sale—Good clean drug stock, doing good business at small expense. Owner in poor health, must quit. Don't write unless you have money and mean business. Address No. 555, care Michigan Tradesman. 555

For Sale—A stock of implements and location, situated in Central Kansas, 15 miles from county seat, and the only implement house there. Good reasons for selling. Will give time to suit purchaser, with reasonable interest. For further information write F. T. St. John, Frederick, Rice Co., Kansas. 556

For Sale—Small stock clothing, furnishing and shoes. Three year lease. Best location in Battle Creek. Will sell all or part of stock. Clothier, 3 West Main, Battle Creek, Mich. 554

Investments—I have gilt-edge oil, industrial and plantation stock paying from 7 to 15 per cent. dividends; rigid investigation courted. Bank and other references given. J. F. Waite, Suite 730, 189 LaSalle St., Chicago, Ill. 553

For Sale—Cash grocery; good location for meat also; stock \$1,000. Object of selling, change of business. Box 445, Whiting, Ind. 552

We have cash customer for good meat market in good town. Number of farms to trade for stocks of goods. Stores in good towns to rent. Clark's Business Exchange, 23 Monroe, Grand Rapids, Mich. 551

A New York corporation desires the association of a man of energy and some capital to take charge of local territory for a legitimate mercantile proposition. Merchandising Co., 425 Putnam Ave., Brooklyn, N. Y. 550

For Sale—\$8,000 modern dry goods, clothing, furnishings, shoes, county seat. \$35,000 annually. Best location. Big bargain. Going to New York. Max Blitzer, Petersburg, Ind. 548

For Sale—Clean hardware stock established 15 years. On excellent business corner in Grand Rapids. Store is conducted in connection with large general stock, but in separate building. Stock will inventory about \$4,000. Rent of store reasonable. Terms to be agreed upon. Address No. 545, care Michigan Tradesman. 545

For Rent—A store 25x80 in the best spot of a live Upper Peninsula town. Suitable for a hustling hardwareman, grocer or druggist. Don't miss this chance. Address No. 544, care Michigan Tradesman. 544

Wanted—A good man to locate here and buy live stock. No better location in Michigan. For particulars address E. H. Weston, or R. D. Letts, Bannister, Mich. 541

Wanted—Energetic young man to take active interest in agreeable legitimate business, paying extra large dividends; must invest \$8,500; gilt-edge real estate security; will double money in year; experience not necessary. M. P. Shumaker, 1011 Pioneer Press Bldg., St. Paul, Minn. 546

For Sale—Stock general merchandise in best mining town in Minnesota. Inventorying about \$20,000. Can reduce to suit buyer. Good reasons for selling. Will rent store. Address No. 547, care Michigan Tradesman. 547

California department store for sale; located in one of the best cities of Southern California; stock \$25,000; no carpets or millinery; doing \$300 cash daily on profitable basis; best climate on earth; good reasons for selling. Address H. W. F. Iinton, Los Angeles, Cal. 557

For Sale—Good clean stock of hardware, implements, furniture and undertaking in an up-to-date Northern Michigan town (Lower Peninsula). Must close deal in five weeks. Stock and real estate about \$5,000. Will give good deal. Particulars address S. B. Co., Michigan Tradesman. 559

For Sale—Shoe and men's furnishing store in one of the best towns in Western Pennsylvania. Town of 8,000 population, iron mills and foundry employing 3,000 men. Monthly pay-roll amounts to \$200,000. Stock and fixtures invoice \$8,500. Annual cash business \$22,000. Best room on most prominent corner in town. \$7,000 cash to a quick buyer takes the stock and fixtures. Reason for selling, time all occupied in other business. Address M. E. Uncapper, Vandergrift, Westmoreland County, Pa. 560

For Sale—Michigan hardwoods; especially maple, elm and ash. J. S. Goldie, Cadillac, Mich. 558

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—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, 38x50. 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. 523

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—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—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

Wanted—To buy stock of merchandise from \$4,000 to \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

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

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—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. 412

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

For Sale—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—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

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—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

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. 283

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—An agent, either sex, in each town to sell high grade shirt waist materials and ladies' suitings by the yard; it is a money maker for the agent; try it. Direct Cloth Co., 2623 Olive St., St. Louis, Mo. 549

Salesman Wanted—A salesman by a wholesale grocery house that sells direct to consumers. Address Wholesale, Box 487, Jackson, Mich. 543

Wanted—A window trimmer, card writer; one that can sell goods, must be an all-around hustler; salary to start with \$12.50 per week; state where last employed and how long. Geo. L. Joliffe, Grafton, W. Va. 542

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, 324 Dearborn St., 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. 501

Want Ads. continued on next page

THE AUCTIONEER WHO NEVER HAS HAD A FAILURE.



We get the ready cash you need in your business and do not lower your standing in the community. Write to-day.

R. H. B. MACRORIE AUCTION CO., Davenport, Ia.

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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.

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That's our business We promise little We do much We please We satisfy We get results Our best reference are our present sales Write today

A. W. Thomas Auction Co.

477 Wabash Ave.,

Chicago

The Grain Market.

The cash wheat market has shown considerable strength the past week. The demand for wheat from millers has been good. The visible supply showed a decrease of 2,194,000 bushels, as compared with 664,000 bushels for the same week last year. The present visible stands at 26,335,000 bushels, as compared with 29,693,000 bushels at the same date last year. The general demand for both wheat and flour is improving; our exports are getting a little larger each week, which has a tendency to relieve domestic markets to some extent. The condition of the growing winter wheat crop is simply fine, the wheat is heading as far north as Southern Kansas, Missouri and Kentucky. Weather conditions, as a whole, are almost perfect, although some reports of damage from rust and insects are reported from some sections. The spring wheat seeding has been delayed somewhat by wet weather, but with anything like a favorable growing season, the wheat has been sown in plenty of time to make a crop.

The corn trade has been fairly active and prices hold firm. The receipts from farmers have not been large but sufficient to care for all needs of the trade. Corn planting is progressing rapidly in the South, and the acreage will be liberal. The visible supply showed a good strong decrease of over two million bushels.

The oat market is dull. Bradstreet's report showed a decrease in stocks for the week of 1,859,000 bushels. Receipts have been light as farmers are busy with their spring seeding. There is a large percentage of oats still in first hands, however, and we anticipate fairly liberal receipts within the next two or three weeks.

L. Fred Peabody.

U. P. Merchants To Visit Bay City.

Bay City, May 9—The coming excursion of Upper Peninsula tradesmen to Bay City via the Duluth, South Shore & Atlantic D. & C. boat line and Detroit & Mackinac Railway from Cheboygan here, has aroused Saginaw comment and the newspapers in that city advise the merchants there to get together, ascertain how many U. P. people are to come, and make arrangements to entertain them in Saginaw, through the medium of a committee and invitations which could meet them in this city. They suggest that the steam and electric lines from Bay City to Saginaw are short and that "if worked right" the excursion could be made a regular annual buyers' tour, bringing many new buyers of all lines to Saginaw's stores.

The suggestions of the Saginaw papers are good—for Saginaw. They apply with more directness and pertinency to Bay City merchants. The local merchants are better situated geographically; the wholesalers can meet Saginaw or Detroit prices more than even and there is no reason why Bay City can not capture and hold a big U. P. trade. It is an opportunity not to be missed and in co-operation with the Board of Trade much

work can be done for the benefit of local merchants. The excursion is scheduled for May 17 and the tickets are good for several days.

Will Build a Branch Line.

Marquette, May 8—The Marquette & Southeastern Railway Co. will this summer build a branch line from Marquette to Lake Independence. The line will follow the original survey made five years ago, modified by minor changes deemed advantageous. Contracts for grading and tracklaying will be let next week and actual work will begin as soon as possible. The road will be twenty-five miles long and will cost \$300,000, exclusive of rolling stock and station buildings, and trains will be running by December 1. The timber area which the new road will penetrate is twenty-five miles wide and forty miles long. Much of the timber is virgin hardwoods and hemlock, with an abundance of cedar. Pine has been lumbered upon the lands contiguous to navigable streams, but what has been cut is but a small item compared to the hundreds of millions of feet still standing. The Big Bay Lumber Co., operating a mill at Lake Independence, owns 13,500 acres within the zone of the new railroad and the timber on thousands of acres lying west of Ives and Mountain Lakes will come into market through the construction of the road.

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

Buffalo, May 10—Creamery, 24@26c; dairy, fresh, 21@24c; poor, 17@20c; roll, 20@22c.

Eggs—Fresh, 17¼c.

Live Poultry—Chicks, 14c; fowls, 13½@14c; ducks, 15@16c; geese, 12c.

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.

American travelers in Europe will be unusually numerous this year. The steamship lines report that practically all accommodations have been taken on vessels sailing in May, June and July. It is estimated that the increase in traffic will be from 25 to 50 per cent. in excess of any previous year. This is good news for the hotelkeepers of Europe. Incidentally it shows the prosperity of the American people. When times are dull here travel abroad is at low ebb. When times are good the tide of travel is strong.

John Wanamaker has succeeded in inducing the Young Men's Christian Association to accept \$100,000 to be used in erecting buildings at Peking, Seoul and Kyoto. Nobody comes forward to say his money is tainted, although in becoming a dry goods king he drove many small merchants out of business.

California Tomato Story.

Throughout the winter months, when Easterners were crouching about their fires and shivering, and nature growths were either asleep or frozen stiff with the cold, F. J. Bates, of Pasadena, Cal., was in his garden climbing an eighteen-foot ladder to gather his various crops of tomatoes. He has three plants which have reached a length of thirty feet. They are of the species Ponderosa, but these particular plants have surpassed in growth anything previously attempted by their kind. The seeds were planted in May, and three months from that time they had climbed to the top of a twenty-foot trellis. When they reached this remarkable height they waved their flower tasseled heads wonderingly, then turned around and grew backward until they have attained a length of thirty feet. As the vines are still sprinting, Jack's bean-stalk must sink into obscurity and transfer its fame to these irrepressible tomato plants. They have had no especial care or cultivation, and have had no protection from the weather, yet, in spite of every disadvantage, they have kept on growing and fruiting in the most astonishing fashion. The trunks of these vines are one and one-half inches in diameter. The foliage is thick and luxuriant, and at all times blossoms, green fruit and ripe fruit can be seen on the vines. Enormous quantities of tomatoes have been picked from these three plants. The fruit is of unusual size and has an extraordinarily fine flavor.—Scientific American.

Do Ducks Commit Suicide?

Several correspondents have written me touching the question raised in my September notes of wounded ducks committing suicide. Four or five cases have been brought to my attention of wounded ducks that have dived to the bottom and held fast to some object until they were dead. I do not for a moment dispute the fact; I only differ from my correspondents in my interpretation of the fact. My explanation of it is this: The wounded bird has but one impulse, and that is to hide from its enemy. If it were on the shore it would hide in the grass or weeds. In the water it dives, and in its death agony holds to some plant growth at the bottom. In all such cases the bird is no doubt mortally wounded, and dies quickly. When it is not wounded unto death it swims under the water, seeks the shore, creeps out very cautiously and tries to escape in that way. The intent of deliberate suicide is, of course, absurd.—John Burroughs in Outing.

Did you know that the cow is becoming nervous? Long regarded as an example of complacency and content, the cow has at last yielded to the enervating influences of the twentieth century. This discovery is disclosed by Prof. Haecker, of the Minnesota Experiment Station, who claims that the cow is losing her place in the economy of the animal world. Long years of selection and

overstimulation of special faculties have aroused within her breast feelings to which she was not previously an aspirant. She is developing temperament. She is becoming overcivilized. Hence, he says, she is a worrisome creature. "The high strung cow has no place in the dairy scheme," he said in a recent report. "She should be eliminated." Farmers will of course take notice and govern themselves accordingly. Nervous cows are not to be treated kindly or be given the rest cure. They are to be "eliminated," which means that they are to be killed to furnish beef tea for nervous people.

That girl stenographer in Albany who in fun pointed a revolver at her employer offers the usual excuse: She didn't know it was loaded. It is amazing, in view of the number of tragedies that have occurred in this manner, how anybody dares to point a gun toward another person, no matter if they are certain it contains no bullets.

Many a man hitches his wagon to a star, only to discover that it is a sky-rocket.

Most men only break themselves of bad habits after they break themselves.

It requires more skill to pick a lock than to pick a quarrel.

Business Wants

BUSINESS CHANCES.

For Sale—A \$5,000 stock of clothing and gents' furnishing goods in one of the best county seat towns in Michigan. Population 1,500. No trades, cash only. Best of reasons for selling. Address No. 564, care Michigan Tradesman. 564

For Sale or Rent—New store in enterprising village, good opening for hardware or general line. Jno. W. Curtis, Whittemore, Mich. 562

For Sale—Clean general stock and frame store building, located at railway point in Northern Michigan, tributary to growing farming country. Only store in town. Stock inventories about \$1,500. Terms to suit purchaser. Address No. 561, care Michigan Tradesman. 561

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. Korh, Ely, Minn. 479

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

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

POSITIONS WANTED.

Wanted—Position as bookkeeper by young man with five years' experience. All references. Wishes to change location. Address E. Hinchey, 214 Washtenaw Ave. W., Lansing, Mich. 513

MISCELLANEOUS.

Stop! If out of work, or not satisfied with your present position and would like to make more money, send for our free descriptive portrait circular and talk to agents. "Ches" Picture Co., 1053 Monroe St., Chicago, Ill. 563