

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 17, 1905

Number 1130

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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Union Trust Building, Detroit, Mich.

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The William Connor Co.

WHOLESALE CLOTHING
MANUFACTURERS

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

Commercial
Credit Co., Ltd.
Widdicomb Building, Grand Rapids
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Good but slow debtors pay
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Collection Department

R. G. DUN & CO.
Mich. Trust Building, Grand Rapids
Collection delinquent accounts; efficient, responsible; direct demand system. Collections made everywhere for every trader. **C. E. McCrone, Manager.**

Have Invested Over Three Million Dollars For Our Customers in Three Years
Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.
Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
1023 Michigan Trust Building,
Grand Rapids, Mich.

The Tradesman Company
Engravers and Printers
ILLUSTRATIONS OF ALL KINDS
STATIONERY & CATALOGUE PRINTING
GRAND RAPIDS, MICHIGAN.

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Recent Business Changes in the Buckeye State.

Athens—G. L. Putnam is succeeded by Millihan & Hickie in the jewelry business.

Bowling Green—R. & F. & A. G. Mercer are succeeded in the grocery business by D. Mercer & Son.

Cleveland—Wm. J. Schroeder, of the firm of Sheahan & Schroeder, has sold his interest in the metal works to his former partner, Martin Sheahan, who will continue the business.

Columbus—E. J. Adams, grocer, is succeeded by Adams & Watson.

Dayton—Rueben Schendler succeeds Chas. C. Francisco, druggist.

Dayton—Elwood E. Rice has merged his medicine manufacturing business into a stock company with an authorized capital stock of \$10,000. The new corporation will do business under the style of the Indian Medicine Co.

Dayton—The Irvin Paint & Glass Co. has increased its capital stock to \$125,000.

Dayton—The Pretzinger Catarrh & Balm Co. has been incorporated under the same style with a capital stock of \$200,000.

Dayton—The Sachs-Pruden Co. has been incorporated for the purpose of manufacturing mineral waters and soft drinks. The company has an authorized capital stock of \$150,000.

Findlay—The Glessner Medicine Co. has been incorporated under the same style.

Findlay—P. W. Harris, formerly engaged in the grocery department at the C. F. Jackson store, and Ora Neeley, a clerk at the Ulsh grocery, have purchased the grocery of Andrew Hartman at the corner of South Main and Lincoln streets. Mr. Hartman has retired from trade on account of ill health.

Defiance—Judgment on cognovit for \$586 has been rendered against the Gold Leaf Baking Powder Co.

Lima—C. A. Negelsbach has filed a chattel mortgage for \$1,800 in favor of the Metropolitan Cigar Co.

Lima—The Bowers Manufacturing Co. and the Indianapolis Roofing & Corrugating Co. have formed a consolidation and will manufacture sheet metal specialties.

Lucasville—C. J. Moulton is succeeded by Moulton & Kline in the general store business.

Millersburg—Smith & Schott are succeeded in the wholesale grocery business by the Smith & Schott Co.

Peebles—W. W. Davis will continue the lumber business formerly conducted by Davis & Co.

Ravenna—A. C. Williams, manufacturer of sad irons and house furnishing specialties, is succeeded by the A. C. Williams Co.

Springfield—The drug store formerly conducted by A. C. Miller has been sold by John L. Zimmerman, receiver, to John Morrow, John N. Garver and George C. Lynch, of this place, and Jacob Koblegard, of Weston, West Virginia. The purchasers will form a stock company and continue the business. Mr. Morrow, who has been a druggist for over twenty years, will take the management of the business. The stock was appraised at \$6,700 and the purchase price was \$4,500.

Springfield—Herman Kastens is succeeded by B. B. Jones in the confectionery and grocery business.

Toledo—B. A. Stevens, of the B. A. Stevens Co., which manufactures refrigerators and butchers' supplies, is dead.

Cleveland—The creditors of the Eclipse Brass Manufacturing Co. have filed a petition in bankruptcy and a receiver has been appointed.

Dayton—A petition in bankruptcy has been filed by the creditors of A. G. Myers, retail grocer.

St. Mary's—A petition in bankruptcy has been filed by the creditors of H. J. T. Nietert, dealer in flour and feed.

Springfield—E. L. Arthur has been appointed assignee for J. W. Harwood & Co., grocers.

Most publishers take little interest in the advertising problem further than to manifest their desire to sell white space. Yet mere space counts for very little, either bought or sold. It is the stuff in the space plus the circulation of the medium that alone can make good for the advertiser. You, sir, appear to be an exception, as is shown by your intelligent analysis of the situation; but even you don't quite seem to see why you should send us your paper until Bro. Somebody has begun largely to increase his space; in default, whereof, you not unnaturally suggest that we would better take a little space ourselves.

GENERAL TRADE REVIEW.

There have been enough of conflicting conditions in many fields affecting speculative values to keep the average of prices from going much either above or below the general level. Sensitiveness to reports of adverse weather affecting seeding, to political complications affecting European nations in their far eastern interests and the various local disturbances, such as labor in Chicago, questions of rate regulation, etc., seem to prevent any continued upward movement. However, the general trend is toward a general recovery in prices, and if this is more deliberate than some might wish it will be better for general trade in the long run.

There is nothing in the situation to materially affect general trade distribution beyond the slight interruption of a wet month and its increase of attention to the work of seeding when weather conditions permit. Railway earnings continue at the highest and the work of increasing railway equipment is being urged everywhere. No small factor in the railway situation is a general boom in structural operations of all kinds. These are being pushed as the season advances without abatement in every section and the demands on transportation facilities are something tremendous.

Fortunately during the period of speculative reaction there has been plenty of ready money to meet all needs. This has operated to aid industrial expansion as in structural increase and enlargement of plant and to afford the means of keeping operations in the greatest activity.

In iron and steel the long continued increase in production seems at last to have overtaken the volume of demand, so that a slight increase in stocks is reported. This is better for the general situation as it gives assurance of there being no undue increase in prices. In the great textile industries there is no diminution of activity and in the manufacture and distribution of footwear dealers are coming to accept the increase in prices as an inevitable condition of the trade and orders are being placed with the utmost freedom.

When you go into mixed company, the air you should carry with you there is that of fearing no one and wishing to offend no one.

The homely girl with one beau usually gets married sooner than the pretty girl who has half a dozen on the string.

The man who hates to see another happy is certainly safe from catching it himself.

RENOVATED BUTTER.

Regulations of Department of Agriculture Upheld.

An important decision has been handed down by the District Court of the United States, Northern District of New York—U. S. vs. Mott Green—on demurrer to an indictment charging the defendant, a dealer in butter, with the crime of having removed, at Binghamton, N. Y., the words "renovated butter," also the stamps and caution notices from original packages of that article manufactured and sold to the defendant in Ohio and brought into the State of New York for sale and there sold after the removal of the stamps and brands.

The defendant demurred on the ground that such act of removal of brands and stamps does not constitute a crime.

The demurrer was overruled and the indictment verified, Judge Ray writing the decision.

Judge Ray cites from the Oleomargarine Act of May 9, 1902, all sections defining renovated butter, imposing taxes thereon, prescribing the branding of the article and delegating to the Secretary of Agriculture certain powers of supervision of manufacture, formulation of rules, etc. He cites also the portions of previous laws referring to the inspection of live cattle, etc., by the Secretary of Agriculture which were made applicable to renovated butter by the Act of May 9, 1902.

Judge Ray declares it evident that the means of identification of all these articles and products—the marks, stamps, or labels—are to attend, go with and be attached to them until they have reached the hands of the consumer. He says:

The Oleomargarine Act, approved May 9, 1902, not only provides that renovated butter and the packages containing the same shall be marked with the words "renovated butter" or "process butter," but that it shall not be transported or shipped into any state or territory or any foreign country other than that of its manufacture, until it has been so marked. Section 5 of that Act also imposes a penalty for the shipment, transportation or removal of such renovated butter to another state or territory if such provision for marking or labeling shall not have been complied with.

Congress evidently had a purpose in providing in Section 5 that all parts of the act for an inspection of meats, etc., and above referred to, applicable to the subjects and purposes described in the Oleomargarine Act should apply to process or renovated butter.

The provisions in the Oleomargarine Act providing for inspection and the making of needful rules and regulations for carrying the act into effect, etc., correspond, as to purpose, etc., with the provisions of Section 1, 2 and 3 of the act for inspection of live cattle, etc., approved March 3, 1891, and as subsequently amended.

In the Oleomargarine Act we find no provision making it a criminal offense to forge, counterfeit, etc., or to knowingly and wrongfully alter, deface or destroy any of the marks, stamps or other devices provided for in the regulations of the Secretary of Agriculture or in the law, but we must conclude, and it is evident, that there is as much necessity for such a provision in regard to renovated or process butter as in reference to meats, etc., intended for human consumption. Butter is used largely for human food, and the act bears on its

face abundant evidence that one of its purposes is to prevent the interstate transportation and sale of process or renovated butter unless properly stamped, labeled, etc.

Is it necessary, proper, or advisable that the stamps, marks, labels, etc., upon renovated or process butter or the packages containing same shall not be removed, altered or defaced until such article has reached the hands of the consumer? Evidently so. Otherwise at any time after the process or renovated butter has left the factory on its way to another state or territory the labels and marks may be removed with impunity and especially after such renovated butter has reached another state is the person transporting it at liberty to remove all such marks. Its identity as process or renovated butter is then destroyed and it may be sold and resold in the state or territory to which shipped as genuine butter, or, as applied to this case, the renovated butter manufactured in Ohio, and being a subject of inter-state commerce and having entered into inter-state commerce, having been shipped to and received in the State of New York by a dealer in butter and not a consumer, is with the marks removed placed upon the market as genuine butter, and, with the marks to identify it as process or renovated butter removed, may be transported to the State of Connecticut or any other state or to a foreign country as genuine butter. If the marks, etc., "for identification" have been removed the Government can not follow it even while remaining an article of inter-state commerce. If such stamps, labels, etc., may be removed then the purpose of the law, aside from the payment of the original tax imposed upon such a product, is absolutely defeated. It is evident that Congress intended to incorporate and has incorporated into the Oleomargarine law, the act approved May 9, 1902, Section 4 of the act approved March 3, 1891, being "An Act to provide for the inspection of live cattle, hogs and the carcasses and products thereof, which are the subjects of inter-state commerce, and for other purposes," as amended, so far as applicable, and Section 4 as amended is applicable and pertinent and necessary to carry into full force and effect the purpose of the Oleomargarine law which applies to renovated or process butter. Applying the provisions of Section 4 of the Act of March 3, 1891, as amended, to the Oleomargarine law and we would have that section incorporated therein read as follows:

"That said examination shall be made in the manner provided by rules and regulations to be prescribed by the Secretary of Agriculture, and after said examination all process or renovated butter found to be wholesome, sound and fit for human food shall be marked, stamped or labeled for identification as may be provided by said rules and regulations of the Secretary of Agriculture. Any person who shall forge, counterfeit, simulate, imitate, falsely represent or use without authority or knowingly and wrongfully alter, deface or destroy any of the marks, stamps or other devices provided for in the regulations of the Secretary of Agriculture of any such process or renovated butter, or who shall forge, counterfeit, simulate, imitate, falsely represent or use without authority, or knowingly and wrongfully alter, deface or destroy any certificate or stamp provided in said regulations, shall be deemed guilty of a misdemeanor, and on conviction thereof shall be punished by a fine not exceeding one thousand dollars or imprisonment not exceeding one year, or by both said punishments, in the discretion of the court."

Substantially the only change necessary to be made in Section 4 in order to adapt it to the Oleomargarine Act is to strike out the words "carcasses or other products" wherever

they occur, and insert in lieu thereof the words "process or renovated butter."

It seems to this court self evident that the plain intent and purpose of Congress was to make it a criminal offense and punishable to forge, counterfeit, simulate, imitate, falsely represent or use without authority, or knowingly and wrongfully alter, deface or destroy any of the marks, stamps or other devices provided for in the regulations of the Secretary of Agriculture of any process or renovated butter, or to forge, counterfeit, simulate, imitate, falsely represent, or use without authority, or to knowingly and wrongfully alter, deface or destroy any certificate or stamp provided in said regulations, and to declare either of such offenses a misdemeanor and to provide a punishment on conviction by a fine not exceeding one thousand dollars or imprisonment not exceeding one year, or both in the discretion of the court. Instead of incorporating the language of the act of March 3, 1891, as amended March 2, 1895, into the Oleomargarine law, said act was referred to, and it is explicitly provided that "all parts of an act providing for the inspection of meats for exportation, approved August 30, 1890, and of an act to provide for the inspection of live cattle, hogs and the carcasses and products thereof, which are the subjects of inter-state commerce, approved March 3, 1891, and of the amendment thereto approved March 2, 1895, which are applicable to the subjects and purposes described in this section, shall apply to process or renovated butter."

It follows necessarily that, if the purposes of the Oleomargarine law are substantially the same as the purposes of the meat and cattle inspection law above referred to, the provision above referred to making it a crime to remove or deface the stamps, marks, etc., has been incorporated in and must be read into and as a part of the Oleomargarine law. Congress is not supposed to have used the language it did in Section 5 of the Oleomargarine act without a purpose, and the language used either incorporates the criminal provisions referred to into that act, or fails to incorporate any part of the cattle and meat inspection law into the Oleomargarine Act, and the language of Section 5, referred to, becomes meaningless and inoperative.

Judge Ray later considers the bearing of Section 1 of the Oleomargarine Act upon the circumstances under which process or renovated butter is to be regarded as an article of inter-state commerce.

Section 1 provides that all articles known as oleomargarine, butterine, process, renovated or adulterated butter, etc., etc., transported into any state or territory and remaining therein for use, consumption, sale or storage shall, upon arrival within such state be subject to the operation and effect of the laws of such state in the same manner as though produced in that state and shall not be exempt therefrom by reason of being introduced therein in original packages.

Judge Ray does not agree that this provision wholly divests the articles named—including renovated butter—of their character as subjects of inter-state commerce immediately on their arrival in a state other than that of their production, at least to the extent of permitting the removal of all marks, labels, etc., required by the National law to be affixed to an article of inter-state commerce. He says:

Marked and labeled by order of the General Government "for identification" and stamped, the tax having

been paid, the process or renovated butter so marked or labeled is distinguished from all other. Other process or renovated butter made in the same factory and equally subject to the law, but not inspected, marked, labeled or stamped, may be shipped into another state at the same time. Has the General Government lost jurisdiction over the latter because of Section 1 of the Act in question? May not the Government officials follow it? Can inspection or tax or both be avoided by shipping it over the border of the state? Has not the Government marked and labeled or caused to be marked and labeled that which was examined and inspected and on which the tax was paid, for purposes of identification, for the purpose of distinguishing it from that not inspected and examined and on which the tax has not been paid? Has not the Government the right to demand that such marks and labels and stamps shall remain until the article reaches the ultimate consumer, or at least until it has passed to a purchaser in the state to which taken and has become commingled in the common mass of property in the state? Does not the purchaser who takes the article from one state to another take it with knowledge of the law, and does he not assent to the proposition that such marks, etc., shall remain?

In considering the point of distribution at which the article ceases to be a subject of inter-state commerce Judge Ray comes to no very definite conclusion. He cites various decisions bearing upon the question and seems to come to the conclusion that the articles must be considered subjects of inter-state commerce until at least one sale has been made within a state. He says:

Without going into the numerous cases bearing to some extent, even though indirectly, on the question, this court is of the opinion that in making "process" or "renovated butter" transported into a state and remaining therein for use, consumption, sale or storage therein, subject on arrival in such state, to the operation and effect of the laws of such state enacted in the exercise of its police powers to the same extent and in the same manner as though such articles had been produced in such state, and declaring that same should not be exempted from such laws by reason of being introduced into such state in original packages or otherwise, Congress did not intend to confer any power and has not conferred any power on any person to remove the marks, labels, stamps, etc., from process or renovated butter. When the packages are used the marks, stamps, etc., are to be destroyed. New York has passed no law allowing this to be done and it is not seen that such a law could be passed in the legitimate exercise of the police power of the State. Section 1 of the Oleomargarine Act was not intended to abrogate any penalty imposed for the violation of the penal provisions referred to, or to permit the acts therein forbidden, or to empower a state to make any law interfering with the operation of such laws unless there should arise a conflict between the laws of the United States and those of the state passed in the legitimate exercise of its police power. It is perfectly clear that to permit the removal of the stamps, marks, labels, etc., on packages of a food product of this character, and specifically authorized by law while such articles remain an article of inter-state commerce, or even thereafter when we consider the objects and purposes of the law, would not only defeat the objects and purposes of the legislative body, as to inspection, etc., but open the doors wide to frauds on the revenue. The placing of the marks, etc., on the packages implies they are to remain.

I Buy, Make and Sell BUTTER

In Fact, I Have Been Doing This Same Thing
Almost Exclusively for 29 Years

I do not care a snap about your poultry or eggs or eat or packing stock; neither do I come out with a couple of pages of cheap local advertising trying to swell up like a toad in my own mind and telling you about the played-out firms I used to work for, or how many years since I was born, or whom I went to school to or how many lickings I got (fact was, I got lots of 'em), or where I was born, or who my folks were. BUT, if you have any

Fresh, Sweet Dairy Butter

more than your trade requires---I am always glad to name you a cash price on same---give you exactly what it weighs on arrival, net, with two per cent. additional towards any shrinkage that may come in handling on the road, and send you check same as I have done for the past twenty years.

Use parchment liners now always and do not use cloth or cheap paper over the butter during warm weather if you wish to avoid heavy shrinkage. Write now---ship your butter to me.

E. F. Dudley, Owosso, Mich.

Not an Incorporated Company at All, Just Plain
DUDLEY, but GOOD Just the Same

AROUND THE STATE

Movements of Merchants.

Benton Harbor—Percy Lewis succeeds Warman Bros. in the drug business.

Rosebush—Wm. Calkins is succeeded in the meat business by John Coyne.

Kalamazoo—Wm. L. Wood, grocer, is succeeded in business by Arthur Upson.

South Haven—M. Van Alstyne, late of Manchester, Iowa, has opened a new cigar store.

Newberry—The candy kitchen owned by A. Lafkas has been removed to Negaunee.

Alpena—James Bowden is succeeded in the clothing business by Martinson & Stafford.

Ravenna—W. E. Patterson has bought the grocery stock and meat business of John Sturtevant.

Union City—The Miller Drug and Grocery Co. succeeds M. Odren in the drug and grocery business.

Ann Arbor—C. J. Sweet has leased half of the Goodspeed shoe store and engaged in the cigar and tobacco business.

Gaylord—George W. Ellwanger will continue the grocery business formerly conducted by Wm. Ellwanger & Son.

Athens—J. F. Culp has sold his drug stock to Fred R. Ashley, who has been head clerk in the store for several years.

North Lansing—J. H. Wallace has rented a store at North Lansing and will stock the same with millinery and dry goods.

South Haven—The name of the drug store formerly known as the Crown Drug Co. has been changed to the City Drug Store.

Flint—A petition in bankruptcy has been filed by the creditors of A. W. Hixson, who formerly conducted a drug and grocery store.

Three Rivers—The Manufacturers' Clothing Co., of Hillsdale, has opened a branch store here under the management of F. M. Stanton.

Morenci—B. M. Heimer, of Toledo, has opened a dry goods store in the building just east of E. W. Scofield's furniture establishment.

Shelby—R. B. Hanchett & Son are closing out their mercantile business at Floodville and will confine their attention to their store here.

Gladwin—Dr. A. D. Salisbury, formerly representative from the Gladwin-Midland district, has again engaged in the drug business at Midland.

Coldwater—The Milnes Supply Co. is preparing to build an addition to the rear of its grocery store, which will give them considerable more room.

Woodmere—Theodor Harms & Son will remodel and enlarge their hardware store by extending it to the lot line and putting in plate glass windows, which will be a great improvement.

Clare—Elmer A. Anderson has purchased the drug stock conducted under the style of the City Drug Store and will continue the business at the same location.

Lansing—H. M. Meloche, of Ishpeming, has purchased the Opera House drug store of F. H. Williams and will continue the business at the same location.

Middleville—A. E. Mulholland has purchased the drug stock of W. H. Goodyear, taking possession May 4. Mr. Mulholland is an experienced drug man of Alma.

Grand Ledge—Robert Astley has bought the implement stock of J. H. Walsh and Mr. Walsh will hereafter conduct the elevator recently owned by E. C. Astley & Son.

St. Johns—O. P. DeWitt will remove his wholesale grocery establishment to the ground floor and basement of the three-story building now being erected by the Odd Fellows.

Bowens Mills—Jay T. Hoard has purchased the interest of Minerva Goodspeed in the general stock of Goodspeed & Hoard and will continue the business at the same location.

Battle Creek—W. J. Wait will embark in business at this place and will be a launcher of the firm of Haigh Bros. & Wait, which will deal in hay, grain, buggies, coal and wood.

Monroe—B. W. Hurd, Chas. Phinney and Wm. Hurd have purchased the interest of Henry and George Beisel in the grain, hay and builders' supply business of the Geo. E. Hurd Co.

Manistique—Robt. Rubin has sold his stock of hardware to Ida McDonald, who will continue in business in the Quick building on Oak street. The business will be managed by M. J. McDonald.

St. Joseph—The Howard & Pearl drug stock has been purchased by Cornelius Crawford and Frank T. Gillespie, who will continue the business under the style of Frank T. Gillespie & Co.

Union City—The Coleman Drug Co., of Lawton, has purchased the Wilkins drug stock and will continue the business as a branch of the Lawton establishment under the management of Shell Coleman.

Saginaw—The Lane Chemical Co. has been incorporated for the purpose of dealing in drugs and chemicals, with an authorized capital stock of \$10,000, of which \$8,000 is subscribed and paid in in cash.

Belding—J. Bricker has received into partnership in the grocery business his son, Wm. F., and the name of the firm will be J. & W. F. Bricker. The meat market will be closed and the room used as a store room.

Coldwater—Frank Fisk has made an offer for the Hemingway grocery stock and it has been accepted by Receiver Adams, subject to the approval of Judge Yapple. As soon as this can be secured the transfer will be made.

Detroit—The Milburn Scale Company has been incorporated for the purpose of dealing in scales and weighing devices, with an authorized capital stock of \$50,000, \$25,000 com-

mon and \$25,000 preferred; \$50,000 has been subscribed and paid in in property.

Montgomery—P. D. Woodring has rented the store room of F. M. Kelso at Clear Lake and will conduct a grocery during the summer season. C. G. Gormley, of Metamora, Ohio, is expected to arrive about June 1 to take charge.

Escanaba—Brauns & Van, wholesale fruit and produce dealers of Green Bay, have established a branch warehouse in this city. Jesse Owen, for ten years employed by Erickson & Bissell, has taken the position of local manager.

Battle Creek—Isaac Dowsett has re-opened the drug store at 110 Calhoun street, formerly run by Claude C. Jones, under the style of A. Dowsett & Co. Mr. Jones will soon re-open the Charles E. Humphrey drug store in his own name.

Benton Harbor—Lewis Haas, the Yore block grocer, has leased the room adjoining his store at 155 Territorial street and will have an arch cut between the two large rooms and install a stock of general merchandise in the new store.

Plainwell—John R. Schoonmaker has sold his drug stock to John Miller, formerly engaged in the drug business at Monroe, and Anthony Miller, formerly with the Charles Drug Co., at Paw Paw. The new firm will be known as the Miller Drug Co.

Coldwater—Will Smith Chandler and his brother-in-law, Herbert Lee, have purchased the Chandler hardware stock and business and the east store and will continue the business as Chandler & Lee. Miss Alice Chandler takes the west store.

Sault Ste. Marie—The C. E. Davis Co. has purchased the furniture stock of J. Vanderhook and will consolidate same with its old stock and continue the business. Mr. Vanderhook will retire from the furniture business but will continue as an undertaker.

Grand Blanc—A corporation has been formed for the purpose of conducting a general telephone service under the style of the Grand Blanc Telephone Co. The company is capitalized at \$4,000, of which amount \$1,120 has been subscribed and paid in in cash.

Portland—Bert Badgley, who has been in the coal and wood business here for a number of years and in the ice business for three years, has disposed of his entire interests to James L. Case, of Greenville, in which city Mr. Case has been conducting a feed barn.

Charlotte—Kinsman Bros. have sold their drug stock to H. A. Blackmar, who will continue the business at the same location. Mr. Blackmar was a druggist here many years previous to selling out to Jas. Bryan seven years ago. Since then he has resided in Owosso and Saginaw.

Newberry—A. A. Klinglund has sold his interest in the firm of Klinglund & Rhoades to B. A. Lord and the new firm will continue the business under the style of Lord & Rhoades. All debts due and owing by the old firm of Klinglund &

Rhoades will be paid by the new firm, and all claims due said old firm are to be paid to Lord & Rhoades.

Detroit—The Michigan Shoe Co. has secured a long-time lease of the double store at 144 and 146 Jefferson avenue, just south of Griswold street, 50x100, five stories and basement, which is now being put in shape for it to move into. The location is a very much better one, all the suburban cars passing the door, and is in the heart of the jobbing district and within a block of Woodward avenue. The change will take place about June 15.

Eagle—Harvey Godfrey, who has been in this place the past year, is in financial difficulties. He came here to run the hotel and feed barn and brought with him a stock of buggies. A short time ago the owner of the buggies found that Godfrey had mortgaged them, and took a chattel mortgage on Godfrey's stock of groceries to square matters. No further payments were forthcoming and last week the entire stock was taken over by Fred L. Francis, one of the many creditors. Late last week Godfrey disappeared, leaving his family in ignorance as to his movements.

Mt. Clemens—The Business Men's Association has agreed to close the business places of this city at 6 o'clock after September 1. The plan is already meeting with objection, and it is stated by those favoring the keeping open of shops in the evening that Mt. Clemens has lost much of the farmers' trade, and that the fact that the country stores in the immediate vicinity are becoming so prosperous is due partially to this policy pursued last winter and up to May 1. Secretary Waterbury, of the Association, declares that he is heartily in favor of the early closing plan, except for three of the summer months.

Houghton—Walter McVicar and Peter Falvey, the new proprietors of the Houghton Cash grocery store, assumed charge of the business and will hereafter conduct it under the firm name of McVicar & Falvey. Mr. McVicar, the senior member of the firm, was for six years past employed by E. W. Bronsall, the retiring proprietor. Mr. Falvey has been a resident of Houghton for about a week. He was employed for sixteen years with Hatfield & Bradfield, at Copper Falls, where he made a splendid reputation as a progressive salesman and capable groceryman. For seven years Mr. Falvey has been manager of the general stores at Allouez for J. P. Petermann.

Commercial Credit & Co.

CREDIT ADVISERS
COLLECTIONS AND
LITIGATION

LIMITED

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



Trompen & Kloet are closing out their grocery stock at 358 East street.

H. J. Minall succeeds Kuipers & Welmers, who formerly conducted a hardware business on Grandville avenue.

W. P. Manning has opened a grocery store at Byron Center. The Musselman Grocer Co. furnished the stock.

J. J. Kinsey has engaged in the drug business at Three Rivers. The Hazeltine & Perkins Drug Co. furnished the stock.

Albert Martin has arranged to open a drug store at Fowler. The Hazeltine & Perkins Drug Co. has the order for the stock.

C. E. Brewster and Mr. Daily, who formerly conducted a fuel and feed business at 1 Robinson avenue under the style of the East End Fuel & Feed Co., are succeeded by C. M. Bradford.

The hospitals of the city of Grand Rapids render a quiet and unostentatious but helpful service to mankind which ought to be thoroughly appreciated by our citizens. The management of these great institutions devolves, in the main, upon the loyal and sympathetic women of this community and their efforts to bring the service up to the highest efficiency should meet with the generous cooperation of the people of Grand Rapids. Saturday and Sunday are hospital days in this city. Upon them the richest and the poorest citizens have an opportunity to show their appreciation of the great work being done here, and it is the earnest wish of the Tradesman that employer and employe in this community will vie with one another in doing all that they can in helping to maintain these creditable institutions and the efficient corps of nurses provided by them.

The Produce Market.

Apples—Spies and Russets command \$2.50, while Baldwins and Ben Davis varieties fetch \$2.25. While the season for apples is fast waning there is still a fair business in some lines. The demand is better than the average for the season and with berries so cheap.

Asparagus—65c per doz. bunches.

Bananas—\$1 for small bunches and \$1.50 for large. The supplies are liberal and nothing but the abundance of strawberries limits the trade as much as it is, as the figures are attractive enough.

Beets—40c per bu.

Butter—Creamery has declined to 22c for choice and 23c for fancy. Receipts are large, especially of dairy grades, which are running fine as to quality. No. 1 is firm at 20@21c. Packing stock is steady at 15@16c. Renovated is firm at 21@22c.

Cabbage—Home grown is in moderate demand at 65c per doz. South-

ern is now in market, commanding \$2 per crate.

Celery—\$1 for California.

Cucumbers—The market is steady at \$1 per doz.

Eggs—Local dealers pay about 14¼@15c for case count, holding candled at 16c. The receipts are running liberal, but the storage people are still picking up the good stock for putting away and they keep the price at about the same level. The consumptive demand is large, also. Enough poor eggs are coming in to necessitate the candling of nearly all the receipts.

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—\$1.25 per bu. for Southern.

Onions—\$2 per crate for Bermudas.

Oranges—California Navels are steady; \$3.25 for choice, \$3.50 for fancy and \$3.65 for extra fancy. Strawberries have cut into the orange trade in some degree the past week, but there is still a very fair movement. Several cars of excellent fruit have been received during this past week. Their flavor is unusually good and the jobbers anticipate no trouble in moving them. Prices are unchanged all along the line. Assortments are ample as far as sizes are concerned.

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.

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 fatches 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—\$2@2.25 per case of 24 quarts for good stock. There have been heavy rains in the Southern strawberry district and the fruit got wet, arriving in this market in more or less damaged condition. This is not to be taken as indicating that all the fruit is bad, however, as some very good stock has come in, but the abundance of the poor stock has a bad effect on the whole market.

Tomatoes—\$2.75 per 6 basket crate.

Wax Beans—\$2 per bu. hamper.

New Beets—\$1.50 per bu. box.

The Grocery Market.

Sugar—As foreshadowed by the Tradesman last week, a decline has occurred, although the suddenness of the change caused some excitement. Were it not for the fairness of the refiners this decline would have been a heavy blow to the jobbers, who have large quantities of contract sugar still undelivered. All this sugar was bought about six weeks ago at the high price, and the refiners could probably have compelled the buyers to take it had they chosen to do so. Contemporaneous with the decline, however, came a notice that the jobbers would be allowed to take their undelivered sugar at the reduced price, provided they take it at once. How much of a concession this is becomes evident when it is known that the refiners hold between 500,000 and 1,000,000 barrels of sugar still undelivered. There are two reasons why the refiners have not before seen fit to reduce the price of refined sugar. One was in order to protect themselves, as they bought large quantities of high-priced raw sugar, which is now coming in and being worked up. Until this was used up the low prices now prevailing could do the refiners little good. The other reason was philanthropic—the protection of the wholesale grocery trade, although there was an element of self-interest here also. About the first of April the Trust represented that the sugar market was about to advance and advised large buying. The jobbing trade accordingly bought sugar so heavily that the aggregate sales around that time are believed to be a million barrels. True to prophecy, the market did advance, but a large part of the sugar sold then is still unsold or undelivered, and the Trust felt that if it declined prices with this unsold sugar still charged against the jobbers at the high price at which it was bought, a tremendous hue and cry would go up, for nearly all jobbers would be affected. At the end, however, the decline had to come with the sugar still undelivered.

Tea—There have been no developments of any character except possibly a little better feeling all around on account of the larger distribution. May is showing a much better demand for tea than April did. There is a strong undercurrent to the market and will be until the naval situation is decided.

Coffee—There have been no developments of particular importance, except that some of the jobbers have advanced their low grades ½c or so to conform with the package goods and the generally higher tone to the market. The movement is excellent. The advance of a half last week, coupled with the strong talk that has been indulged in, has given the trade confidence in the market and coffee is being bought more liberally, perhaps, than at any time for several months.

Canned Goods—Corn is doing well, but not so well as tomatoes. The demand for corn is not influenced by the presence of the green vegetable just now, as is that for tomatoes and

peas. Peas are selling very well. This is the time when the trade that can not afford the green peas takes to the canned goods and the demand is thus made large. The same is true to a certain extent of string beans and some other vegetables. Canned fruits are doing about as well as usual. This applies particularly to cheaper grades of apples, peaches, cherries and berries for pie material. Gallon apples, which were scarce a while ago, are once more abundant in this market. Opening prices on Columbia River salmon have been made and they are practically the same as last year. The situation is very interesting, however, as the packers have already booked as much as the whole pack last year. Sardines are selling fairly well at unchanged prices. The market is firm.

Dried Fruits—Peaches are dull and unchanged. Some packers have named future prices. Seeded raisins are very quiet at unchanged prices. Loose raisins are still firm, by reason of generally light stocks. The demand is quiet. Apricots are scarce on spot and the situation is steady. Futures are quiet, but slightly higher. Currants are unchanged and in fair demand. Prunes are in slow, hand-to-mouth demand. There is no change as to price, the firm future outlook having had as yet no effect on spot values whatever. No future price has as yet been named, except a 2c basis price, which was withdrawn when the crop scare came. Only a few were sold on that basis.

Molasses and Syrups—The situation is utterly devoid of any exciting features. Retailers have taken in their summer supplies pretty well and the movement is confined to small lots. Corn syrups are steadier than two weeks ago, as the market has adjusted itself to the new level of prices. Demand is good. Maple syrup is selling freely, comparatively speaking.

Rice—The market is a shade firmer, but not enough so to affect seriously the prevailing prices. Demand is lighter as the season advances. Stocks are of ample dimensions and the outlook for the summer's business is good.

Fish—Cod, hake and haddock are dull and easy. Salmon shows nothing new, except that some of the Columbia River packers have withdrawn prices, having sold as much as they care to. Lake fish and whitefish are both quiet and unchanged. Mackerel is unchanged for the week and dull. Prices are fully maintained, however. Sardines are quiet and nominally unchanged, although some sales are said to have been made by outside packers at slight concessions.

Wm. G. L. Vincent, dealer in hardware, staple and fancy groceries, hay, feed and seeds, Luther: I enclose check for \$2 for one year's subscription. Your paper is worth more than that amount per year to any live merchant and I have always considered it a welcome visitor at my store.

It is a noble thing to die, but it is usually harder and more noble to live.

WINDOW TRIMMING

Sporting Goods Exhibit of Interest To Hardwaremen.

When the man on the Rialto has experienced that tired feeling that comes along with spring days, the ennui that makes him out of love with the continual strain of much accumulation of stocks and bonds, when his mind reverts unceasingly to the old farm home of his boyhood, and particularly to that fishpole up in the attic, or on the wall out in the woodshed, with which he was wont to sneak off to the lake, accompanied with his faithful dog and an old tin can of angleworms he had surreptitiously unearthed behind the barn—I say, when the business man gets this irresistible feeling for the old amusement of his childhood days, he utters

articles calculated to gladden the heart of the aquatic sportsman.

One often hears the expression, "He'd rather fish than eat!" The person addicted to the pleasures of the table but not to those of the stream finds it impossible to enter into the enthusiasm of the devotee of the rod, who, perhaps, furnishes him with toothsome samples of the delicious edible. The former will not concede that there is any other sport on earth half so enjoyable as this one. I was on an excursion, two or three years ago, which took in the northern points of interest, and among the party were a number of the most ardent of lovers of the diversion, who, at every possible opportunity, dropped a line, on several occasions narrowly missing connection with train or boat, so preoccupied were they with their pleasure.

Four square dipnets 12x12 and one 14x14, all being of 1 1/4 inch mesh, are festooned across the entire front of the window and back and forth to the

the whole window is the sleeping-blanket below the innings board, wool-lined, the outside made of material impervious to moisture, so that a man encased therein could sleep in a marsh if the opening around the neck were above the waterline. A hood covers the head, just leaving room for the face. It fastens closely under the chin with a substantial button. The sheep's-wool lining is so arranged that it can be taken out of the sleeping-blanket when the weather is too warm. Scattered on the desk are small articles considered necessary for a fishing trip—numerous time-cards, maps and resort pamphlets, to assist in laying out a route.

Altogether the window is such as to appeal especially to the longing Izaak Walton; and it even enkindles in the breast of the layman an emphatic affirmative response to the pertinent interrogation:

"Why don't you?"

Queer Facts About Steel.

Although the steel and iron industry is one of the mightiest of the world and offers such rewards that some of the greatest chemists and other scientists study nothing else, there are lots of apparently simple puzzles about it that no one has been able to solve yet. The man who discovers the right answer to one or more of them may make \$1,000,000 out of it.

Everyone who handles steel knows that it gets "tired" at times. After a piece of steel has been subjected to a severe strain for a certain period it may suddenly show a decided weakness. Then the experts say that it is tired; and so it is, for if it is allowed to rest a while it regains its old strength.

Recently it has been found that a steel beam can be made stronger by increasing the load on it gradually—in other words, by exercising it just as a man exercises his muscles when he wishes to make them stronger.

Very often new steel will not pass tests that it should pass, but after a few weeks it is found that it has grown better and passes the tests beautifully. Then, again, steel that was perfect when it was tested often gets "sick." It cracks or becomes brittle, although other steel made at the same time in the same way remains perfectly sound. No man knows to-day why these things happen, but lots of people are trying to find out.



a jerry-made on his present deplorable condition and again "makes a sneak" for the "haunts of Nature in her mildest mood," where he essays to entice the "wily denizen of the limpid deep."

Mr. Arthur A. Haines must have had in mind this predilection when he so cleverly arranged the west window of Foster, Stevens & Co., down on Campau Square.

All the dummies are not women, as here we see a handsome brunette man-dummy, arrayed in the comfortable togs of fishingdom, with rod in hand, as if in the act of casting the line. He is supposed to be a man indefatigable at his desk—in fact, one who "was charmed to business." But he "broke away and is going fishing!"

There are also other sporting features introduced in the window: base ball goods at the right—chest protector (looks like two, but one is the reflection of the other in the large mirror on the wall), bats, gloves and mitts. Then come tennis things—netting, racquets and balls—temptingly disposed. All the rest of the space is given up to the display of

extreme background, making a most attractive "stage setting," as you might call it. At regular intervals all along the front edge of the net are different sizes and sorts of trolling hooks, giving the appearance of a fringe.

The voluminous rubber coat in the center of the picture ensures protection against inclement weather. Near it is a large tin-lined lunch basket, to provide for the sustenance of the inner man, and in front of it rests a wicker fishbasket, in which to bring back something to verify the length and breadth of the stories to be told later on. At the right of this is a handled rodholder. In the foreground at the left is a flybook and above it is a landingnet. This hardly shows against the drapery of brown cotton flannel, which is also employed at the right behind the base ball outfit. Immediately in the rear of the sportsman's right leg is a big minnowpail, and above at the left is a receptacle for fishing tackle. Hanging above these are placards bearing reference to the Saturday base ball game—Terre Haute vs. Grand Rapids. But the "piece de resistance" of



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.

A Whole Day for Business Men in New York

Half a day saved, going and coming, by taking the new

Michigan Central "Wolverine"

Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

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CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

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Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

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SAVES TIME & MONEY

COMPUTES COST OF CANDY FROM 5¢ TO 60 CENTS PER LB.

BEAUTIFULLY NICELY PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.

118-132 W. JACKSON BOULEVARD, CHICAGO.

ATTRACTIVE CATALOGUE—36 DIFFERENT KINDS OF SCALES

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

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Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 13—Speculators in coffee in Wall Street have been liquidating during the past few days and the volume of stock offered has been greater than the buying public could easily digest. The result has been something of a decline, and when such an event takes place buyers hesitate, thinking the reaction will be still greater. European advices were weaker, too, and this did not help matters here. No trading of importance has been done with roasters and the market is simply a waiting one. The decline seems to be a speculative move, purely, as supplies in Brazil continue moderate, and prices there for roasting grades are fractionally higher than here. At the close the rate for Rio No. 7 is 8c. In store and afloat there are 4,072,673 bags, against 2,517,493 bags at the same time last year. Sympathizing with Brazil grades, milder sorts have suffered some reaction and buyers show less interest, although prices are practically without change—good Cucuta, 9½c and good average Bogotas, 10¾@11¼c; East Indias are quiet and unchanged.

Teas are doing a little better this week, and some interest is being shown by both local and out-of-town buyers. Formasas are quite well sustained and offerings are becoming more and more limited. Line business is fairly active.

The big drop in sugar, instead of creating any rush for the article, has caused buyers to hold off for a further drop. The little business done consisted almost exclusively of withdrawals under old contracts and new business has been limited to the smallest possible proportions.

The rice market shows steady although slight improvement, and holders feel more encouraged than for several weeks. Prices remain on about the same level as last noted.

There are no changes in spices. Pepper is well sustained on the basis of the last quotations, but sales of almost all sorts of spices are limited to the smallest possible lots.

Grocery grades of New Orleans molasses have been in quite good call and with no great supply in sight, the situation being in favor of the seller. Foreign grades are at the moment in quite limited supply, and it would be very difficult to fill orders of much extent from stocks on hand here. Syrups are steady and without change in any particular.

Canned goods are not being speculated in. Oh, no! The man who speculates is lost, and of all times it would seem as if the present was about the worst time in the history of the trade to carry a stock greater than the every-day demand needs. So many things have operated "agin" canned goods during the past few

years that it would seem as if there would be some halt in the building of factories, but there is a sort of fascination about "seeing the wheels go round," and the output of "tinned" stock this year will be as large in all probability as ever. Standard Maryland tomatoes in carlots are being offered at 65c delivered in New York. Low grade peas and corn are seemingly in lighter supply than a few weeks ago, and this is well. The less goods sold at 47½@50c per dozen the better for all concerned. Salmon is unchanged, but there seems to be increasing confidence in the article.

Little interest is displayed in dried fruits and quotations drag.

We are having freer arrivals of butter and the market is easier. Best Western creamery is worth 26@26½c; seconds to firsts, 24@25½c; Western imitation creamery, 23@25c; Western factory, 22@24c and renovated, 22@25c. It is thought that next week we shall have still larger receipts and prices will be lower.

Old cheese is in very limited supply, and it is impossible to name any correct figures on the goods as it is a matter of "dicker." New stock is selling on the basis of about 12¾c for small full cream goods.

While arrivals of eggs are seemingly ample, there is no overabundance of really desirable stock, and such goods are selling fairly well at 20@21c for near-by stock; best Western, 18@18½c; seconds to firsts, 17¼@18c and from this down to 14@15c.

Be Decisive, But Not Deceptive.

A retail hardware dealer at a recent convention said, "In its broadest sense success, whether it be mercantile or professional, depends on an intelligent and decisive disposition of a subject when presented," and this is good logic. This dealer gave an illustration as follows:

"When I show Mr. Black a cast iron hammer for 25 cents, he says: 'This is guaranteed?' I say, 'No, sir, it is cast iron and you may break it in driving in a 30d nail.' If Black takes the hammer he will never return it if it breaks. If I had said in reply to the same question, 'Well, I think you will find it all right,' three out of six would return the hammer if broken."

If all dealers would be as decisive they would not only save themselves much annoyance, but gain the confidence of the people, and the confidence of the people of the community is one of the most valuable assets of any man's business. The desire to make a sale too frequently induces the salesman to, if not exactly misrepresent goods, at least make a reply which is in effect the same thing. The salesman who gains the confidence of his customer can usually induce him to buy an article that the salesman can recommend.—Implement Trade.

Chicago Freight.

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

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



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 26 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.
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The Michigan Furnace

manufactured by us is equipped with the latest improvements in the

Hot Air Heating line.

Every furnace put in by us

has proved a success.

Let us figure with you. We will save you money.

Weatherly & Pulte

97 & 99 Pearl St., Grand Rapids, Mich.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

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.

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

Mica Axle Grease

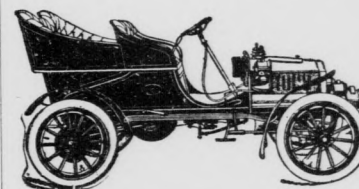
Reduces friction to a minimum. It saves wear and tear of wagon and harness. It saves horse energy. It increases horse power. Put up in 1 and 3 lb. tin boxes, 10, 15 and 25 lb. buckets and kegs, half barrels and barrels.

Hand Separator Oil

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

Standard Oil Co.

New Oldsmobile



Touring Car \$950.

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

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 10, 1905

TWICE-TOLD TALE.

The May number of the Review of Reviews tells a straight short story of ungarnished fact and the world, commercial and uncommercial, reads and wonders at it. Thirty-four workmen, dissatisfied with the returns of their labor, took each a \$100 share and went into business for themselves. The thirty-four shares are now in the hands of five of the original stockholders, the others having taken up other business enterprises of their own. The other day the firm of five were confronted with their striking workmen and the five utterly refused to grant the demanded conditions; and the reading public look at each other with expressions of wonder and astonishment, because the complaint of the workmen was the same as that which made proprietors of the old-time strikers and which those same proprietors have utterly refused to grant.

To the public who are over-weary of these costly strikes, every one of which they have to pay for in money and in inconvenience, amounting to suffering, this labor story has little consolation. It is more than an old and tiresome narrative with "trimmin's" and like trimmin's generally they beget disgust. In free and independent America the plain fact can never be covered up. We have here many instances. Poverty places her gaunt hands upon the hut-born boy, not unkindly. She gives him scant food and a hard bed and thriving upon both a robust boyhood comes and goes, leaving him a strong frame and lusty sinews. Better than that she has taught him to depend upon himself for whatever he hopes to have. There is but one way to success and he wants no other. So with his hope and strength he begins. He works and saves. In time the money earned increases and, still working, he turns his savings to practical account. In due time comes his chance. He improves it. He "sets up for himself." He has his own little front office in the back room. His business thrives and grows and he grows with it. His working force grows, too, from one—and that one himself—to ten—twenty—to two hundred and fifty—to a thousand men. Success has

crowned him and his and his business is looked upon as the mainstay of the town, which it has helped to build up. Then his thousand men come in a body to inform him that they have decided upon an increase of wages and a decrease of time, and he finds to his astonishment that his men are going to run his business with his money; that they are going to take charge "right now;" and that he has either to give up or shut down. He gives up and his exultant thousand find when too late that it is the old way only that succeeds; that through toil and sweat and anxious experience thrift, and then prosperity, come and that the modern methods, little less than robbery, end only and can end only in the very ruin they are determined to avert.

It is not the intention to discuss here and now any particular phase of this question that seems destined to be always with us; but it does seem desirable to emphasize the fact that the sooner the party most interested in the outcome understands that work only, plodding, persistent, old-fashioned work, with intelligence enough to turn to practical account the results of that work, the better it will be for the workman and the community in which that workman lives. Nobody wants him to be oppressed, nobody wants him to be down-trodden. Everybody on the contrary not only wants but insists that he shall exercise to the utmost limit, unhindered, every sterling quality he possesses to win the success he longs for, whether he works with muscle or brain or both; but one of eighty millions he must remember the equal rights of others and depend for his success alone—what success has always depended on—on those qualities which must always be depended upon for the rewards which the applauding world bestows.

It is, as it has been said already, more than a twice-told tale, as the workman in the story found and as the workman will always find if he enters the lists for the world's prizes; they are there and he can get them if he will, but he must get them according to the old order of things, and not by the highway-robbery processes which are resorted to to-day.

As was to be expected, the wreck at Harrisburg, Pa., has suggested the question whether railroads should haul as ordinary freight high explosives such as that which made the accident mentioned so great a calamity. The agitation which will inevitably follow will doubtless result in some changes. Already a number urge that explosives should be carried by special trains and with extra precautions. The information is given that crews of freight trains are always averse to handling cars containing dynamite or other explosive material and that the risk taken is a hazardous one. It is certain that if the dynamite had not been present the Harrisburg wreck would have been much less fatal.

Faith can not feed on fireworks.

AN UNLEARNED LESSON.

A few years ago the President of one of the largest banks in Ohio got up a corner on wheat and went to the penitentiary for wrecking the bank. Not so very long ago one of the lake cities opened the morning paper to find in startling headlines that a distinguished citizen had made an attempt at the cornering business and had escaped the righteous consequences by an extensive check from his father's check book. Now Wisconsin comes to the front with another bank president who has set up a corner and tried to get around it at the expense of the men and women who trusted him and he is going to see how the world looks through prison bars. Each of these cities with a head-toss has exclaimed—its only defense—"There are others," and the world waits with anxiety for the "Next."

They who feel this anxiety most are asking with an ominous head-shake, "Will men never learn?" Can it be that they, who have by painful exertion clambered to the towering heights of success and have learned or are supposed to have learned that these heights are gained and kept only by constant and determined well doing, have forgotten that stealing is just stealing—nothing more, nothing less—and that even-handed justice with blinded eyes administers the merited punishment irrespective of persons? It would seem so, and yet the roll-call of theft for lo! these many years has been constantly increasing and they who head the list were, until the crime was discovered, the leading men in the community whose citizenship they have so shamelessly disgraced.

Public opinion is not now troubling itself much over the reason. It is known already and has been for a long time. The man whose income is a good many millions a year is the Napoleon of finance. His brain is a double-decker. He has the rare genius of making other men work for him. He screws the wage-point down to the lowest living notch and sells their wage-product at fabulous prices. Understanding the full force of the proverb, "There is nothing so successful as success," he pushes himself and gets himself pushed into commanding positions where his greed gains sway, and then with other people's money he "corners the market," and another thief furnishes an illustration to the lesson that dishonesty is determined not to learn.

The result is that the people are lighting up their lanterns and, Diogenes-like, are searching every corner for an honest man. They need him. He is in constant demand. They want him in their business and out of it and more than all, in season and out of season, they want him where they can put their hands on him. The woeful fact is that he can not be found. He is not. He has become extinct and high finance and low finance are wondering where to look for the much-needed article—men to take care of other people's money and other people's property and make a faithful and honest accounting.

Credit is the mainspring of modern business and confidence is the power that keeps it in motion. There can be no confidence without honesty and faithfulness and under the appalling circumstances the only thing to be done is to train men from youth up for the places calling loudly for them even now, so train them in these so far unlearned lessons that they will learn practically that honesty is the best policy because aside from "policy" it is right.

The all-important question now is, "Who is to do the training?" Who is to see to it that the unlearned lessons are to be put off no longer? With the daily object-lesson on every hand it ought not to be difficult so to train the learner as to make it possible for the main idea to sink deep. So far the school room has been depended on and it has failed. The pulpit has been hammering away on the sixth commandment for ages to find itself beating the air and the thief-market is full. There is but one resource left. The home with the man and the woman at the head of it has got to come down—come down!—to teaching those sterling qualities of life and living which support not only that home but the society and the civilization depending upon it. The get-rich-quick idea must be crushed and the home is the only place to do it. There the task is comparatively easy. The method is as old as the hills. Line upon line; precept upon precept; here a little and there a little, all of it illustrated by an example which can come only from a parent's daily upright life. The trifling bet, the getting something for nothing, the stealing of a ride on street car or train—these and the countless practices which children see every day of their lives are in themselves trifles.

It is a hard thing to say, but it is the home training which too often turns out the thief. It is the home that winks at the result and it is the home that must rectify the evil. The law can do something, punishment can do something; but unless the father and the mother in the quiet sanctity of home teach thoroughly the unlearned lesson that honesty and truth and uprightness alone make a life worth living, the wrong-doing will still go on and an honest man, "the noblest work of God," will continue to be as it is to-day, the want of an otherwise prosperous nation.

It is said that King Alfonso of Spain will only visit during his forthcoming tour the nations that have been united to Spain by close relations and a feeling of constant sympathy since the middle ages. Thus it may be safely said that only a few countries will be visited and the United States will not be among them.

The trouble about greeting misfortune with a smile is that it never smiles back.

It is always more humiliating to own up to a mistake than to make one.

SOME STRANGE FOODS.

Rattlesnakes and Skunk Meat Said To Be Good.

That civilized man has missed some of the most toothsome dainties goes without saying, and it is evident that prejudice enters largely into this. Thus, in California, the best fish, it is said, is the sculpin, but in the East this fish goes begging on account of its disagreeable appearance. In Arizona Indian children may be seen catching ants and eating them, and in Mexico the honey ant is eagerly sought after by the natives, who eat the well-rounded, currant-like abdomen. In South America the large lizard, the iguana, is a delicacy; not to speak of the larger snakes, which in taste are like chicken. The ordinary rattlesnake, it is said, is excellent eating if one can overcome the inborn prejudice. Americans are inclined to regard the Chinese as a race of rat eaters and denounce the animal as unclean, at the same time consuming tons yearly of the most loathsome of all animals—the hog. The rat is careful of its toilet, cleaning itself constantly, but the hog is the only animal of so-called intelligence that revels in filth and prefers it to cleanliness. The common skunk, owing to its peculiar and offensive glands, will never be popular as food, yet its flesh is not only good, but delicious, according to various connoisseurs who have eaten it.

That insects do not enter more into the food supplies of nations is due to prejudice. Grasshoppers are eaten by some Western tribes. Ground up they make a meal that is said to be most nourishing and agreeable. Many a white man has pressed through a country, believing himself nearly starving as large game was not to be had, when worms and various insects were at hand. During the flight of locusts Indians sometimes collect them in bags, wash them and cook them for a meal. The most singular food, in all probability, is the larvae of a fly, common in certain portions of California, and known as Ephedra. This insect is found in such vast quantities in Lake Mono, Cal., that it is washed upon the shores in vast windrows and can be collected in bushels. The water of Mono is singular, seemingly very heavy and smooth like oil; so much so that it resists ordinary wind and refuses to become ruffled. When the larvae begin to appear the Indians gather from far and near and scrape them up, place the worm-like creatures on cloths and racks in the sun and dry them, when they are beaten up and husked, looking then like rice. The Indians call the food koochah-bee, and many bushels are collected at this time; that larvae is nutritious is shown by the condition of the Indians, who soon grow fat on the rich diet. Many birds are attracted by the larvae and gorge themselves with the singular food.

On Lake Texcoco, in Mexico, a curious fly is found, which also is eaten by the natives, and known as ahuatl; the eggs of the insect, which are deposited on sedges, are also collected

and eaten for food. On Lake Chalco a certain sedge is cultivated on which the eggs of a species of fly are deposited. Bundles are made of these and placed in Lake Texcoco for the purpose, and, when covered, the sedge is beaten over pieces of cloth and the eggs secured. These are collected and ground into a meal, also called ahuatl, and are in great demand on fast days when fish is required, the insects or eggs not being considered flesh, as they come from the water. The food is made into small cakes and tastes not unlike caviare. Not only the eggs, but the larvae, themselves a disagreeable-looking worm, are used as food under the name of puxi.

The civilized man, perhaps, turns from such food with disgust, but it is well to remember that epicures in many countries, and especially in England and America, are particularly fond of cheese when inhabited by the larvae of a very common fly. In the United States the large octopus or squid, common on the Pacific coast, offends the American palate, but the Italian, Frenchman or Portuguese eats it with avidity and considers it a delicacy. The meat is clear and white like chicken, and has the flavor of crab. The question of national tastes is an interesting one, and the contrast between those of China and America is remarkable. The objects displayed in the Chinese quarter as dainties are often repugnant to Americans. It is common to find the Chinaman selling eggs of unknown age, especially ducks' eggs containing ducklings ready to be hatched. Shark fins—a tough, disagreeable food—are in demand, while deer horns in the velvet and lizards of various kinds are eaten.

The nest of the swallow, with its bedded secretion of the mouth glands of the birds, is nearly worth its weight in gold. Trepang, the tough, impossible holothurian, is eaten, and its collection is an important industry along the Malay coast, valued at at least \$100,000 per annum. In France the sea anemone is used as food; stuffed like peppers and boiled it calls to mind crab or crayfish. The echini of various species is also used, cooked in the shell, like an egg, and eaten with a spoon. In nearly all of the old countries of Europe of the type of Spain and Italy the poor are so poor that everything in the nature of food is utilized.

Absolutely nothing is wasted, and meat is rare. The surprise of an Italian fisherman, who landed in California after a trip around the Horn, is better imagined than described. He was amazed, not at the country, but at the abundance of food. He found his countrymen eating meat twice, perhaps three times a day, when he rarely had it once a month. He saw hundreds of pounds of fish wasted and discarded merely because the people did not care for it, when in Italy even the heads would be boiled and eaten. He saw big tunnies towed out to sea and thrown away because they were tough, when in his own land every scrap of this fish was saved.

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."

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CIGARS

Are positively the best five cent cigars manufactured and have always proven to be good sellers. They are the cigars that
Wise Men Smoke,
Wise Merchants Sell.

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GRAND RAPIDS, MICH.

Distributors for Western Michigan

the home-taught expressions of speech until contact with the world has taught them the real grammar. They will spell or not as duty bids and in the meantime with diploma forgotten they will draw deeply upon such training as the schools have been able to furnish, while holding the job secured without the help of the much needed chair.

It is remarkable how many graduates have managed to get along without this chair. Consider the attempts of a certain well known graduate of Harvard, "From night till morn, from morn till dewy eve," strenuously striving to find the opening which has led him finally to the White House. What a help it would have been for the Secretary of State had he with his college course behind him been fitted into the place which in after years was to crown him the prince of diplomats. What a boon it would have been for the Rhode Island farm boy if he could have passed from the graduating platform of the First Baptist church at Brown University at once to his masterful presidency of our State University through the agency of "the chair." What—but there is no need of going on with this. The world is moving and improving as she moves. Intelligence is the law of the land and not an enterprise with success at the end of it, but is calling for trained intelligence to man it. Chance and guess have either gone out of business or are getting ready to put up their blinds. Labor of all kinds makes estimates now and draws up plans before beginning a job. The end is seen at the beginning or the work is not entered upon.

All these demands are met by the teacher, somewhere along the line—once anywhere, but now after commencement mostly. Cutting cross-lots into the store is frowned upon. The once careless grocer has made up his mind that his delivery man with considerable schooling behind him is dollars better than the letterless clown that neither reads nor writes. The manufacturer is getting over the once deeply rooted idea that a human machine at fifty cents a week can run the inanimate affair from the manufactory. "Show me your school record," is the requirement now when work is asked for and the statements there will settle the question, together with the wages going with it.

With this fact understood the outpour of the schools is not a matter of much concern. The diploma-carrier is always wanted somewhere, and as long as intelligent work is to be done he will always be in demand. That is what the schools are for and the colleges are for—to furnish without limit the trained brains that the vocations of life with out-stretched hands are calling for. The calling is going on to-day and it will not stop in June. The boys are wanted; the girls are wanted. Exactly as the thirsty grain fields of the Great West long for the rain in dry weather so the industrial fields the country over are longing for the graduate downpour, and they will appropriate every

drop of that downpour without the help of that "chair" endowed "to teach graduates how to get a job."
R. M. Streeter.

The Nimble Penny.

Quite a common error with the small retailer, particularly the young retailer, is taking too liberal advantage of quantity prices. The extra discount on a big order in one line is a big temptation, but it is the nimble penny that catches the money. Many a store and many a business is loaded down with these same large orders, bought at a big discount and kept at a great expense of tied-up capital while they are being unloaded. It costs less freight, but the interest on the money invested is more than enough to cover the extra freight. Freight only has to be paid once, while interest is a constant expense, whether it applies to tied-up or to borrowed capital. How many men have seen opportunities of some special nature escape that they would most gladly have embraced if they had felt able to afford it; opportunities that only required perhaps a small part of the idle capital represented by many an unwise purchase!

One fact, like the beggars, we have always with us; that some unwise purchases will surely be made. The best of buyers have often to regret their liberality in some direction; seldom is any buyer worthy of the name called on to seriously regret his parsimony. Big discounts are a fine thing for those who can afford them, but let the little fellow rather aim to keep his capital rolling over so actively that it will earn him greater interest than the discounts represent. It can be done. Why not do it?

Take your religion as a dose and it will soon make you sick.

From Factory to Home



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.

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

Quinn Plumbing & Heating Co. Muskegon Mich.

Heating and Ventilating Engineers. High and Low Pressure Steam Work.
Special attention Given to Power Construction and Vacuum Work.

Jobbers of Steam, Electric, Water and Plumbing Goods.

Established 1880

**YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.
You can increase your trade and the
comfort of your customers by stocking
HAND SAPOLIO
at once. It will sell and satisfy.**

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

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

CHAIR BADLY NEEDED.**One Which Enables Graduates To Get a Job.**

Written for the Tradesman.

The same old criticism comes a little earlier this year and by a change of key makes an attempt to hold up to ridicule one of the main hopes of the American republic. It has had its laugh at the sweet girl graduate and her wisdom-refusing brother. It has made all sorts of fun of the diploma and its pretty lute-string ribbon. It has asserted with a vehemence as senseless as it is uncalled for that the sheep skin and its absurd statements stand only for pads and frills. It has declared until its throat is dry and its voice husky that the owner after years of schoolgoing can not add correctly the average ledger column of figures; he can not talk his own language intelligently and correctly and so far as writing it is concerned it has long been given up as a hopeless case. The "m-hm" of public opinion has not been at all comforting and now by beginning in season he hopes to create a laugh against the holder of the beribboned diploma and begins with this:

"I'm going to endow one of the universities," said the millionaire; "going to establish a chair."

"Chair of what?" asked a friend.

"Well, I don't know what you'd call it for short, but it's a chair that's badly needed—a chair to teach graduates to get a job."

There are statistics, if they are wanted, to show how many of these graduates are let loose upon the industrial world every year. They come from the universities and the colleges in crowds and the number from the high schools of the country makes up an army of no mean proportions. These numbers are yearly increasing and if a chair to teach them to get a job is to be established it can not be established a minute too soon.

Before any appeals are made to the proper authorities it may be well, however, to ascertain to what extent applications of this character have been made. Does the university feel any embarrassment on account of the graduates still clinging to the alma mater gown? Has the State University felt the need of "the chair?" Is the Grand Rapids Board of Education deliberating upon ways and means for lessening the graduate supply? If the reports from these sources are to be at all relied upon there is no "shutting down" of the works. The toddler of the primary goes home with the joyful fact that he has "passed." There are millions in the ninth grade looking forward to the high school entrance even now with the brightest anticipations, and the seniors there—are they at all in doubt about the future after that one red-letter day in June and longing for the services of the badly needed chair to teach them to get a job?

It may be pertinent just here for the leading city of Western Michigan to ask the city Board of Education how many of last year's left-overs

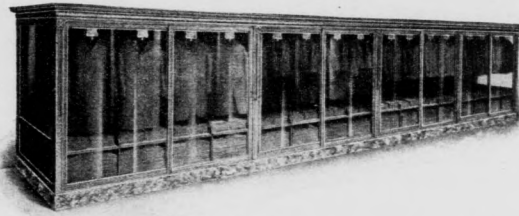
are still unprovided for. To give special point to the joke why not ask the President of the Ann Arbor faculty how many students from all the departments who were graduated in June are still eating the bread of idleness because after making all due effort they are yet in the ranks of the unemployed? With the question thus started suppose it be sent to every institution of the country worthy of the name. What in all probability will be the result? That to a man they have entered and are filling with more or less success the positions they had little or no trouble to secure.

Would it be news to the reader or to even the author of the pleasantry quoted to be told that this condition of things has always been so? Admit, for the sake of the argument, that some of last year's "grist" have not yet been provided for. How about the year before last and the preceding years? There are none; or, if some are counted as such, the misfortune is due to no fault of the schools—a condition of things not calling loudly for the getting-a-job chair.

This would be the place, if anywhere, to beat over again the oft-told and just as oft-beaten old straw; but there is use neither of turning nor beating. Perfection has not yet been reached nor has it yet so been claimed. Graduates can not and will not, until practice gives them sufficient experience, add rapidly and correctly the column of figures, long or short. They will continue to use

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Have you heard of our "Twentieth Century" Clothing Cabinet?



Write to us at once that we may send you copy of our catalogue.

Nothing handler ever invented to save the clothier wear and tear and deterioration of his goods.

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

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

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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.

Read What a Customer Says About
Our Automatic Lighting System
Stanton, Mich., May 1, 1905.
Noel & Bacon Co.,
Grand Rapids, Mich.
Gentlemen:—
The light has proven entirely satisfactory, and far beyond our expectations. We have our two big main stores, warehouse and harness factory lighted, using 7,000 candle power. Our cost for April was \$3.20 with your machine and the month of April a year ago cost us \$13 with electricity. We now have ten times the light and the best lighted store in town, and we must say your automatic part is a wonderful invention, as we can turn lights on or off anywhere in the building, the machine regulating itself, which saves both time and gasoline.
Yours truly,
Hawley's Big Dept. Store,
N. B. Kirk, Mgr.
Manufactured by Noel & Bacon Co.
Both Phones. 345 So. Division St. Grand Rapids, Mich.



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.

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Plainwell, Mich.

FOOD ADULTERANTS.

Methods By Which They Can Be Detected.

It would be impossible in an article like the following to attempt to give a comprehensive account of the various methods used by analytical chemists in examining the innumerable substances which are brought to them for investigation, but there are certain substances whose presence in an article of food or drink absolutely brings it under the ban as far as the State food law is concerned, and the recognition and identification of which is a comparatively easy matter, even to one whose knowledge of analytical processes is very slight.

The so-called "pure food crusades" which are so frequently heralded by the newspapers and the trade journals, and which are made to serve as the target of many bad jokes, to say nothing of the malignant attacks to which those persons who are engaged in enforcing the laws are so often subjected, are simply the occasional attempts on the part of the authorities of the State to enforce the laws which are on the statute books, and which should be enforced all of the time if they are to have any salutary effect whatever.

There is no use in arguing the question as to the real harm in the prohibited substances, as it is after all not so much a question of the injury to health as a question of fraudulently manipulating inferior products so as to enable the seller to obtain the price of a much higher class of goods.

The cry of "salicylic acid" has so influenced the popular mind that many persons are under the impression that the substance in question is an injurious product of solely artificial origin and that its physiological effect is but slightly less injurious than that of arsenic itself. It would no doubt surprise many of these persons to learn that an ordinary winter-green lozenge contains as much salicylic acid (combined as methyl salicylate) as the average tumbler of jelly which has been preserved with this substance; but such is certainly the case, as any one who desires may verify for himself.

The presence of aniline colors and salicylic acid being most important then, from the standpoint of compliance with the food law, more prosecutions being based on these substances than on all others put together, many persons feel entirely safe from prosecution when assured of the absence of these products from the articles which they are handling, and it is the object of this article to show the retail druggist how he can readily and effectually determine the presence or absence of these substances at least.

In looking for the presence of aniline colors in articles of food and drink, it will be remembered that the range of colors which it is customary to use is somewhat limited, being confined principally to the reds, yellows and browns, very few articles

of this nature being colored either green or blue.

The first step in the operation of testing for the presence of aniline or coal-tar color is the selection and preparation of some fat-free woolen goods. For this purpose a good quality of nun's veiling is obtained and freed from fat by boiling it, first in a 5 per cent. solution of sodium hydroxide for a few minutes, and then repeatedly in pure water until the alkali has been entirely removed. This material is then cut into strips of a uniform size (about 1x2 inches) and preserved in a wide-mouth, glass-stoppered bottle until it is to be used.

The material to be tested, if a liquid, is to be diluted with an equal volume of water; if it is a solid or a semi-solid it is to be dissolved in about four times its weight of water and the liquid strained to remove particles of fruit pulp or cellular tissue, which would adhere to the wool and interfere with the results. About 100 c.c. (or 4 fl. oz.) of the liquid is placed into a beaker, 4 c.c. (or 1 fl. dr.) of diluted hydrochloric acid (10 per cent.) is added, a single strip of the woolen goods is immersed in the liquid and the contents of the beaker are then boiled for five minutes. The cloth is then removed, washed in cold water, and then boiled for five minutes in water which has been slightly acidulated with hydrochloric acid.

If the coloring matter be of fruit or vegetable origin the cloth will either be uncolored or will be changed to a very faint pink or brown tint. If coal-tar or aniline colors have been used, the cloth will be dyed a bright pink, red, yellow or brown, according to the color present. To confirm the results, remove the cloth from the acidulated liquid, wash it well in water, place it in a beaker with a little water and add a few drops of stronger ammonia water. Vegetable or fruit colors will not dissolve, but will change to a green, purple or yellow color. Aniline or coal-tar colors will not be changed in color, but will be dissolved, especially when the solution is heated to boiling, after which, upon the removal of the cloth, acidifying as in the original dyeing test, inserting a fresh piece of cloth and boiling as before, the color will again be deposited.

This second dyeing test is considered an absolute proof of the presence of added coloring matter, as no fruit colors have yet been found which will be deposited upon the wool the second time, while aniline colors will always be so deposited.

When cochineal is present a bright color is obtained with the first dyeing which might be mistaken for an aniline color, but when the ammonia water is added in preparing it for the second dyeing, the red color changes to purple, and the second dyeing comes out practically colorless.

In testing for salicylic acid the material is to be prepared as in testing for coloring matter, except that it is to be acidulated with sulphuric acid instead of hydrochloric acid. After acidulating, about 50 c.c. (or 2 fl. oz.)

Ceresota Flour



During the "Pure Food Show" this question was frequently asked by ladies at the "Ceresota Booth:"

What will I do to have my bread always alike?

The answer was: Buy and use "Ceresota Flour." Uniformity of quality—results always the same—is the secret of the constantly increasing sales.

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

**The Northwestern
Consolidated Milling Co.**

Minneapolis, Minn.

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

You Remember

what we said years ago about making a flour that was so good that all the people would want it? Well, it looks to us as if it were so, for the constantly increasing demand for

New Silver Leaf Flour

has compelled us to increase our facilities for manufacturing a number of times since then, and we are adding new customers to our list every day.

Have you ever tried selling this flour?



Muskegon Milling Co., Muskegon, Mich.

of the liquid is placed in a tall cylindrical stoppered graduate (a tall cylindrical bottle will answer the purpose) and a layer of ether poured on the top (about one-fourth as much ether as the liquid to be extracted). The contents of the cylinder are then mixed by inverting it a number of times, taking care not to agitate the contents too violently, which would cause the formation of an emulsion.

After complete separation of the ethereal layer has taken place about 10 c.c. (or 2 fl. dr.) are cautiously removed by careful decantation or the use of a pipette, transferred to a watch glass and the ether allowed to evaporate at a low temperature.

If salicylic acid be present in notable quantities the residue upon the watch glass will be distinctly crystalline; if but small quantities are present, the residue will have the appearance of small oily drops of water and a drop of dilute solution of ferric chloride (a dilute solution of ammonio-ferric alum is preferred by some) will develop the characteristic purple color of ferric salicylate, which is positive evidence of the presence of salicylic acid.

If a flesh-colored precipitate is obtained in this test instead of a violet coloration, it is proof of the presence of benzoic acid, the processes for the extraction of these principles being identical.

When the liquid which is to be tested for salicylic acid contains tannin, it will be necessary to change the preliminary manipulation somewhat, as tannin would be extracted by the ether and thus obscure the ferric salicylate reaction. In cases of this kind, the liquid, instead of being acidulated with sulphuric acid at the outset, is treated with solution of lead subacetate, which precipitates tannin, coloring principles, etc. It is then filtered and sufficient sulphuric acid is added to the filtrate to precipitate the excess of lead and render it slightly acid. After filtering out the insoluble lead sulphate the liquid is treated according to the foregoing directions. C. H. La Wall.

Idol Factory in New York.

Although idols are not generally used in this country, New York City is yet the principal manufacturing center of the world of these curiously wrought and fashioned gods. The supply is amazingly large and varied.

The largest idol factory has its main office in East Ninety-sixth street, but the manufacture of idols is carried on in several different parts of the city. The plaster department is in East Twenty-third street, near the ferry slip; the aluminum department is in the metal-spinners' district in Grand street, and the papier mache work is done in Eighth avenue. An artist is employed in the house to supply new and attractive designs for idols.

Every idol sent to India, China and Japan, for instance, is made strictly in accord with the figures that belong to the religions of these people. When an aluminum idol, for example, has been completed and is placed beside a bronze and bejeweled Buddha original

it requires an expert in metals to discern the difference between the original and the copy. At one time a firm in Glasgow, Scotland, had some small traffic in idols, but it has been found that the American manufacturer of idols can supply the god at a price so much lower that it is not worth the Scotchman's while to make images.

There are more idols shipped to India than to any other country, because in India to-day there is a greater demand for gods than in Japan and China. In every home there is a favorite god; if the family is one of moderate circumstances each member of the family has his little god, and when the god is made of plaster there are many broken and these are immediately replaced. Thus the trade in idols is ever flourishing.

However, no matter how many idols are turned out at the factory per day, there are three figures that are never made there. These are the figures belonging to the Trinity. Never are these figures made in other metal than bronze, and that in India, for so sacred are they to the people that foreign workmanship defiles and insults each. But without these three figures there are so many wonderful, big, queer-looking dolls in this factory's different departments that one believes himself to be in a waxworks rather than an idol factory. That such a vast number of idols as line the shelves around the rooms can be made, shipped and sold to foreign countries is almost beyond belief. The average shipment of idols to various countries is from three to nine hundred figures a month.—China, Glass & Pottery Review.

Rice Lands Grow in Value.

Since the fiscal year 1898-99 the acreage devoted to rice culture in this

country has almost doubled; the yield having advanced in about the same proportion from 250 million to 470 million pounds. Texas rice lands have increased in value during the same period from the low level of 25 cents to \$1.50 per acre, up to the

present average for improved lands of \$12.50 per acre. Similar progress is reported from the prairie lands of Louisiana bordering upon the Gulf of Mexico.

The firm in faith never stand still.

IF

"Fold Nine"

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.



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

COARSE MANNERS.

They Spoil Many a Sale of Magnitude.

Written for the Tradesman.

"Straws show which way the wind blows," and when, for one reason or another, a dealer indulges in ridicule at the expense of a customer, or a possible patron, that merchant is helping to dig his own grave.

The average person can stand a reasonable amount of fun at his cost if it is all goodnatured, but when the laugh is accompanied with a sneer the raillery is anything but agreeable to the one it is aimed at.

People coming into stores often make mistakes about curious or unusual articles, but it grates on their sensitiveness to have those errors noticed and made much of by some miserable little jackanapes of a clerk who has missed his calling, as serving the public who bring in pocketfuls of money to scatter as they go from place to place in the establishment, and should tie himself to some employment which does not call for suavity of manners, interested, kindly speech and courteous little deeds which not only indicate gentle breeding on the part of the one exhibiting them but also show a lively concern for the material advancement of the man he looks to for his weekly pay-envelope, that delightful little bit of folded and sealed paper which means so much to so many laborers in the field of duty.

Just such a little thing as the following turned the tide of a rich girl's favor to a store not so accessible but where the employees all vie with each other to see who can get the largest following of representative citizens:

I was standing in the entrance of a certain Grand Rapids shoe store, the other day, during the recent warm spell. The door stood open, and the people coming and going seemed in a happy-go-lucky mood, pleased with the evidences of a warmer season. Many came in to buy, while some wandered in "on shopping bent"—merely to look around.

It's somehow a theory of mine that every person entering a mercantile establishment should be treated in the light of a buyer; should be accorded every courtesy that would be given the person whose money was expected to be left there when he took his departure. But how many, many times is the reverse exemplified in the indifference, the positive rudeness of those employed to secure willing dollars and endeavor, by every known legitimate bewitchment, to entice reluctant shekels from the public's pursestrings.

I may be wrong in these premises but am of the opinion that they are shared by several others.

With the crowd that thronged the store I mention came two young ladies I particularly noticed, because with one of them I am slightly acquainted. They were very stylishly dressed and altogether the sort a fellow likes to be seen speaking to. The girl I know bowed and smiled as they entered, saying a word or two of bright greeting and tossing me a smile, as she passed, that I haven't

forgotten yet—you know some people's ways are so different from others' that they have a trick of remaining in your memory!

The young ladies were in the store such a short time that I thought to myself they could not have found goods to their taste.

The secret of their hurried exit came out a few days later, and reached my ears in a roundabout way through the brother of the older pretty girl.

Said he (we were talking of shoe stores in general and this one in particular):

"My sister Dorothy caught a tartar of a clerk in Blank's shoe store the other day.

"She went there to get fitted out

have it, I don't know a girl that I'm prouder to walk down the street with. My sister's so devilish handsome and so—well, what the French call 'chic'—that she cuts a dash everywhere she goes. Everybody turns around to look at her.

"You'd like to know her better? Well, come up to the house some evening, old fel, and I'll see to it that she's at home. She's much in demand, though, and I may have to use a little strategy to keep her there.

"But I was going to tell you how an impudent clerk cheated his employer out of \$25.—By the way, my sister said she saw you standing in the doorway when she stepped into Blank's.

"As I say, she entered the store

she quickly added, 'I don't want such a heavy sole.'

"And with this—she told me all about it afterwards—she took the shoe in both hands, without a farther glance at it, and tried to bend the sole.

"Her eye was on her girl companion just then, and, too, as a matter of fact, she hadn't so much as peeped inside the shoe. It was laced up to the top and looked like any other shoe you might pick up from a bunch on the ledge of any store in town.

"Oh, my! That sole's entirely too heavy; and the vamp is too stiff, also. That's stouter leather than I want.'

"And then my sister laid the shoe down without further examination and as if that ended it with her as far as that special shoe was concerned. Picking up another, she essayed to bend that sole, also, thinking another might be lighter in weight.

"With that a look of utter contempt spread itself broadly over the clerk's face and he gave way to a loud sarcastic laugh.

"My sister shot a look that embraced all the customers in the immediate vicinity and a hot flush mantled her cheeks.

"She could not see that she had done or said anything to warrant unseemly behavior on the part of the man waiting on her, and was chagrined to be the mark of enquiring eyes around her.

"Then appeared the reason of the clerk's actions:

"That shoe, Miss,' he shouted, so that every one in the store could not but hear, and then he uttered another guffaw, 'that shoe, Miss, has got a last in it! And so have all the rest of 'em on this here table—you couldn't bend 'em in a thousand years!'

"Well, you can imagine how my sister felt to have that fellow advertise her mistake to fifteen or twenty people!

"She left her \$25 in a store farther down the street where the clerks are gentlemen." Larry Brown.

No Union Labor and Good Shipping Facilities.

Manistee, May 16—Manistee has bonded for the purpose of encouraging manufacturing industries to locate here. The city affords, probably, the most desirable location for manufacturing and other industries employing labor of any place in Western Michigan, being practically free from labor troubles, with good shipping facilities, both by water and rail, within a night's run of Chicago and Milwaukee, with daily boat lines between these two cities. It is also situated on the Manistee & Northwestern Railroad, Pere Marquette Railroad, Manistee & Grand Rapids Railroad, the latter connecting with the Grand Rapids & Indiana Railroad. Good live industries having an established business and employing considerable labor, desiring to change locations, will receive liberal inducements. They should correspond with the Manistee Development Co.

T. G. Trimble, Ass't Sec'y.

Fast people do not stand fast.

WHEN THEY BRING HIM HOME.



"O, mercy, what has happened to him?"

"He's been slugged, mum."

"Slugged? What for?"

"He didn't belong to the union, mum."

"But surely they wouldn't slug him for that, would they?"

"No, mum, but he was tryin' to work."—Chicago Tribune.

for her summer footwear—high walking boots, Oxfords, house shoes, dancing slippers, and the Old Nick only knows how many more, I don't. She's a great girl to get things by the quantity. She says she generally buys at a better figure by so doing and, also, she saves herself a lot of running around on an occasion when she can ill afford to take the time. It's her idea, and a good one, too. She has her own income and she's a judicious buyer. She's not the least mite stingy, but, on the other hand, she isn't a bit wasteful.

"She's a slick dresser, I tell you. She purchases the best of everything, keeps her clothes in fine order and always makes a good appearance. If she is my sister, and 'I do say it that shouldn't,' as the country women

expecting to lay in her summer supply of foot-coverings, as she was pleased with the looks of the shoes displayed in the big window. Of course, the clerk who came to wait on her could not know that she meant to leave a quarter of a hundred dollars under that very roof, and so he was not careful to conceal his risibilities a little later on.

"Pausing a moment at a small stand in the front of the store, on which were a number of stunning new ideas in shoes, my sister picked up one of the street boots for a closer inspection of its stylish cut.

"Now, I admire that shoe,' she exclaimed, hurriedly taking in the blucher cut and one or two minor points and then holding it at arm's length for the general effect; 'only,

Try "Booming"

any really worthy article and you will be surprised at the steady sale, even after you think the "boom" has worn off. The boom never wears off an article the public finds it needs. That's the way with Quaker Oats. Grocers who are cutting down their oatmeal stock to consist of Quaker Oats alone are winning out. **They know what they're handling. So does the public.** That's the permanent "feature" value of

QUAKER OATS

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

Ten Reasons Why You Should Buy

Golden Horn Flour

Reason No. 2.—The Best of Wheat

There are many varieties of wheat and a great difference in grades. Grades are determined by weight, color and condition. Good flour can be made only from best of wheat. Much poor wheat is ground into flour and offered for sale. Only an expert can judge what grades of wheat will produce the best of results when milled.

WE GUARANTEE THAT GOLDEN HORN FLOUR IS MADE FROM THE CHOICEST GRADES OF SELECTED WHEAT, FREE FROM ALL ADULTERATION, AND IS ALWAYS UNIFORM AND RELIABLE.

Another good reason why you should buy it. Give us your orders and we will satisfy you.

Manufactured by

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

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots

A Case With A Conscience



Base Deceptions

No, friends, this is not a title of a *Fireside Companion*, continued-in-our-next novelette. It has to do with a most important feature of show case construction.

The value of a case is largely determined by its base.

If you wanted to, you couldn't put French plate and solid mahogany frames on a cheaply or unscientifically constructed base, and guarantee your work.

We are wood-working scientists.

We know what wood will warp, how it will warp, and why it will warp. The same regarding its wearing qualities.

Our base is actually stronger than if it were carved out of a solid log. We've really improved on nature.

Another thing: We made the first receding base.

Is it likely that our bases are at least the equal of any other, or not?

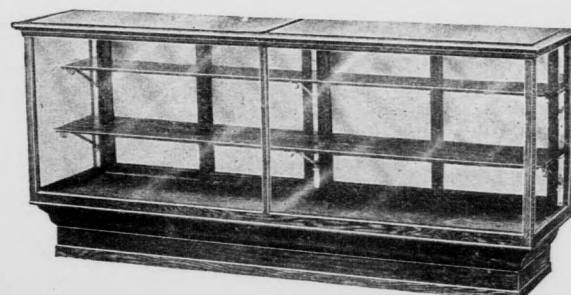
You say.

Grand Rapids Fixtures Co.

South Tonia and Bartlett Streets
Grand Rapids, Mich.

New York:
724 Broadway

Boston:
125 Summer St.





Early Opening of the Fall and Winter Season.

From all parts of the country comes the news of the early opening of the fall and winter season. Despite the fears of a portion of the wholesale trade, the traveling representatives who left for their territories as early as April 1 found that the retail merchant was ready and willing to look over the new sample lines and begin the work of selecting his heavyweight stock. The fall and winter season of 1905 will hereafter be noted for the fact that the season opened nearly six weeks earlier than any previous season, and from the very start salesmen have met with encouragement in the shape of good-sized advance orders.

It has been the desire of manufacturers for some years past to get as early a start as possible each season, but they have been handicapped by the fact that it was necessary to show full lines of finished garments. When it is taken into consideration that these lines sometimes numbered over five hundred styles, the work of preparing the garments was enormous. A few seasons ago the idea was introduced of showing one garment of a style, and the rest of the shades or patterns of that particular fabric in swatches. At first buyers did not take kindly to the innovation, but it has gradually gained ground, and manufacturers in general have now adopted the plan. Not alone does it save an immense amount of expense in the reduction of baggage for the traveling salesmen, but it has allowed the manufacturer to create his sample garments, and before the salesmen are ready to leave on their trips add to the line the swatches of the sample pieces which have lately arrived, and which would cause a delay of weeks if sample garments had to be constructed from them.

The early opening of the season reacts in another and if possible a more important part of the business. For several years the volume of ready-made clothing used in this country has been increasing at an enormous rate. Under the old system all of these garments had to be made within about three months' time. Great as are the manufacturing facilities they were stretched to the utmost, and as a last resort, in order to manufacture the garments needed to meet the deliveries the factories were run night and day, at an enormous additional expense. This night work can now be eliminated by extending the season, and allowing manufacturers this extra time in producing the stock needed for fall deliveries. This will of course react in a beneficial way to the consumer. More time will be devoted to the tailoring departments, and better garments will therefore be produced.

The new samples which are being shown to the trade by the traveling

salesmen are meeting with the unqualified approval of buyers and the trade in general, which seems to appreciate the radical changes which have been made in styles. The most marked difference from the garments of last season is of course in the length of the coats; this being in the case of sack coats from two to four inches. The coats are built with moderately broad shoulders and do not fit the figure as closely as heretofore. The lapels and collar are wider. The idea of the designer seems to have been to produce a roomy, comfortable garment, with plenty of style to it, and in this he has succeeded admirably, as the styles are all of pleasing appearance and will be worn with satisfaction by the most careful and conservative dressers.

The overcoat season promises to be one of attractive styles, and the preparations which have been made by the manufacturers certainly seem to be ample to meet any possible demand. In the higher-priced garments surtouts, paddocks, paletots will no doubt be the more popular garments. The Chesterfield is always popular, and will continue to be so during the coming season. Fine Meltons, Kerseys, as well as some of the rougher finished materials, will be used extensively in making these garments. Next in grade will come the semi-ulster or great coat, and this promises to be the popular garment for the medium-priced grades. Made of heavy Scotch plaids, and constructed with broad shoulders and roomy body of good length, it is the ideal garment for general wear, and its popularity is assured.

The need of the automobilist has been appreciated by makers of ready-to-wear garments, and for fall and winter there are several houses who are devoting their entire attention to the construction of jackets, trousers and overcoats designed specially to meet the needs of the motorist. The wholesaler whose line is the regular styles of suits and overcoats has also recognized the demand for auto clothing, and in nearly all of the lines being shown for fall and winter are samples which are designed for the motorist. So popular has the auto become that nearly every town can boast of at least one or two enthusiasts. To the retail merchant who caters to the needs of the few is opening a special and profitable department which in an incredibly short space of time will be catering to the needs of many.

The traveling salesmen who represent manufacturers of children's clothing are all on the road with the new samples for fall and winter wear. Never have such care and attention been given to the productions of suits and overcoats, and the result is innumerable pleasing styles. The new samples show a great variety of new fabric effects.—Clothier and Furnisher.

When a man tries to hide his religion he is sure to lose it.

You will not lose any true friends by loving your enemies.

H. H. Cooper & Co.

Utica, N. Y.

Manufacturers and Wholesale Dealers in

Medium and Fine Clothing

Perfect Fitting
Well Made and Good Materials

Our Garments Always Handle with Satisfactory Results

The Right Kind of Clothing at
Right Prices

Represented by

J. H. Webster

No. 472 Second Ave., Detroit Mich.



If You Want for Fall, 1905

**"The Best Medium Priced Clothing
in the United States"**

Wait for our Salesman, or send for a Sample Line at
our expense. The Quality is right.

The Fit is the best ever shown at \$7 to \$12.

HERMAN WILE & CO.

Buffalo, N. Y.

New York

Chicago

Minneapolis

Style Tendencies in Little Folks' Wearables.

Those retailers who took the Easter week of last year to compare with the Easter week of this season report gratifying gains in business. This year the trade did not concentrate on Easter Saturday to do most of the buying, but scattered their purchases through the week, so that, taking the week's record from day to day, there were big daily increases, and Saturday was only a normally fair business day. Yet the season has been an active one. The weather has been ideal for the sale of woolen and worsted suits and top coats, as well as reefers for young people, and for this much the retail merchants are grateful. While every style of garment in the calendar of juvenile apparel has sold, on all sides astonishment is expressed over the record sales made by the Norfolk suit. As previously noted in these reports, the present popularity of the Norfolk makes it an excellent fall style, and the advance autumn orders show that it is winning out again very satisfactorily.

Following the Easter week trade there was a noticeable lull in retail departments for a while. This brief let-up gave buyers an opportunity to look to their wash goods stocks. Such stock as they carried over, augmented by "pick-ups" obtained in the market, were sold out quite clean early in the season, when the advance sales of tub goods were pushed forward. Now that the actual wash goods season is at hand, we find retailers cleaned out of old goods and freshened for business with new merchandise. Conspicuous in the new lots are woven and printed shepherd check suits, which will doubtless meet with as ready sale in the lighter weight cottons as they did in the woolens and worsteds which have been a feature of the spring selling season. The makers of children's lines, noting the reception accorded plaids and checks this season, have already planned to include these in their spring showings for 1906, and have instructed the mills that check and plaid goods will be in request.

Most of the salesmen for the representative houses have been calling on their retail customers now for several weeks, the latest to get away having departed last week. There has been a fair amount of fall business already taken, and, according to these orders and the reports sent in by salesmen, retailers are feeling good. Where the pulse of the trade has been taken the indications of a healthy fall and winter are evident, and travelers report that their trade is imbued with great confidence in the future development of business. They are buying full general lines. This is significant of expected business and that old stocks are extremely light.

The long suit coat is generally favored for boys, youths and young men. For the latter it runs to 31 inches, and the double-breasted sack is going remarkably well. Early orders show that its position is even better than it was a year ago, when the

sales were said to be as three to five. In the large cities this proportion is reported now to be as four in five. The very "smart" sack, long and generously loose throughout, yet slightly shaped at the waist, is meeting with a good reception in the large cities with the buyers of nobby styles. Country trade, it is feared, may be afraid of the new style, yet it is not extreme enough to be hazardous. The shaped coat will be fairly well established, no doubt, by the end of the summer, and its more general adoption will be likely for autumn. The fall sack will be similar in model to the shaped sack shown last April, although not so extreme in length.

The representative manufacturers of young men's clothing have introduced the paddock and surtout—single and double breasted skirted overcoat—for fall with cuff effects for the sleeves, and in self and velvet collars. The same garments have also been brought out for youths and boys, and will be seen in rainproofed and light weight fabrics for early autumn wear, as well as in the heavy weight overcoatings for winter service.

Although in many respects the tourist, double breasted and Chesterfield overcoats will be somewhat similar in style to last season's models, the very latest for dressy young men will be the shaped Chesterfield, about 46 inches in length.

The reception accorded fur coats for little folks is the reason for bringing out more extensive and varied lines of fur garments for the winter season, and manufacturers are showing more comprehensive lines of furs now than ever before. The prices asked for some of these fur garments are astonishingly low, considering that the fur overcoat for the boy has hitherto been considered an expensive luxury. The favorite for juveniles is the beaver cloth or shaggy napped garment in white, cream white, gray and other seasonable colors. These are less expensive than the genuine zibelins.—Apparel Gazette.

Wanted the Job.

One of the Southern Senators recounts a conversation that once took place between a friend of his—a business man in Mobile—and a colored man who had made application for work:

"Well," said the business man, after the recital had been made of the darky's qualifications, "I should like to give you the place, but I'm afraid I can't do so, for I understand you are married. For special reasons I desire for this place a single man."

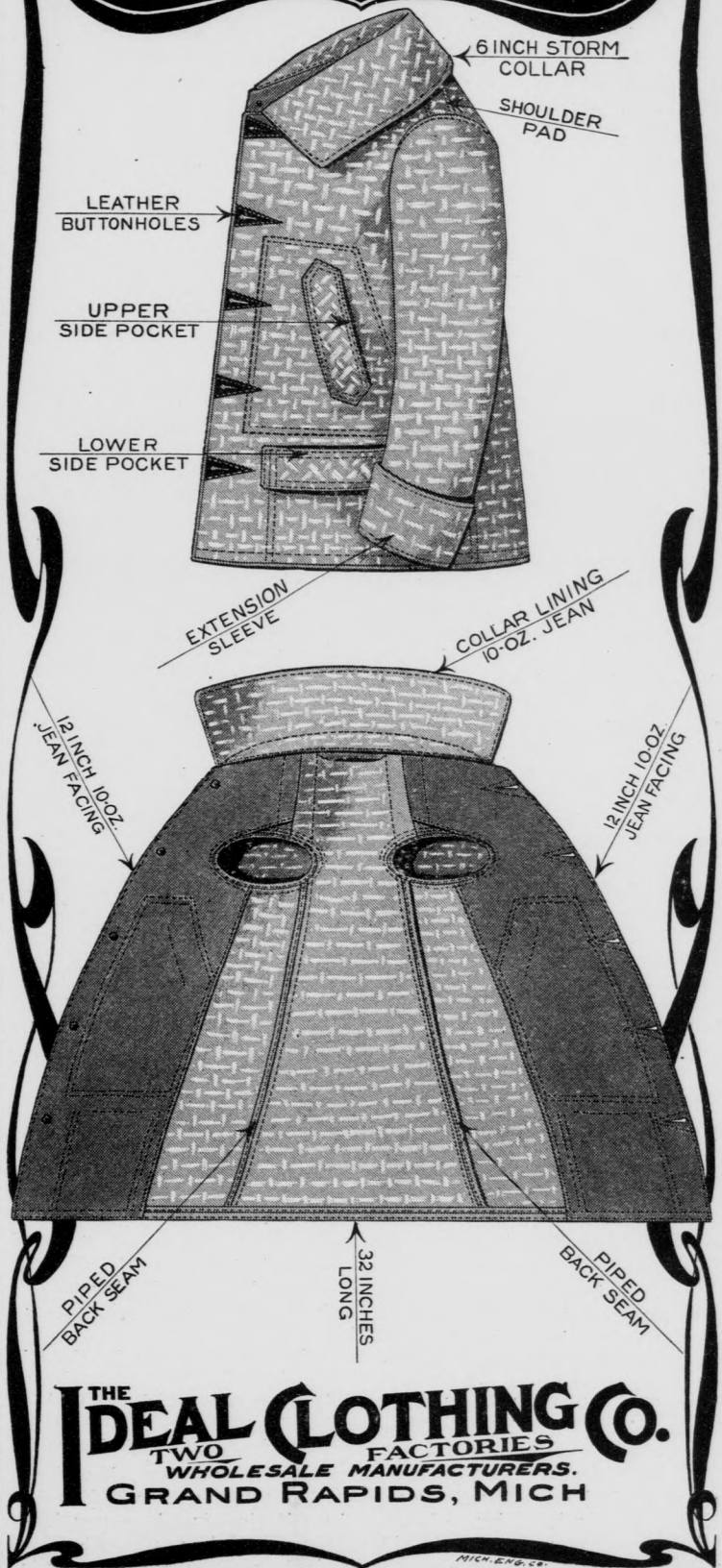
An expression of the deepest disappointment came to the dusky countenance of the applicant. Finally, after a short silence, during which he mumbled to himself by way of reflection, he said, hopefully and eagerly:

"Well, boss, if dat's de only trouble, I think I kin arrange a divorce all right."

Some people never pray "forgive us our debts," except when the offering is being taken.

A FEW REASONS

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



TAKING CHANCES.

It Sometimes Leads To Great Success.

The willingness to chance it is, to a certain extent, a factor in success. There are numberless cases in which the giving up of a sure thing to follow the path of difficult uncertainties has proved the entrance to the road to wealth.

The willingness to take chances, however, is not always the reckless course and challenge to fate that it appears to be. Instead it is a putting of the known forces within against the unknown ones without. It is a careful reckoning of the strength of desire, ambition and determination, and putting them in their place as a factor against difficulty.

"Chopping's pretty sure, Jim," said the brother of Hill, the railroad magnate, when he decided to forsake his life as a woodman and start out West.

"I'm going to take my chance and give it up, just the same," said young Hill. Although he could not see the future, events since leave no room for doubt that the young man took a sweeping inventory of his energies before he made this answer.

When, as a small boy, Andrew Carnegie got a chance to leave the cotton factory, it was to take the responsibility of running a large engine, an art of which he knew nothing. He did not refuse his opportunity on this account, but took the chance of making good by his own exertions afterward.

"The firing of the boiler was all right," says Mr. Carnegie, in his autobiography, "for, fortunately, we did not use coal, but wooden chips. But the responsibility of keeping the water right, running the engine and the fear of making a mistake, caused too great a strain, and I awoke often to find myself sitting up in bed trying the gauges."

"He never told them at home what a tussle he was having," says one of Mr. Carnegie's biographers, who sees in this story the key to his success. "It is the revelation of his whole character. He never hesitated to take a chance when promotion was in sight. He did not wait until he had mastered an occupation or situation before accepting it. He accepted it first and then mastered it. He was an engineer before he knew anything about boilers, to say nothing of engines. The same is true of the successive duties which he assumed."

The way Mr. Carnegie planned to use what resources he possessed when he was offered the position of messenger boy, he tells again in his autobiography:

"My only dread," he says, "was that I should some day be dismissed because I did not know the city, for it was necessary that a messenger should know the names and addresses of those men in Pittsburg who were in the habit of receiving many messages, and I was a stranger in the city. However, I made up my mind that I would learn to repeat successively each business house in the principal streets, and was soon able to shut my eyes and begin at one

side of Wood street and call every firm successively to the top, and pass to the other side and call every firm to the bottom. Before long I was able to do this with the business streets generally."

A more recent instance of the ability to take chances the greatness of which was only equaled by his boundless determination, was shown in the encounter which young Mr. Heinze had a few years ago with the Standard Oil Company.

Heinze made the claim that he could follow the course of a copper claim which he held and which lay between two other mines, so that he could trace the dip of his own vein even where it went into the others. The men in charge of the other properties laughed at the idea. He went into the courts, brought suits and succeeded in getting injunctions enough to tie up the work of the two great mines.

So embarrassed were the operations at the other mines owned by Standard Oil that they thought it worth while to compromise. So Mr. Rogers sent for Mr. Heinze. The young man came and the two went into consultation.

"Now, Mr. Heinze," said Mr. Rogers, "you know that we can ruin you. If we carry this thing to the end we can strip you of all you have. But we have some plans which are interfered with by these suits, and I have sent for you to talk business with you."

"I am always ready to listen to a business proposition," was the young man's answer.

"How much do you want to quit?"

The young man smiled. "I did not come here to make a proposition, Mr. Rogers. You sent for me you know. I am here to listen to you."

"We will give you \$250,000 cash to settle all your claims. We will give it to you this afternoon," he added impressively.

The young man looked at the older man with a smile. "I thought you were a man of broad views and used to great negotiations," he said.

"In the name of heaven, how much do you want?" was the answer.

"Ten million dollars," said Heinze.

That the young man had at least a good idea of the difficulties which lay before him when he refused the offer to name his price can not be doubted. That he made no mistake in measuring his own fighting qualities as able to cope with them was proved a little over a year ago, when, after endless suits, a decision was granted in the Montana courts which practically gave him the victory over the great company he had been fighting. It also turned the Minnie Healy mine over to him, worth, it was estimated, just \$10,000,000.

Giving up a certainty for the sake of a wider field is one of the chances which men take, which are made to some extent matters of certainty by the intensity of their ambition.

Few young men have been better situated than was Lewis Nixon in 1890. He had just been transferred to the staff of the navy, and had been put in the construction corps. During

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.

Removal Notice

About June 1st we will be located in our large new quarters in the heart of the wholesale district,

31 North Ionia St.

Barnhart Building

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the summer of this year he was given charge of the design of the battle-ships Indiana, Massachusetts and Oregon.

A few weeks after these contracts were let he received a telegram from Charles H. Cramp, the President of the Cramp Company, asking him to take lunch with him. His acceptance brought the offer of a position with the Cramp Company. He was only 29 years old, and had far more pay and higher rank than any of the classmates who had graduated with him at Annapolis. He had an honorable position, with good pay, for life, and retired pay in old age. He took the chance of the unlimited life, with the opportunities that the business opened to him.

Senator Depew tells of the advice given to him by Salmon P. Chase when early in life he talked with him about getting a Government position:

"When I graduated," said Mr. Depew, "I had no money, no friends who were able to assist me, and the world looked singularly dark and unpromising. I came to Washington to secure a clerkship in one of the departments. I had letters to a cabinet minister. He said to me: 'Young man, I can give you a clerkship, but if I do your career will be closed. You think you only want it temporarily; that you will save money and then go out and get your profession at the law, but you will acquire habits, you will become more and more dependent upon your salary, you will more and more lose initiative, and more and more fear to let go of the certainty which you have, until your energy and ambition will be so sapped that you can never be anything else than a Government employee.'

"If I had refused that advice I would now be, unless removed by politics, still a clerk in the Treasury Department. But I secured a small school and suffered the usual hardships of beginners while studying law. I went through the usual early years of few clients, small pay and many privations. Finally, though gradually, came success and the discipline has made me what I am."

G. R. Clarke.

Some of the Tricks of the Shoplifters.

"I tell you some of the women customers down here are the smoothest propositions when it comes to surroundings things that you could picture in a hurry," remarked a pretty little dark-eyed shop girl in a big downtown store. She was sorting dainty lace stocks as she spoke, and used them in her gesticulating for the better emphasis of her righteous indignation. "Why, some of them," she went on earnestly, "would freeze you, simply freeze you. They look all right, style and all the rest of it, and I'll bet they have money in their pockets, but they steal! Oh, my, how they steal! Anything they can lay their hands on, whether they want it or not.

"Of course, the old dodge of putting on gloves and taking up handkerchiefs and walking off with them is played out; so is the careless drop-

ping of a muff on a counter and then carrying off more than the muff. They don't do those old-fashioned 'stunts' much nowadays. Our detectives have arrested too many of them. See, there's our head detective now!" She pointed out a stout, middle aged woman, dressed in neat black, who was examining colored embroideries at an adjoining counter with an attention which seemed complete.

"She's great," rattled on the pretty shop girl. "Spots them every time—that is, whenever it's possible to spot them. But, say! How would you spot a woman who hauled things off the counters and dropped them in a little heap on the floor hidden by a skirt, and picked them up under the pretence of tying her shoe? And sometimes when you spot them you can not arrest them, and half the time you can not get the things back. I saw a woman take a fifteen-dollar lace collar the other day, fold it up nicely inside her coat, and go off with it. Well, that lace we got back, for we sent a detective out to the front of the store, and when my lady sailed out he walked up as polite as you please, and requested her to forward the lace!

"But the case that got me was the ostrich boa affair we had here yesterday. I had a pretty lot of boas tied on to a show stand, with tags attached. Well, this fine lady strolled up and examined them. I do not know how she managed it—they being tied on and all—but she certainly got one of the ostrich boas off that stand and round her neck and without a soul spotting her. Then she marched off, if you please, and the boa looked mighty becoming—all but the tag hanging down her back!

"She had a black dress on, and the little square of cardboard did look so queer and white hanging down behind. Two of our men detectives followed her down the street. You could track that white tag a mile and three-quarters away. She went into a restaurant. But, do you know, they couldn't arrest that creature. They had nothing but our word to go on, and they do not accept salesladies' testimony against customers', apparently, in the law." The pretty girl sniffed and pushed a tray of gay neckwear under the glass top of the counter. "And although they could see the boa and see the tag, they could not have her up, and we never saw that feather boa again.

"I do not believe any one has any idea of how much shoplifting goes on in the big houses. It simply jars you silly. But, as I say, what gets me is that half the time they get off scot free, and keep the things. Yes, ma'am, did you say you wanted a feather boa?" and she turned to smile, with a certain veiled suspicion, upon an innocent looking customer.—New York Herald.

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STANDARDS OF FOOD.

What Certain Foodstuffs Should Be Composed of.

The Secretary of Agriculture has been establishing tentative standards for food products from time to time. These are submitted to the parties interested for comment and criticism. Some time ago several new standards were published and a recent bulletin by the Department gives the following additional definitions of what certain foodstuffs should be composed of:

Meats.

1. Meat is any sound, dressed and properly prepared edible part of animals in good health at the time of slaughter. The term "animals," as herein used, includes not only mammals, but fish, fowl, crustaceans, mollusks and all other animals used as food.

2. Fresh meat is meat from animals recently slaughtered or preserved only by refrigeration.

3. Salted, pickled and smoked meats are unmixed meats preserved by salt, sugar, vinegar, spices or smoke, singly or in combination, whether in bulk or in packages.

Manufactured Meats.

1. Manufactured meats are meats not included in paragraphs 2 and 3, whether simple or mixed, whole or comminuted, in bulk or packages, with or without the addition of salt, sugar, vinegar, spices, smoke, oils or rendered fat. If they bear names descriptive of composition they correspond thereto and when bearing such descriptive names, if force or flavoring meats are used, the kind and quantity thereof are made known.

Lard.

1. Lard is the rendered fresh fat from slaughtered, healthy hogs, is free from rancidity, and contains not more than one (1) per cent. of substances, other than fatty acids, not fat, necessarily incorporated therewith in the process of rendering.

2. Leaf lard is lard rendered at moderately high temperatures from the internal fat of the abdomen of the hog, excluding that adherent to the intestines, and has an iodine number not greater than sixty (60).

3. Neutral lard is lard rendered at low temperatures.

Butter.

1. Butter is the product made by gathering in any manner the fat of fresh or ripened milk or cream into a mass, which also contains a small portion of the other milk constituents, with or without salt, and contains not less than eighty-two and five-tenths (82.5) per cent. of butter fat. By acts of Congress approved August 2, 1886, and May 9, 1902, butter may also contain additional coloring matter.

2. Renovated or process butter is the product made by melting butter and reworking, without the addition or use of chemicals or any substances except milk, cream or salt, and contains not more than sixteen (16) per cent. of water and at least eighty-two and five-tenths (82.5) per cent. of butter fat.

Cheese.

1. Cheese is the solid and ripened product made by coagulating the casein of milk by means of rennet or acids, with or without the addition of ripening ferments and seasoning. By act of Congress, approved June 6, 1896, cheese may also contain additional coloring matter.

2. Whole milk or full cream cheese is made from milk from which no portion of the fat has been removed and contains, in the water-free substance, not less than fifty (50) per cent. of butter fat.

3. Skim-milk cheese is a cheese

made from milk from which any portion of the fat has been removed.

4. Cream cheese is cheese made from milk and cream, or milk containing not less than six (6) per cent. of fat.

Sugars.

1. Sugar is the produce chemically known as sucrose (saccharose) chiefly obtained from sugar cane, sugar beets, sorghum, maple or palm.

2. Granulated loaf, cut, milled and powdered sugars are different forms of sugar and contain at least ninety-nine and five-tenths (99.5) per cent. of sucrose.

3. Maple sugar is the solid produce resulting from the evaporation of maple sap.

4. Massecuite, melada, mush sugar and concrete are products made by evaporating the purified juice of a sugar-producing plant, or a solution of sugar, to a solid or semi-solid consistency in which the sugar chiefly exists in a crystalline state.

Molasses and Refiners' Syrup.

1. Molasses is the product left after separating the sugar from massecuite, melada, mush sugar or concrete, and contains not more than twenty-five (25) per cent. of water and not more than five (5) per cent. of ash.

2. Refiners' syrup ("treacle") is the residual liquid product obtained in the process of refining raw sugars and contains not more than twenty-five (25) per cent. of water and not more than eight (8) per cent. of ash.

Syrups.

1. Syrup is the product made by purifying and evaporating the juice of a sugar-producing plant without removing any of the sugar and contains not more than thirty (30) per cent. of water and not more than two and five-tenths (2.5) per cent. of ash.

2. Sugar-cane syrup is syrup made by the evaporation of the juice of the sugar cane or by the solution of sugar-cane concrete.

3. Sorghum syrup is syrup made by the evaporation of sorghum juice or by the solution of sorghum concrete.

4. Maple syrup is syrup made by the evaporation of maple sap or by the solution of maple concrete.

5. Sugar syrup is syrup made by dissolving sugar to the consistency of a syrup.

Glucose Products.

1. Starch sugar is the solid product made by hydrolyzing starch or a starch-containing substance until the greater part of the starch is converted into dextrose. Starch sugar appears in commerce in two forms, anhydrous and hydrous. The former, crystallized without water of crystallization, contains not less than ninety-five (95) per cent. of dextrose and not more than eight-tenths (0.8) per cent. of ash. The latter, crystallized with water of crystallization, is of two varieties—70 sugar, also known as brewers' sugar, contains not less than seventy (70) per cent. of dextrose and not more than eight-tenths (0.8) per cent. of ash; 80 sugar, climax or acme sugar, contains not less than eighty (80) per cent. of dextrose and not more than one and one-half (1.5) per cent. of ash.

The ash of all these products consists almost entirely of chlorids and sulphates.

2. Glucose, mixing glucose, or confectioner's glucose, is a thick, syrupy, colorless product made by incomplete hydrolyzing starch, or a starch-containing substance, and decolorizing and evaporating the product. It varies in density from forty-one (41) to forty-five (45) degrees Baume at a temperature of one hundred (100) deg. Fahrenheit (37.7 deg. C.), and conforms in density, within these limits, to the degree Baume it is claimed to show, and for a density of forty-one (41) degrees Baume contains not more than twenty-one (21) per cent.; for a density of forty-five

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(45) degrees not more than fourteen (14) per cent. of water. It contains on a basis of forty-one (41) degrees Baume not more than one (1) per cent. of ash, consisting chiefly of chlorids and sulphates.

3. Glucose syrup or corn syrup is glucose unmixed or mixed with syrup, molasses or refiners' syrup and contains not more than twenty-five (25) per cent. of water and not more than three (3) per cent. of ash.

Candy.

1. Candy is a product made from a saccharine substance or substances with or without the addition of harmless coloring flavoring, or filling materials, and contains no terra alba, barytes, talc, chorme yellow or other mineral substances, or poisonous colors or flavors, or other ingredients injurious to health.

Honey.

1. Honey is the nectar and saccharine exudations of plants gathered, modified, and stored in the comb by honey bees (*Apis mellifica*). It is laevo-rotatory, contains not more than twenty-five (25) per cent. of water, not more than twenty-five hundredths (0.25) per cent. of ash, and not more than eight (8) per cent. of sucrose.

2. Comb honey is honey contained in the cells of comb.

3. Extracted honey is honey which has been separated from the uncrushed comb by centrifugal force or gravity.

4. Strained honey is honey removed from the crushed comb by straining or other means.

Spices.

1. Spices are aromatic vegetable substances used for the seasoning of food and from which no portion of any volatile oil or other flavoring principle has been removed and which are sound and true to name.

2. Allspice or pimento is the dried fruit of *Pimenta pimenta* (L.) Karst, and contains not less than eight (8) per cent. of quercitannic acid; not more than six (6) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than twenty-five (25) per cent. of crude fiber.

3. Anise is the fruit of *Pimpinella anisum* L.

4. Bay leaf is the dried leaf of *Laurus nobilis* L.

5. Capers are the flower buds of *Capparis spinosa* L.

6. Caraway is the fruit of *Carum carvi* L.

Cayenne and Red Peppers.

7. Red pepper is the red, dried ripe fruit of any species of *Capsicum*.

8. Cayenne pepper or cayenne is the dried ripe fruit of *Capsicum frutescens* L., *Capsicum baccatum* L., or some other small-fruited species of *Capsicum*, and contains not less than fifteen (15) per cent. of nonvolatile ether extract; not more than six and five-tenths (6.5) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid; not more than one and five-tenths (1.5) per cent. of starch, and not more than twenty-eight (28) per cent. of crude fiber.

9. Celery seed is the dried fruit of *Apium graveolens* L.

10. Cinnamon is the dried bark of any species of the genus *Cinnamomum* from which the outer layers may or may not have been removed.

11. True cinnamon is the dried inner bark of *Cinnamomum zeylanicum* Breyn.

12. Cassia is the dried bark of various species of *Cinnamomum*, other than *Cinnamomum zeylanicum*, from which the outer layers may or may not have been removed.

13. Cassia buds are the dried immature fruit of species of *Cinnamomum*.

14. Ground cinnamon or ground cassia is a powder consisting of cinnamon, cassia, or cassia buds, or a

mixture of these spices, and contains not more than eight (8) per cent. of total ash and not more than two (2) per cent. of sand.

15. Cloves are the dried flower buds of *Caryophyllus aromaticus* L. which contain not more than five (5) per cent. of clove stems; not less than ten (10) per cent. of volatile ether extract; not less than twelve (12) per cent. of quercitannic acid; not more than eight (8) per cent. of total ash; not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid and not more than ten (10) per cent. of crude fiber.

16. Coriander is the dried fruit of *Coriandrum sativum* L.

17. Cumin seed is the fruit of *Cuminum cyminum* L.

18. Dill seed is the fruit of *Anethum graveolens* L.

19. Fennel is the fruit of *Foeniculum foeniculum* (L.) Karst.

20. Ginger is the washed and dried or decorticated and dried rhizome of *Zinziber zinziber* (L.) Karst, and contains not less than forty-two (42) per cent. of starch, not more than eight (8) per cent. of crude fiber, not more than eight (8) per cent. of total ash, not more than one (1) per cent. of lime and not more than three (3) per cent. of ash insoluble in hydrochloric acid.

21. Limed or bleached ginger is whole ginger coated with carbonate of lime and contains not more than ten (10) per cent. of ash, not more than four (4) per cent. of carbonate of lime, and conforms in other respects to the standard for ginger.

22. Horse-radish is the root of *Roripa armoracia* (L.) Hitchcock either by itself or ground and mixed with vinegar.

23. Mace is the dried arillus of *Myristica fragrans* Houttuyn and contains not less than twenty (20) nor more than thirty (30) per cent. of nonvolatile ether extract, not more than three (3) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid and not more than ten (10) per cent. of crude fiber.

24. Macassar or Papua mace is the dried arillus of *Myristica argentea* Warb.

25. Bombay mace is the dried arillus of *Myristica malabarica* Lamark.

26. Marjoram is the leaf, flower and branch of *Majorana majorana* (L.) Karst.

27. Mustard seed is the seed of *Sinapis alba* L. (white mustard), *Brassica nigra* (L.) Koch (black mustard), or *Brassica juncea* (L.) Coss. (black or brown mustard).

28. Ground mustard is a powder made from mustard seed, with or without the removal of the hulls and a portion of the fixed oil, and contains not more than two and five-tenths (2.5) per cent. of starch and not more than eight (8) per cent. of total ash.

29. Nutmeg is the dried seed of *Myristica fragrans* Houttuyn deprived of its testa, with or without a thin coating of lime, and contains not less than twenty-five (25) per cent. of nonvolatile ether extract, not more than five (5) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than ten (10) per cent. of crude fiber.

30. Macassar, Papua, male, or long nutmeg, is the dried seed of *Myristica argentea* Warb, deprived of its testa.

31. Paprica is the dried ripe fruit of *Capsicum annuum* L., or some other large-fruited species of *Capsicum*.

Pepper.

32. Black pepper is the dried, immature berry of *Piper nigrum* L. and contains not less than six (6) per cent. of nonvolatile ether extract, not less than twenty-five (25) per cent. of starch, not more than seven (7)

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per cent. of total ash, not more than two (2) per cent. of ash insoluble in hydrochloric acid, and not more than fifteen (15) per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than three and one-quarter (3.25) parts of nitrogen. Ground black pepper is the product made by grinding the entire berry and contains the several parts of the berry in their normal proportions.

33. Long pepper is the dried fruit of *Piper longum* L.

34. White pepper is the dried mature berry of *Piper nigrum* L. from which the outer coating or the outer and inner coatings have been removed and contains not less than six (6) per cent. of nonvolatile ether extract, not less than fifty (50) per cent. of starch, not more than four (4) per cent. of total ash, not more than five-tenths (0.5) per cent. of ash insoluble in hydrochloric acid, and not more than five (5) per cent. of crude fiber. One hundred parts of the nonvolatile ether extract contain not less than four (4) parts of nitrogen.

35. Saffron is the dried stigma of *Crocus sativus* L.

36. Sage is the leaf of *Salvia officinalis* L.

37. Savory or summer savory is the leaf, blossom and branch of *Satureja hortensis* L.

38. Thyme is the leaf and tip of blooming branches of *Thymus vulgaris* L.

Cocoa and Cocoa Products.

1. Cocoa beans are the seeds of the cacao tree, *Theobroma cacao* L.

2. Cocoa nibs, or cracked cocoa, is the roasted, broken cocoa bean freed from its shell or husk.

3. Chocolate, plain or bitter, or chocolate liquor, is the solid or plastic mass obtained by grinding cocoa nibs without the removal of fat or other constituents except the germ, and contains not more than three (3) per cent. of ash insoluble in water, three and fifty hundredths (3.50) per cent. of crude fiber, and nine (9) per cent. of starch, and not less than forty-five (45) per cent. of cocoa fat.

4. Sweet chocolate and chocolate coatings are plain chocolate mixed with sugar (sucrose), with or without the addition of cocoa butter, spices, or other flavoring materials, and contain in the sugar and fat-free residue no higher percentage of either ash, fiber or starch than is found in the sugar and fat-free residue of plain chocolate.

5. Cocoa or powdered cocoa is cocoa nibs, with or without the germ, deprived of a portion of its fat and finely pulverized, and contains percentages of ash, crude fiber and starch corresponding to those in chocolate after correction for fat removed.

6. Sweet or sweetened cocoa is cocoa mixed with sugar (sucrose), and contains not more than sixty (60) per cent. of sugar (sucrose), and in the sugar and fat-free residue no higher percentage of either ash, crude fiber or starch than is found in the sugar and fat-free residue of plain chocolate.

Vinegar.

1. Vinegar, cider vinegar or apple vinegar is the product made by the alcoholic and subsequent acetous fermentations of the juice of apples, is laevo-rotatory, and contains not less than four (4) grams of acetic acid, not less than one and six-tenths (1.6) grams of apple solids, and not less than twenty-five hundredths (0.25) gram of apple ash in one hundred (100) cubic centimeters. The water-soluble ash from one hundred (100) cubic centimeters of the vinegar requires not less than thirty (30) cubic centimeters of decinormal acid to neutralize the acidity and contains not less than ten (10) milligrams of phosphoric acid (P_2O_5).

2. Wine vinegar or grape vinegar is the product made by the alcoholic

and subsequent acetous fermentations of the juice of grapes and contains, in one hundred (100) cubic centimeters, not less than four (4) grams of acetic acid, not less than one and four-tenths (1.4) grams of grape solids, and not less than thirteen hundredths (0.13) gram of grape ash.

3. Malt vinegar is the product made by the alcoholic and subsequent acetous fermentations, without distillation, or an infusion of barley malt or cereals whose starch has been converted by malt and is dextro-rotatory and contains, in one hundred (100) cubic centimeters, not less than four (4) grams of acetic acid, not less than two (2) grams of solids and not less than two-tenths (0.2) gram of ash. The water-soluble ash from one hundred (100) cubic centimeters of the vinegar requires not less than four (4) cubic centimeters of decinormal acid to neutralize its alkalinity and contains not less than nine (9) milligrams of phosphoric acid (P_2O_5).

4. Sugar vinegar is the product made by the alcoholic and subsequent acetous fermentations of solutions of a sugar, syrup, molasses or refiners' syrup, and contains, in one hundred (100) cubic centimeters, not less than four (4) grams of acetic acid.

5. Glucose vinegar is the product made by the alcoholic and subsequent acetous fermentations of solutions of starch sugar, glucose or glucose syrup, is dextro-rotatory and contains, in one hundred (100) cubic centimeters, not less than four (4) grams of acetic acid.

6. Spirit vinegar, distilled vinegar, grain vinegar, is the product made by the acetous fermentation of dilute distilled alcohol and contains, in one hundred (100) cubic centimeters, not less than four (4) grams of acetic acid.

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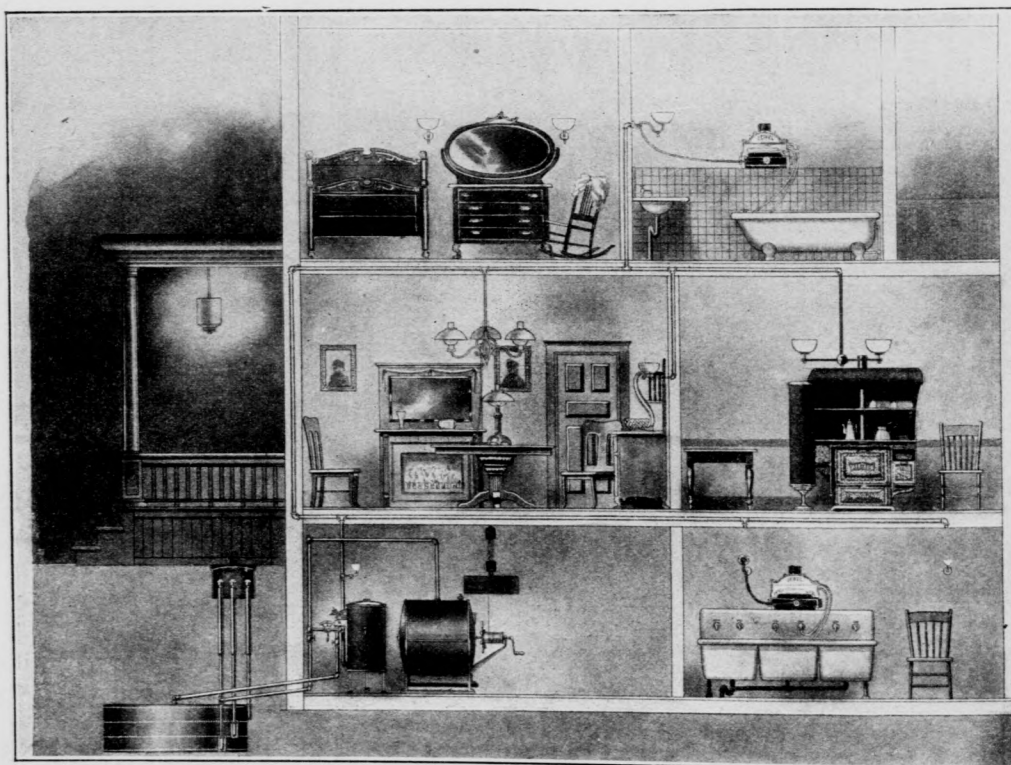
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MYSTERY MONGERING.

Its Effect on People of Limited Intelligence.

Many people assume certain manners as they assume certain clothes, and change these manners more seldom than they change their clothes. Some think it ingratiating to be perky. They bridle and nod, flutter their hands, affect a birdlike turn of the head, clip their words, wink their eyelids, move as if on wires, and cackle without cessation. And they have their reward when they hear themselves called "bright." Others think it more graceful to be drooping and melancholy, to gaze wistfully, walk mournfully, and sit as if before the baked meats of a funeral feast. Others, again, are determinedly intellectual. Even the noses of these persons look learned. Their hair seems to bristle with erudition, and when one meets them abroad in the early hours one feels certain that they are birds gathering bookworms. But of all the people who indulge in travesty I think I get most amusement out of the mysterious people.

Bated, forever bated, is the breath of the mysterious person. Directly he comes into the room you are conscious of the presence of the unutterable, and know that it will speedily be uttered into your most private ear. When he speaks to you he "takes you aside," so that none other may know that he is telling you that the weather is damp and that there is a deal of influenza about. Put a guard upon your lips. Do not betray the precious confidence. Even those of us who are not priests should respect the secrets of the social confessional. His voice is low and thrilling, his manner suggests Udolpho. The touch of his hand is, or ought to be, if he knows how to do the thing properly, electric. As he discusses with you such dreadful subjects as the price of hobnailed boots, the fluctuations of stocks, the merits of President Roosevelt and the economies of the administration, his head approaches yours, his lips pout secretively, his eyes glance round warily to make sure that no one is within earshot to betray him and you. The gallows is surely in his memory. He wishes to avoid it. He wishes—kindly wretch!—to save you from it also. Meet him halfway. It is such fun to do that. He responds sensitively to the slightest mysterious encouragement and thinks he is impressing you and that you believe him to be a strange and remarkable personage, and that you will go away and say, "Glad I met John Smith. Interesting man. Not every day you come across a man like that."

Many women are mysterious. Indeed, I have met more mysterious women than mysterious men. The mysterious woman is often small, but her hats are large, plumed like a hearse, and generally black as night. Pale is her face and languid her manner. She tries to look consumptive and succeeds surprisingly often. As a rule she has little to say, but says it in such an awful manner that it takes on a fictitious importance and

for the moment appears to be impressive.

This social mystery mongering has a great effect on people of limited intelligence. Over and over again have I been informed that I ought to know Mrs. Somebody, because she is "such a remarkable woman;" and when I have come to know her I have found that she is simply a quite ordinary person with a mysterious manner. Three-quarters of the world judge by manner rather than by words. Say a brilliant thing in a careless, casual way and the chances are that it will not be heeded; but say "Pass the mustard" impressively, mysteriously, with bated breath and rolling eye, and your acquaintances will go away saying, "How clever he is! So original! Pass the mustard! I should never have thought of that. I should have said, 'Hand the mustard,' but he is so unusual; puts things so wittily."

Think over your acquaintances and friends. Are not some of them mysterious, and are not they highly considered, are not they called "interesting" on that account? There are many spurious things in the social world, but few things are more spurious than that reputation for being interesting which is gained by the mysterious manner. It is easy to be portentous, but it is difficult to be brilliant—unless you happen to be born so. Now, many people want to be thought brilliant. The spluttering candle frequently aspires to be thought a searchlight. And so manners come into being. The failure tries to mask his impotence with a successful manner, the dull dog is mysterious about nothing, the foolish body cultivates a weighty, bow-wow address, and mouths his twaddle as if it came from Bacon's mind or was conceived by the brain of Goethe. And half the world at least is tricked. For every day perkiness is called brilliance, mystery wisdom, assurance greatness, and the puppet in the mask a giant in the sunshine.

Robert Hichens.

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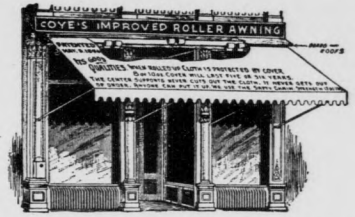
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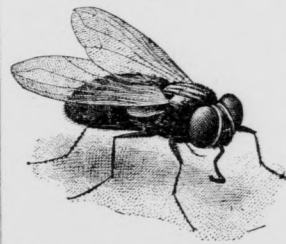


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Insoluble Mystery Woman Will Never Understand.

A magazine has recently made the assertion that eight women out of every ten who married were disappointed in their husbands. This is true, but it does not mean, as it seems to, that eight men out of ten are wicked Bluebeards who delight in torturing their wives. Neither does it prove, as one might suppose, that eight husbands out of ten have serious faults that render them disagreeable as matrimonial partners.

No man marries a woman with a set purpose of making her miserable. On the contrary, every man's desire and his belief is that he can make the woman he leads to the altar happy, and he doesn't find out what a difficult job he has tackled until it is too late to back out. In taking a wife a man assumes heavy responsibilities; he curtails his freedom and gives up his liberty, and lets himself in for a lifetime of doing what somebody else wants him to do instead of what he wants to do himself, and it is foolish to suppose that any man would make these sacrifices for a woman that he was not doing his best to please and satisfy.

This being the case, and no one can deny that the majority of men spend their days toiling and slaving to support their wives and make them comfortable and happy, why are so many women disappointed in their husbands? Why is there so much waste motion of men's good intentions, so to speak?

The average woman who finds the guilt off the ginger bread of matrimony does not charge any overt offense against her husband. She seldom complains that he neglects her, or is cruel to her, or that he beats her or starves her, but the crime on his part that has shattered love's young dreams, that has stripped the halo and the glory from her ideal, that has turned marriage from poetry into prose, and that is the blighting disappointment of her life, is that he does not understand her.

That is her grievance, and it might be his, too, for women no more understand men than men understand women. Each speaks a tongue that the other does not comprehend. Each is moved by impulses that the other can not anticipate, and out of this lack of understanding grow most of the sorrows that tear poor human hearts.

That men do not understand women is not so remarkable as that women do not understand men, for men have never devoted as much time to studying feminine peculiarities as women have to trying to probe the mysteries of the masculine mind. Long ago man gave woman up as a conundrum that he could never solve, and quit guessing about her, but a woman's privileges and perquisites have depended upon how nearly she

could read the riddle of man, and so she is kept working at it.

And the funny part of it all is that the reason she has never found the answer is because it is so easy—so plain—so apparent. The thing that baffles woman in man, the thing she can never understand, is his simplicity.

There is an old story told of a diplomat whose cunning and subtlety were so great that no one among his compeers could compete with him. At every turn he foiled and outwitted his opponents. They could never anticipate his next move, or form any conjecture as to what position he would take, while his every word was regarded as so cryptic that they spent hours in debating its inner meaning and attempting to forecast what it might portend. At last, when the diplomat was aged and feeble, and had retired from public life, some one went to him and asked him what was the secret of this marvelous skill that he possessed. To which the diplomat replied that he had always spoken the exact truth, and always told precisely what he intended to do, and this simplicity was so impossible to his rivals that they were utterly unable to understand him or deal with it.

This illustrates as nearly as possible man's and woman's attitude towards each other. A woman can not comprehend a man's simplicity, and when she fails to understand it she thinks that he is very, very deep, and "devilish sly," as Joey Bagley used to say in Dickens' story. Take the matter of love, for instance. When a man tells a woman he loves her, and marries her to prove it, and offers additional evidence daily on the subject by toiling to support her, he regards the matter as placed beyond argument. It no more occurs to him that any one could question his affection than they could question his solvency if he owned a bank and a block of buildings. The thing is there to show for itself.

Neither does he question his wife's

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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.

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Facts in a Nutshell

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love for him. There was no reason for her to marry him unless she preferred him to any other man, he thinks, in his simplicity, nor does it occur to him that, having once loved him, she will ever cease loving him. Wherefore he takes love in peace and restfulness.

Now it is utterly impossible for a woman to understand this simple masculine point of view on the subject. She can not comprehend that anybody can accept a fact as a fact, and let it go at that. Her feeling about love is like that of a child with a flower—she must be continually digging it up to see if it is growing. So, when a husband ceases to tell her he loves her, because it seems to him idle to mention such a palpable thing, she immediately begins to argue that he has ceased to love her. It is true that he is still as domestic as the house cat, and that he is kind and considerate, but that only impresses her as something extraordinarily subtle and inexplicable. "Why should he be so good to me, when he has stopped telling me that he loves me?" she asks herself, and she's as likely as not to work the answer out to be "Remorse of Conscience," whereas the real solution of the enigma is that the man is good to her because he loves her, and is trying in his simple masculine way to show it.

The first place where a man disappoints his wife is in his simple acceptance of love as a fact, instead of a subject for debate and vivisection. The next is when he fails to regard herself and himself as mysteries. This also is the result of his simplicity. The ordinary man has absolutely no psychological point of view about his wife or himself. To him a spade is a spade. To her it is frequently a parlor ornament, with a hand-painted blade and a blue ribbon tied around the handle. When she has vague purple yearnings after the whatness of the ain't, he suggests liver, and she turns mournfully away to shed bitter tears in secret because she is married to one who does not understand her higher nature. What she would adore in him would be his seeing in her a strange, weird nature, altogether different from other women, full of mysterious impulses—one who could be a genius if she would—and when he only sees in her an ordinary woman, who does not know her own mind two minutes at a time, she can not forgive him for it.

A woman's ideal of a perfectly happy marriage is one in which the husband and wife sit up the entire time analyzing their emotions, and when she finds that a man does not do things for occult reasons, but simply and solely because it was handy, or convenient, or profitable to do them that way, it baffles her completely. It is for this reason that men are never either as good or as bad as women think them. The men that break women's hearts are not the deep, dark, designing villains that women imagine. They are merely careless. When a woman engages in a flirtation from the very first she has visions of wrecking a life by her coquetry, and of the man journeying his

lonely way through life because of her perfidy. But when a man makes love to a pretty girl, it is simply and merely because she happened to be near, and it was a moonlight night and he felt sentimental, and he has no sinister purpose whatever.

The same difference in point of view may be noticed in financial transactions. The one thing that surprises every married woman is that her husband was able to keep out of the poorhouse before she took charge of his pocketbook, and she can not understand how it is that men are able to get along when they are so extravagant. She esteems a man criminally wasteful, because he buys the thing he wants, when he wants it, instead of waiting and getting something he did not want and did not need, because it had been marked down from its original price, which is her complicated way of economizing.

Perhaps men and women will never understand each other. Perhaps it is not desirable that they should, and truly they are never so interesting to each other as when they keep each other guessing; but certainly the great insoluble mystery of man that woman will never understand is his simplicity.

Dorothy Dix.

A press dispatch states that a wealthy retired druggist of Manchester, N. H., was so bashful that he kept putting off his proposal to his sweetheart for thirty-two years. And all the time the lady was willing. Finally the poor druggist was seized with a grievous illness, and whether it was the tonic effect of the medicine or what, but anyway he sent for the lady and proposed forthwith and was accepted. A hurry call was sent for a justice of the peace and the marital knot was tied in a twinkling. And the dispatch adds that the druggist, two hours later, died in peace. It is not explained whether the peacefulness of his end was due to the fact that he was married or that he had been married but two hours.

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

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THE MAN BEAUTIFUL.

Business Has Neither Time Nor Use for Him.

If you are a matinee actor it will pay you to be beautiful if you are of the male persuasion as to sex; otherwise not. Business is cruel, common and sordid, and it has neither time nor use for the man beautiful. A pretty man may be all right as a business man, but it is pretty hard to convince any pretty good business man that the pretty man is ever anything than a pretty man.

It is not that common, ordinary good looks are against a man. Oh, no. Even grumpy old curmudgeons of employers like to have the men under their charge prepossessing in appearance. But when a man fairly radiates in the fashion that the girls like to describe as "pretty," then that man is all out of luck. He may get a chance to prove that his prettiness is something that should not be held up against him, but the chances are that he will not, if it is some practical form of business that he attempts to enter.

The pretty man has troubles. It is really and truly a thing against a man to be exceptionally handsome. In a business way he is looked down upon and in other ways—well, there are annoyances.

There is one man, a salesman, in Chicago who is really pretty. He is not the ordinary good looking man. He is more than that, he is nearly beautiful. His features are all small and delicately molded and his complexion is such as to excite envy among those members of the fair sex who must, perforce, resort to rouge, powder, and other troublesome articles when they are to appear to the best advantage. Add to this large blue eyes and brown hair that curls just a little at the temples and you have the complete article, a pretty man.

As a specimen of the matinee article this man would be the proper thing and there would be much excitement in the hearts of the young fair ones who paid money to see him. But he is not. On the contrary, he has no inclination toward the stage, and he has a real, man-sized contempt for the matinee actor and his ways. Effeminate he is not in any sense of the word, but it is hard to look at his face and curls and believe it.

He started out in life as a collector for a wholesale grocery house, a position secured for him through the influence of his father. It was his first position and hitherto he had never supposed that his "beauty," which had ever been a source of joking at home and at school, would hinder him in a business way. But it did. The storekeepers from whom he was to collect looked at him, noted the pretty face and the curly hair, and after he was gone telephoned his firm: "Why don't you have a man to do your collecting? Somebody will take that doll you've got out now and spank him and take his money away."

At first this was not noticed by his

employers, but after half a dozen such calls and a few letters had been received the head of the house looked up the new collector. The head was of the gruff old type of business man, and the pretty fellow was taken off the collection route. He was offered a position in the office, but inside work is not to his liking, so he resigned.

"That was only the beginning, but that is a first class example of the way people regarded me before I became known," says he. "I was 'pretty,' that was all; that was enough. I applied for positions as insurance solicitor, collector, salesman, freight claim agent, and solicitor, even as a

other places I was told that they did not want any one just then.

"I finally had to whip a man to get a job. This is how it was: I had answered advertisements until I had gotten sick of being turned down, and finally one day, when I saw that a large cigar manufacturer was advertising for a salesman, experience unnecessary, I determined to make a play strong enough to land the job.

"I made my play all right, confessed that my being good looking was against me, but the cigar maker did not warm to me at all. I told him I was not as pretty as I looked. He insinuated that it wouldn't do any good to fit me out with a case of sam-

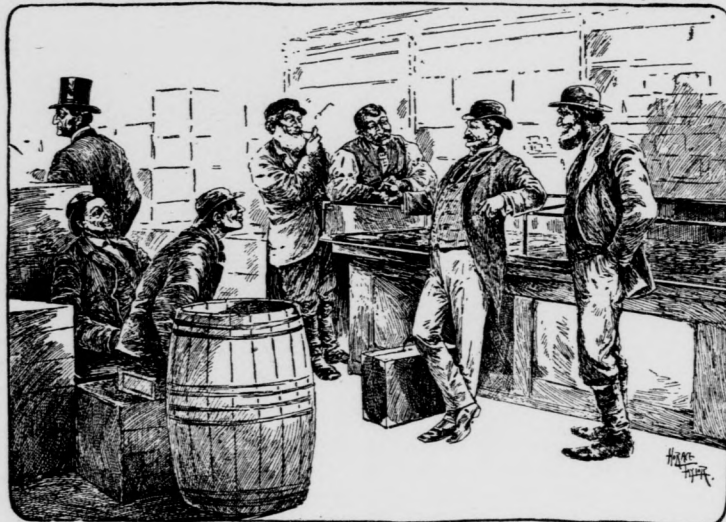
The Crowd in the Country Store.

There are many things the cities miss
In the din and busy strife,
That country air and country space
Provide for restless life;
But of all the schemes that men devise
For rest and fun galore,
There's naught can furnish half so much
As the crowd in the country store.

'Tis there the weather gets its start,
And storms the crowd predict,
And Providence sometimes gets the blame
And oft Professor Hicks,
'Tis there religious views are fixed,
And doctrines torn pell-mell,
Shrines and creeds knocked galleywest,
With the bottom kicked out of hell.

The best man living in the town,
And grandam, matron, maid,
The honest clergy at his desk,
The teacher with good conduct staid,
The pompous Justice of the Peace,
The constable, Billy Moore,
Are hauled across the coals each day
By the crowd in the country store.

The daily papers bring no news;
The rural mail does worse;
The best magazines are frauds,
And each one has been cursed
For the little news that's furnished,
And their weakness they deplore,
For different news is relished
By the crowd in the country store.



The knowledge on the deepest themes
Is not a circumstance
To those who gather in that store
And polish up their pants
Where hundred others did the same
For forty years or more
Upon the boxes, barrels, and steps
About the country store.

The latest horse trade in the town;
Where Wilson bought his cow;
How much did Weaver's last hog weigh?
Who goes with that girl now?
Jones paid too much for that sorrel mare;
She balks and he feels sore—
He only drives her when there's not
A crowd at the country store.

The points that puzzle diplomats
Amid the cares of state—
The Presidential nominee
Is always on the slate.
All troubles from the Isthmus
To the Klondyke's icy shore
Are settled to perfection
By the crowd in the country store.

The knotty, ugly legal points
That fill the nation's craw
Are decided right beyond appeal
From Maine to Panama,
By all those wont to congregate
And air their mystic lore,
To all those who come and go
With the crowd in the country store.
Lee Howard.

street car conductor, and was turned down, because of my misfortune. I might have landed the conductor's job if I agreed to grow a beard, but I don't have to cover my face with hair for anybody. I have a mustache now, and that helps to lend an air of fierceness to my aspect, but that is as far as I will go.

"Before I raised the mustache, and before I got to be known anywhere, I certainly had a time making a living in the way I wanted to make it. I could have secured work as a salesman in men's furnishing stores or in the big department stores, but I did not feel like working for boy's wages, so did not take those jobs. In most

places, because, even if I could sell cigars, it wouldn't be long before somebody stole me. I called him a liar. He said, 'Who's a liar?' Then we clinched, as is usual under those circumstances, and before we got through I had made the man, who is now my employer, see the error of his judgment.

"I've had to keep fighting ever since, because people will try to presume on the 'pretty man.' I'm not particularly stuck on my present job, but I'm dead scared to throw it up and try for something else, because I remember the time I had before I landed this one. So, if your face begins to show any signs of growing

'pretty,' begin patronizing barber schools. It'll be less trouble in the end."

An employer does not like to hire a pretty man, and he has well defined reasons for his prejudice.

"When a man is so blamed good looking he generally has it on his mind so hard that he hasn't time for anything else," says one employer. "By 'pretty' I don't understand to be meant just plain good looks. The young fellow with a pleasant, regularly featured face will get a job with me any time that I have an opening. But the fellow who runs James K. Hackett a hard second for looks, him I can't use. Why? Oh, well, it's against him, being 'pretty.' Maybe he can't help it, but then again, maybe he's done a whole lot toward making it possible, caring for his complexion, etc. Anyhow, it generally proves to be the case that when a fellow's exceptionally good looking he isn't much good for anything else. A man worrying about his looks don't make for the good of a firm's business.

"Suppose you have a pretty young male thing selling windmills or plows for you. When men come in to buy windmills or plows they want to talk with some one that looks as if he knew something about these things, not with a fellow who looks as if he ought to be making love to a stage heroine. It may be that the good looking chap knows more about plows or mindmills than any one else in the world, but he does not look like business. And appearances go a long way in business, but they have to be the right kind."

Another pretty man contributes this howl: "A man who is what people are pleased to term 'pretty' is never given credit for having any hard, common sense. He may be the most sensible fellow in the world, but his looks are against him. Everybody imagines that he is sort of a male imitation of the female flirt, and that the great worry on his mind is the shape of his necktie and the winning of female hearts. Many men do not like to make friends with him, and will you believe me, many of my plain friends who are married will never invite me out to see their wives?

"They know me well enough to know that they have no reason to fear that they will ever have to be jealous of me, but they are prejudiced. And this on top of the recognized prejudices of the business world against the pretty man. No, the life of the pretty man is one not to be envied."

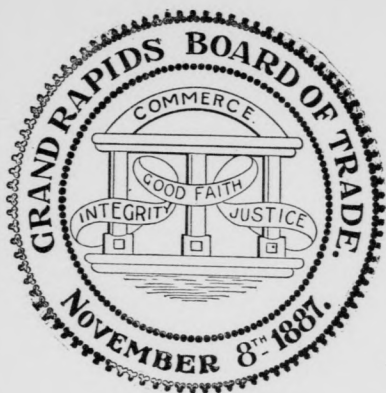
So if you are extremely plain as to appearance you can console yourself by reflecting upon the troubles of the fellow who is just the opposite.

Percy Cling.

His Advantage.

Gritty George—Lady, will yer please give me some of yer husband's old clothes? I know he is rich.

The Lady—That's the trouble. He is rich enough to wear old clothes himself.



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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

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Michigan Automobile Co.	Century Fuel Co. (Coal only)	Foster, Stevens & Co.	Seeds and Poultry Supplies
Richmond-Jarvis Co.	A. Himes		A. J. Brown Seed Co.
Bakers	A. B. Knowlson	Jewelry	L. F. Jones Seed Co.
National Biscuit Co.	S. A. Morman & Co.	W. F. Wurzburg Co.	
Belting and Mill Supplies	Wykes-Schroeder Co.	Liquor Dealers and Brewers	Shoes, Rubbers and Findings
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F. Ranville Co.	G. J. Johnson Cigar Co.	Furniture City Brewing Co.	Hirth, Krause & Co.
Studley & Barclay	Geo. H. Seymour & Co.	Grand Rapids Brewing Co.	Geo. H. Reeder & Co.
Bicycles and Sporting Goods	Cigars and Tobaccos	Kortlander Co.	Rindge, Kalm'h, Logie & Co. Ltd
W. B. Jarvis Co., Ltd.	The Woodhouse Co.	Music and Musical Instruments	
Billiard and Pool Tables and Bar Fixtures	Crockery, House Furnishings	Julius A. J. Friedrich	Show Cases and Store Fixtures
Brunswick-Balke-Collander Co.	H. Leonard & Sons.	Oils	Grand Rapids Fixture Co.
Books, Stationery and Paper	Drugs and Drug Sundries	Republic Oil Co.	Grand Rapids Show Case Co.
Central Michigan Paper Co.	Hazeltine & Perkins Drug Co.	Standard Oil Co.	
Grand Rapids Stationery Co.	Dry Goods	Paints, Oils and Glass	Tinners' and Roofers' Supplies
Grand Rapids Paper Co.	Grand Rapids Dry Goods Co.	G. R. Glass & Bending Co.	Wm. Brummeler & Sons
M. B. W. Paper Co.	P. Steketee & Sons.	Harvey & Seymour Co.	Hopson Co.
Mills Paper Co.	Electrical Supplies	Heystek & Canfield Co.	
Confectioners	Grand Rapids Electric Co.	Wm. Reid	Undertakers' Supplies
A. E. Brooks & Co.	M. B. Wheeler Co.	Pipe, Pumps, Heating and Mill Supplies	Durfee Embalming Fluid Co.
Putnam Factory, Nat'l Candy Co.	Flavoring Extracts and Perfumes	Grand Rapids Supply Co.	Powers & Walker Casket Co.
Clothing and Knit Goods	Jennings Manufacturing Co.	Saddlery Hardware	
Clapp Clothing Co.	Grain, Flour and Feed	Brown & Sehler Co.	Wagon Makers
Wm. Connor Co.	Valley City Milling Co.	Sherwood Hall Co., Ltd.	Belknap Wagon Co.
Ideal Clothing Co.	Voigt Milling Co.	Plumbing and Heating Supplies	Harrison Wagon Co.
Commission—Fruits, Butter, Eggs Etc.	Wykes-Schroeder Co.	Ferguson Supply Co., Ltd.	Wall Finish
C. D. Crittenden	Grocers	Ready Roofing and Roofing Material	Alabastine Co.
J. G. Doan & Co.	Clark-Jewell-Wells Co.	H. M. Reynolds Roofing Co.	Anti-Kalsomine Co.
Gardella Bros.	Judson Grocer Co.		Wall Paper
E. E. Hewitt	Lemon & Wheeler Co.		Harvey & Seymour Co.
Vinkemulder Co.	Musselman Grocer Co.		Heystek & Canfield Co.
	Worden Grocer Co.		

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

SUCCESS IN LIFE.

It Is Largely a Matter of Comparison.

Comparisons are odious, but we are always making them. We can not help it. With all respect to the people who declare we should not indulge in them, I say that the advice is about as excellent as a recommendation that a man should not wear himself out by allowing his blood to circulate. The one is as natural and as necessary as the other.

"Without making comparisons," said Thackeray, "one would remain a simpleton all one's days. The only thing against the occupation is that some people employ themselves in it to make themselves bigger simpletons than they were before."

They do that with everything, including food and drink. Women sum themselves up by other women. To arrive at a conclusion as to whether they are pretty, clever, well dressed, fortunate, they survey the crowd and themselves. A man does just the same thing. A modiste told me of a society beauty who had secured a wonderful costume. The dress was to outdazzle everybody else, and everyone who was privileged to see it before the great event went into ecstasies over it. The wearer was bent on a great triumph. She was disappointed, however. At the reception there were three other costumes, which, in her judgment, eclipsed hers, and when she arrived home she could not compose herself sufficiently to go to sleep until she had taken a pair of scissors and snipped the now despised "rag" into small bits. It came back to the modiste like that, packed in a nice pasteboard box, the next morning, with the beauty's compliments written in a handwriting that quivered with disappointment and rage.

All my male friends who have heard of the incident agree that the woman was exceedingly foolish, and they believe that no man would act so absurdly. I have never known a man to cut up his frock coat or destroy his top hat because some one else had a better, but I have known them to do equally ridiculous things. Among the secret possessions of one of our most popular artists is an oil painting with a huge hole in the middle of it. He showed it to me one day, and having asked my opinion of it I replied that the hole in it was magnificent, but as to the picture it was impossible to express an opinion when so much of it was obliterated. It was one of his early achievements, he told me, and having expended infinite pains upon it he had sent it in to an exhibition, where it was rejected. Its return plunged him into profound despair. The news that "that ass X" had had his picture accepted overwhelmed him. He put his foot through the painting. "I afterward thought what a fool I had been," he told me, "and I kept the thing as a warning to me not to be a fool in the future."

The truth is that save for comparing things we certainly should know nothing. "How would you

know, sir," asked Darwin of a man who had irritated him by some absurd remarks upon the futility of comparisons—"how would you know, sir, whether you ought to have one head, three, or four, save by comparing yourself with other men and seeing that they have each only one? How would you know you ought not to be nine feet high?"

It is by comparing ourselves with others that we either learn something about ourselves or become more ignorant about ourselves than ever. You can achieve either result. It will depend upon how the comparison is performed. If you have to make your own living it is worth while to devote some thought to the comparison drawing operation. Failure in it is responsible for the greater part of the non-success of so many. Comparison in practical ability to do something useful would awaken them to bigger efforts to make themselves of some value.

One of the great drawbacks of country life appears to me to consist in the limited means it often supplies for measuring one's self by comparison with others. A young fellow may be an Admirable Crichton in a village and find himself on emerging into a wider field outclassed all around.

I have had an experience of this lately, when my aid was invoked by the parents of a youth to get him "something" in town. I had a glowing description of his abilities and acquirements. He was excellent in French and German among other things. In the literature of both these languages I have found him well stocked with knowledge. But he could not write a business letter in either language, nor speak a sentence which a foreigner could comprehend. He is naturally keen and smart—it is my experience that the countryman is as well equipped as any one in intelligence—but he has come from a place where he has been remote from any opportunity of discovering that, compared with other young men of his age, he is about two years' work deficient. How can a man answer the question, How much am I worth in the market without knowing what there is "going" in the market? A false and inadequate standard of sufficiency is readily attained when one has little knowledge of the real, practical standard in vogue.

A short time ago a young friend of mine upon a visit to the city desired a game of billiards with "a really good player." I could not myself satisfy him, for when I confessed I played a humble game he despised me in a marked fashion. He had beaten all the players around his home. But I undertook to get him a worthy antagonist. He lost each game by over fifty points in a hundred. He was not a bad player, but there were hundreds better.

In character we compare inevitably. We are always putting one person beside another and saying which is, in our opinion, the better; and as there is no one—as M. de Montaigne observes—whom we are so interested

in as ourselves we are always comparing ourselves with others. We can make all manner of mistakes in this work, and our comparisons are apt to be drawn wrongly. A chaplain connected with a great prison told me of a convict he had under his care who, having received a sentence of eight years for a considerable offense, yet, while admitting his crime, by no means appeared endued with proper humility. My friend was puzzled, for the man was by no means thoroughly bad or a fool. He learned the secret of it one day when the prisoner said: "That chap"—indicating the man in the right hand cell—"has ten years, and that bloke"—the man in the left—"has twelve. I guess I'm a kind of innocent here!"

From the iniquity of his companions he extracted a species of testimonial to his own innocence! People do that outside prisons as well as in them. A worthless fellow will set a standard for comparison among his associates which will put every one wrong.

I know many who make just as ridiculous excuses for themselves. When I pointed out to an acquaintance how foolish he had been to throw away \$50 that he could not afford over a horse race he replied that he knew a man who lost \$500. He did not consider himself a gambler. It is the same in other things. In the formation of character I have great belief in self-comparison with the highest real personages. No child will ever be kept from lying through the lie that Washington never told a lie. He will only arrive at the conclusion that Washington was clever enough to tell lies and not be found out and will try to tread in his steps. I doubt whether that story of Washington has not been responsible for more lying than any other fiction ever invented.

"Compare yourself with a high standard, but not with an impossible one," said John Stuart Mill. "Never compare yourself with an inferior standard." It is excellent advice. The first leads only to absurd self-depreciation and a sense of abject failure which makes one give up the struggle in despair, and the latter only leads to self-complacency. One need not go far for characters which are, if not good all round, in some one respect or another higher than one's own. If one has not them among one's friends one has selected friends badly.

"There are many people," said T. P. O'Connor, "who can not see Oliver Cromwell for the wart on his cheek." There are people who can never see their friends for some trifling defect in them which blinds them to everything else in their character. In that case self-comparison with them becomes mere self-flattery.

One naturally compares one's success in life with that of others. One is bound to do so. If one man gets \$25 for a piece of work I should be a simpleton not to try and get as much for the same piece of work performed by myself. If another is remarkably prosperous in my business I naturally sum myself up with

him and wonder how it is I fail. In this comparison, however, there is a vast opportunity for making mistakes. In the first place, while we will not admit that we are not as clever or as worthy of success as any we know, we are apt in regard to success to see only those who exceed us. Of course, we ascribe the inequality of things to sheer perverse fortune. It is wonderful how few people I meet who are not "the most unfortunate people in the world." Last week I met three samples of them. One had shares in a ship captured by the Japanese and would lose \$25,000 over it. Another, an actor, had an engagement at \$150 a week when he "ought to have had \$200." The third had missed a berth at \$15 a week which he had made certain of getting. I have known a man to become "the most unfortunate man in the world" over a hard boiled egg at breakfast.

In reckoning up success in life, poor and humble are the ones we are inclined to ignore. To be blind to the qualifications of others and blind to the calamities of the rest is all that is wanting to enable us to make a comparison by which we can become convinced past all shaking that we are "the most unfortunate people in the world." That does not help us to be more fortunate.

John A. Howland.

The Deft Hand of the Mistress.

The repetition of flavors and ingredients is one of the commonest and grossest errors in dinner giving. A placidly ignorant hostess sometimes serves a suffering epicure with tomato soup, croquettes with tomato sauce and tomato salad all at the same meal, and the woman is familiar everywhere who offers us celery salad after celery has been on the table all through the meal.

A particular place for tripping up is on the sauces. Tartare, mayonnaise, suedoise and verte all bear a strong resemblance to one another, and should not be used at the same meal. All sauces flavored with Madeira or sherry bear a likeness to one another, so that but one should appear at a given dinner.

Suedoise is new and is a combination of mayonnaise and horseradish, and is especially liked for boiled fish of any kind. The use of this at a dinner precludes horseradish sauce with the fillet, and thus one dainty prohibits another, and in the midst of all these intricacies the housekeeper feels the truth of the statement that dinner giving is an art demanding care and study.

It is attention to the minor matters that makes dinner-giving an art and elevates the labor of the mistress above the labor of the maid.

The great trouble with many a church is that it is more anxious about the steam that runs to its whistle than about that which runs the works.

It's a queer mind that persuades itself it is working for the Lord when it is only working the church.

Moral masks deceive no one but their wearers.

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

Michigan Tradesman

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

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

Name _____

Address _____

Business _____ No. Clerks _____

HARDWARE

Why the Hardware Traveler Is Indispensable.

The history of all of our mercantile business methods is evolutionary, and our present methods are a fair illustration of the survival of the fittest.

In times past our jobbers, in many cases, have been induced here and there to try this or that experiment or innovation, but invariably they have eventually sifted out the wheat from the chaff—the prime consideration always being results accomplished. And, after all, results are always the end in view—results not only for the seller, but for the buyer as well.

I wish at the outset to be understood to be absolutely an advocate of the retention always of the traveling salesman as against the catalogue method.

Not long ago I read an article by Chas. N. Clewdson. He said: "Salesmanship is the business of the world; it is about all there is to the world of business. Enter the door of a successful wholesale or manufacturing house and you stand on the threshold of an establishment represented by first-class salesmen. They are the steam and a big part of the engine that makes business move."

A very fine tribute to the traveling salesman and one which I think tells the story in a nutshell.

The traveling salesman's mission on the road is not entirely to reap in the shekels for their employers, but to keep the buyers in touch with their houses, to introduce new goods, show their advantages, keep the dealers in line, etc.

Many manufacturers and jobbers have tried to reach the buyer by catalogues, circulars, etc., and have met with poor success, many with entire failure. Every mail brings you catalogues and circulars from some manufacturer or wholesaler, and I can safely say that 90 per cent. of them are relegated to the waste basket or stove, many of them never having any more than a glance. Had these same companies sent a salesman he would have shown up their superior points in his majestic way, and no doubt made many sales. Speaking from experience I do not receive one order in four from catalogues that I have been requested to send, and do not miss selling one in four where I go in person to answer the enquiry.

As a rule, buyers do not buy goods that they know nothing of from catalogues unless they appeal to them as being cheap, and if they do buy, purchase but a sample, and samples never bring the results that a line assortment will.

There are one or two jobbers in your lines who depend entirely on their monthly catalogues to reach the buyer. I say buyer, as every one in

their view who has the coin is the trade.

More or less of the hardware trade buy some goods of them. But let me ask you what class of merchandise do you get? Do you ever go to them when you want a good article? My advice is to buy your cheap egg beaters, tinware and sundry articles from the houses that carry your lines in full, even if you have to pay in a few cases 1 or 2 per cent. more on a few cheap articles. I know you will be better satisfied in the end, and you help to build up the houses that are trying to protect you, and not the ones who issue catalogues to your grocer, butcher, department store, etc.

Any manufacturer or wholesaler in your line who will send his net prices and catalogues to all classes of trade is doing you as much damage as the catalogue houses that sell direct to the consumer. The grocer buys a stove, the dry goods man wants a little builder's hardware, and so on down the line, and you are helping these cheap catalogue houses to build up a business that is ruining yours. I learn from good authority that there are 500,000 traveling salesmen in the United States, drawing on an average of \$3,000 each for salary and expenses, making the enormous amount of \$1,500,000,000 a year. If our employers thought they could put this, yes 10 per cent. of it, on the credit side of their ledgers and do away with the traveling salesman, our resignations would be called for posthaste.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

Forest City Paint

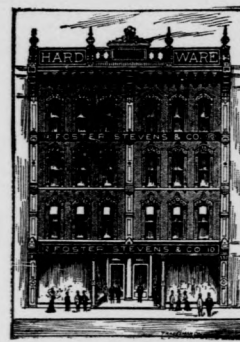
gives the dealer more profit with less trouble than any other brand of paint.

Dealers not carrying paint at the present time or who think of changing should write us.

Our PAINT PROPOSITION should be in the hands of every dealer.

It's an eye-opener.

Forest City Paint & Varnish Co.
Cleveland, Ohio



FOSTER STEVENS & CO.

Grand Rapids, Michigan

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

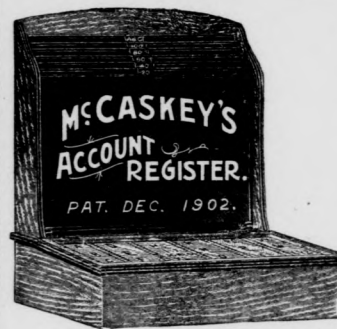
All of our energy this year will be used in showing you the advantages of Grand Rapids as your natural source of supply for

GLASS

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

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

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



P. D. Q.

In This Case Means

Perfect Details Quick

If you wish to know about Bill Jones' Account, you don't want to waste half an hour looking through Ledgers and Day Books. You would like to have your accounts in such shape that you can refer to them **instantly** and see **every detail** of the Account, not only the Total, but the **items** and who sold the goods.

The **McCaskey System** is the **Quickest** on the market. It shows you **all the details** of the **transaction** in the most **simple** and **perfect** manner. You can tell in five minutes what 100 customers owe you. Your Accounts are ready for **settlement** at **any minute** without making **another figure**.

It is a safe-guard against errors. It is a Collector of Accounts. It is the up-to-date One Writing System.

Your Accounts Can Be Protected From Fire

Write for Catalogue

THE McCASKEY REGISTER CO.
ALLIANCE, OHIO

Mrs. of The Celebrated Multiplex Counter Pads and Sales Slips.

But the traveling salesman is like the rudder to a vessel—they need us to steer them into the different channels of trade.

This great expense does not come out of the dealers' pockets; it is a saving to them. If there were no traveling salesmen the buyers would be compelled to go to the market at least once or twice a year or depend on catalogues. And you all know you spend much more money while in the market places than you do on the traveling salesmen when they are in your town.

The total expense of your trips would be at least double what it costs the wholesalers and manufacturers to send their representatives to you.

I believe the majority of buyers are better posted on what they need, quantity they want and, last but not least, prices, when on their own stamping ground. There they have their stocks before them and prices to refer to. I have heard many good merchants say that they become confused when buying away from home.

A buyer does not realize how little he knows until he meets those who know more.

They generally have those know-more men at headquarters, or think they do.

I have had described to me some of the old-time Western hardware stores, back in the forties, before the era of the traveling salesmen, when the buyers went to the markets once a year (sometimes), or depended upon catalogues. One can picture in his mind what kind of stocks were carried, and then look at the average up-to-date hardware store of today, with its well assorted and shelved stock that is visited from two to twelve times a year by the traveling salesman, who, each trip, offers you something new, brings you advanced ideas, gives you a "hunch" on the coming advances, shows you the best method of displaying your wares, comes in handy now and then in convincing your customers that the chimney has the draft, not the stove, helps you many times in figuring or selling special articles that you are not posted on, and then ask yourself do you want to go back to the old way of doing business? Do not misunderstand me that I advocate doing away with catalogues. Catalogues should be kept for reference and every dealer should have some system of filing them away, so when he has a call for something he is out of, or not carried in stock, he could turn to his index and find it at once.

When you find a square and honest traveling salesman, who carries the lines that please you, stay by him, even if he does not, in every case, strike the bottom price. For if he is on the square he will protect you, and at the end of the year you will find that you are the gainer.

My universal experience has been, and I am firmly of the opinion, that the true and tried traveling salesman of judgment and experience, who has gained your confidence through his integrity and good judgment, is as indispensable an ally for you in the up-

building and maintenance of your business as your family doctor or your lawyer.

He has studied the wants and the requirements of your business, he knows the varieties and the qualities demanded by your trade, and his observations elsewhere enable him to advise and to counsel with you helpfully and intelligently.

Therefore, I feel that my conclusion is in line with the universal experience of both jobber and retailer, when I say that the traveling salesman is indispensable to both.

A. J. Collins.

Furniture That Tells No Tales.

The woman in a fashionable furniture store looked the new sideboard all over, but seemed so indifferent that the salesman despaired of a sale. He was preparing to accept the usual "will call again" when an idea occurred to him. Opening a cabinet on the side intended for cruet bottles, he touched a spring. To the astonished customer was revealed a secret drawer, large enough to hold a dozen letters or so, a bank book and a few jewels. The salesman closed the drawer.

"Now you open it," he said to the customer.

She tried in vain. She asked the salesman to show her how. He said he would with pleasure if she bought the sideboard, otherwise it was against the rules of the house.

"This is an evolution of the secret drawers in writing desks," he said to an on-looker. "It is not up-to-date now to put secret compartments in desks. That is the first place anybody seeking for hidden documents is sure to look. But they never think of searching in a folding bed or a dining room sideboard. It is the women who run most strongly to this freak feature in furniture. A man has his fire-proof deposit vault or a safe place in his office for any papers he wants to keep out of sight. A woman seldom has anything but a desk at home, that is as available to everybody else in the family as it is to her. She never knows what moment her cherished little secrets may be uncovered and laughed at. With such a compartment as the one in that sideboard she need never worry."

The lady took the sideboard.

AUTOMOBILE BARGAINS

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

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

The Grand Rapids Sheet Metal & Roofing Co.

Manufacturers of Galvanized Iron Cornice, Steel Ceilings, Eave Troughing, Conductor Pipe, Sky Lights and Fire Escapes.

Roofing Contractors

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GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

THE FRAZER

Always Uniform
Often Imitated
Never Equaled
Known Everywhere
No Talk Required to Sell It
Good Grease Makes Trade
Cheap Grease Kills Trade



FRAZER Axle Grease
FRAZER Axle Oil
FRAZER Harness Soap
FRAZER Harness Oil
FRAZER Hoof Oil
FRAZER Stock Food

Michigan Fire and Marine Insurance Company Detroit Michigan

Established 1881.

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

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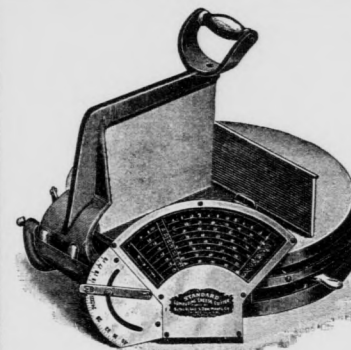
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Agents wanted in towns where not now represented. Apply to

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



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

The Standard Computing Cheese Cutter

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

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

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

DO IT NOW

Investigate the

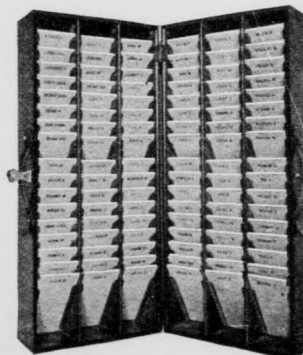
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 19, 1901.



Little Courtesies Which Transient Patrons Appreciate.

While it would be suicidal business policy to in any way neglect an old and permanent customer of a shoe store, on the assumption that he "does not object to waiting awhile," that others may receive attention, it does not follow that he should be accorded more than his just share of time and attention. There is the transient visitor to be given consideration at all times. And although he has put fewer dollars in your till than the well-known "steady," he represents possibilities worth developing. There may be "pay dirt" in this new field, which can be discovered only when the crust is broken and you get below the surface.

Remember that your "old reliables" did not become such in a day, or even a year. They achieved their designation by very slow degrees. They were transients themselves once. You helped to make each of them a call-again customer, until he became confirmed in the habit of coming to you for shoes. Put forth sustained effort on present transients, to make them permanent. Manifest no relaxation of courtesy or of patience with their sometimes trying peculiarities and seeming unreasonableness in demanding unsuitable fits. What you have done in all your business career to make converts to your house you can continue to do ad infinitum. Of course you can not expect to secure all transients; you will have to make a discount for those that your popular competitor will gather in his net by similar methods. But each new customer counts one, and your business support is composed of units.

"I try to get next to the stranger who enters my store," said an old shoe dealer, "so that he may have his first greeting and welcome from me, which I invariably make as cordial as possible, without being effusive or unnatural; for while we may not literally 'entertain an angel unaware,' it is the stranger's first reception that makes or mars the possibility of converting him or her into a regular customer."

Some dealers in their excessive gallantry toward women patrons are apt to go a little too far toward the other extreme in serving men. They reason that masculine shoe buyers will stand for a little less courtesy from the retailer or his clerk. It is well to look at this subject from a strictly business standpoint, and while according to the feminine contingent every polite attention in your power, do not make the mistake of supposing that men are indifferent to the little courtesies which are so much appreciated by the fair sex. Take no stock in the stereotyped and stale references to the capriciousness of women. Submit to their whims as gracefully as your nature will permit, con-

soling yourself meanwhile with the thought that male fuddy-duddies are far more disagreeable customers. In this, as in all other matters pertaining to the store, study human nature without prejudice; regard personal idiosyncrasies philosophically.

Whether you employ male or female salespersons, see to it that all are competent. Keep an eye on the too free young fellow who is inclined to rush in "where angels fear to tread," and to indulge his propensity for fun at the expense of a modest customer's feelings.

Says an experienced shoe retailer: "Beware of the joking clerk. He is always an element of danger to your trade. Like the frolicsome colt, he may mean well, but his antics may make trouble. In a shoe store 'this fellow of infinite jest' is inferior to one of infinite patience and tact. The quick-tempered, irascible salesman you do not want in your store at all, of course. It is hard enough, at times, for the even-tempered clerk to control himself under trying conditions."

The well-seasoned clerk who follows Mr. Meagle's advice to "Tattycoran," to "count five-and-twenty," will conquer the crankiest customer that ever brought a No. 5 foot to be fitted to a No. 4 shoe. It is a "tough proposition" sometimes, but it must be remembered that those who "pay the freight" can always dictate terms, even if they are one-sided. The battles of the shoe store are not those of the "give and take" sort. The dealer must always stand on the defensive. His success depends upon his ability to satisfy every customer and see that he leaves the store a contented purchaser.—Shoe Retailer.

Character in Shoes.

A certain shoemaker is a firm believer in "shoeology." He says: "Worn shoes go ahead of the art of fortune-telling from the lines of the hand. In one shoe, for instance, I see irresolution, changeableness, inclination to slovenliness and occasional fits of ill-humor.

"Show me any person's footgear after two months' wear, and I will describe the character of the person.

"If the soles and heels are worn evenly, then the wearer is a resolute, able business man, with a clear head, a trustworthy official or an excellent wife and mother. If the sole is worn on the outside, the wearer is inclined to adventurous, uncertain, fitful deeds, or, if a woman, to bold, self-willed, capricious tricks.

"The sole being worn on the inner side shows hesitation and weakness in a man and modesty in a woman."

The men who have lifted the world have never been too great to touch it with their hands.

H. R. Erdmann Electric Co.
Grand Rapids, Mich., 7 Pearl St.
Electricians

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

The Ruling Passion "Tans"

In Oxfords and High Cuts For Summer Wear

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

OXFORDS

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

HIGH CUTS

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

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

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

Mention this paper when ordering.

Our "Custom Made" Line

Of

Men's, Boys' and Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

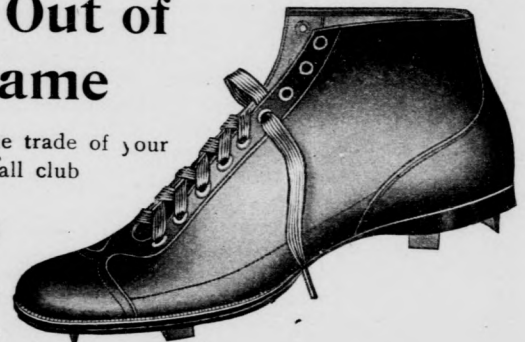
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

**They Have to
Wear Shoes**

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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

Local and Long Distance Phone M 2226

Stories Related by Shoe Salesmen at Detroit.

There were four of us at the Cadillac that night—all from the East. It was one of those nasty nights when a comfortable room and lots of pipe ammunition inspired those tales of the road which traveling men so well enjoy relating. Big Harry Smith had been telling us what a big fool he was and what big fools we were to start out with fall samples in February, and to change the programme he suggested that I tell the rest of the boys a story—and intimating that if I did he would tell them one himself later on.

"Did I ever tell you about the man in Massachusetts—down in Holyoke?" I asked. In the negative reply there was an invitation to proceed. So I proceeded.

"It was my first trip out, and I was as green as anybody possibly could be. I had made a good customer in Holyoke, and the business looked so easy just at that moment that I felt as if I was the whole thing. The next man I visited, a solemn looking chap, a few blocks up the street, heard my little song and dance, and consented to look at a misses' spring heel shoe on which we were having a pretty good run.

"But he didn't buy. He said that he could use the line a little later, but for the present season would be obliged to order from stock. So, after a few more words and a promise to call on my next trip, I bade him good-bye, supplementing my adieu with an invitation to go over to the other side of the street and let me buy him a drink.

"Well, you'd ought to have seen how he lit on me. 'Young man,' he said, 'if you think to get any business by bribing me you are very much mistaken. I not only refuse your scandalous invitation, but shall request you not to call at this store, as you promised, on your next trip.'

"I found out later that he was prominent in church matters, the superintendent of a Sunday school, and a fine man in every respect. Of course, I have learned better since, but the lesson taught me to be careful in inviting customers to lubricate."

"All of which," chipped in Harry, "reminds me of a chap down in Indiana who always expected the pitcher would be filled before he could find the time or desire to order shoes, or even talk about them.

"He was a big, good natured German, well rated, and a liberal buyer. This information had been furnished to me in advance, but the pitcher game was new so far as I was concerned, and not being on, I opened up the tray (I was gripping it that day) and commenced my oration.

"He listened attentively enough for a few minutes, but was anything but responsive. I commenced to wonder what I was up against, even with Hans, the clerk, bobbing his head towards a mammoth pitcher on a shelf near the samples.

"Well, it seemed to me that I talked about an hour without receiving as much as a grunt from the shoe dealer. Finally he must have gotten

weary. He walked over to where the pitcher was, lifted it, looked inside and turned to me after putting it back on the shelf, remarking as he did so, 'Mein Gott, I am so dry vot I can't speak.' And then I tumbled. When Hans returned with the pitcher the 'prospective' found it easier to talk, and I got away with a juicy order."

"I should say that was a good deal cheaper way of entertaining than to have a shoe buyer hold you up for a ten spot," sighed Jackson from Brockton, one of the quartette.

"There's one robber in Chicago—and perhaps more," said Jackson, "who always wanted to borrow ten dollars from me before I got his order. He always got it, little as I could afford it, and never paid it back, either. But, of course, that was his little game, and some time when I am not so confounded sleepy I will tell you how he lost his job. He's clerking out in Iowa now for about \$10 per week."—Shoe Retailer.

The Weapons of Unionism.

W. H. Price, a non-union tinner, was recently assaulted by union tanners and lies at the point of death. His body was burned by acid and he was unconscious when found. He had failed to see his two assailants until they were within a few feet of him. He kept them at bay until he had secured telephone connection with his employer, when he was knocked senseless. The police found Price tied hand and foot. Several jars of tanners' acid had been poured upon his limbs and had eaten into the flesh.

Boycotting Another Exposition.

The Seattle Trades Assembly has adopted resolutions condemning the action of the management of the Lewis and Clark Exposition in determining upon the open-shop policy and threatened to boycott the big fair of this summer.

Faith has a way of looking right over the top of facts.

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.

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.

ALWAYS A LEADER IN FASHION



\$3.50
Top-Round
\$4.00

The sole leather and counter of a shoe is its foundation, and unless they are of the best grade the shoe will soon go to the bad. Top-Round

shoes have oak soles and counters in them, and we guarantee every stitch in them. Write now for stock catalogue.

White-Dunham Shoe Co., Brockton, Mass.

Michigan Representative, W. J. Marshall, Detroit.

Working Up Trade During Circus Week.

"The arrival of a circus in any city, be it big or little, is always hailed with delight by small children of the place, and also by a good many of the grown-up people, but the merchant fails to see where there is to be any benefit to him. It is true that it attracts people from the surrounding country, but it takes so much money out of the city that there is always a perceptible dropping off in business for a couple of weeks, which means that old shoes are being made to last a little longer, on account of the show, when they would otherwise be discarded as worthless," remarked a wide-awake shoe retailer recently.

"I had been through the mill a good many times in my life, and had always joined the other retailers in deploring the fact that the circus was robbing us of a good deal of business, and finally our town was visited by three separate and distinct mammoth organizations of that kind in one season; and when the bills were being posted for the third one, I made up my mind that was not only applying the wrong kind of medicine, but was rubbing it in, and decided to figure out some way of taking advantage of the situation. It was apparent that I would lose trade in the city, from the advent of this circus, just as I had with the past two that season, so the only way I could conceive to come out even, let alone getting ahead, was to catch a lot of business from the surrounding country.

"My first move was to advertise the circus in my own advertising space for two weeks before the show came, calling attention to the fact that I had the different kinds of seasonable goods that would attract the country trade, and that if they did not visit the store before circus day, they could come in early that day, buy their shoes, leave their packages with us while attending the show, and do their shopping and sight-seeing at the same time. My next move was to have 10,000 tickets printed, on the same cardboard, and in appearance very close to the circus tickets. These read something like the following:

FREE TICKET

Good for

One Box Shoe Polish,

If presented at the City Shoe Store,
1026 S. Main St.

JOHN SMITH, Proprietor.

(Over.)

"On the back was printed:

One of these tickets will be accepted as payment for one box of shoe polish, when purchasing a pair of shoes at this store. Not good except when shoes are being purchased.

We want you to see our stock, whether ready to purchase or not, and upon presentation of this ticket you will be entitled to not only look at anything and everything that may interest you, but also get a free shine at our boot-black stand. JOHN SMITH.

"With this preparation I awaited

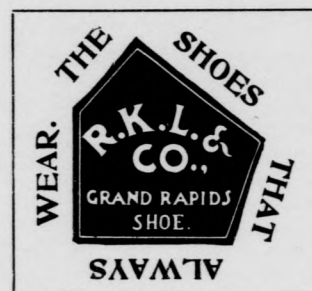
the coming of the crowd, for they always come to a circus, no matter how hard the times, or what else they have to do without. The morning of the circus I found people waiting to get into the store when it was opened at 8 a. m. That was the effect of my advertising, and I noticed that none of the other stores in the city were troubled with the early crowd. That convinced me that advertising at the same time the circus did was a good plan, and the amount of trade we enjoyed before the parade showed me that I had struck the right idea when I told in my advertisements that we would take care of their packages. The result was that the entire back end of our store was piled full of all kinds of parcels, as well as buggy whips, lap robes, quilts, lunch baskets, etc., but there was a pair of shoes, or some purchase, in every bunch of stuff we had to take care of. That showed me that the way to get next to the trade of the farmer was to do him some favor when he came to town. The leaving of his packages at our store was little trouble to us, for we had prepared for it in advance, and it was a great convenience to him, for he would have little time for shopping in the evening, and would not want to buy in the morning if he had to carry the goods around with him all day. Then it was taking a load off his shoulders to get rid of the wraps and bundles they brought along, including the whip, which was sure to be stolen, if it was a good one and left in the buggy.

"When I looked over my cash, before starting to dinner, I found that we had done more business up to that time than we had ever done in an entire day when a circus was in town. That was encouraging. I had prepared a stand near the grounds, so the crowd would have to pass it, and I put a man there and had him shout 'Free Tickets!' This was a particularly interesting shout, especially for the farmers. They gave him a call, to see what he had, and as a result carried off the tickets by the hundreds, as they knew they were good for something.

"We did not close the store that evening until the usual Saturday night closing time, or until after the show had closed, and we then wound up the heaviest day's business we had ever done, and there was not a man in the store that was not thoroughly tired out. When I counted up my cash I found that twenty-three of the tickets had been brought in by shoe purchasers, and that the shoe shining department had taken in nearly a hundred of them.

"I figured, of course, that this big day would not compensate the short business of the next two weeks, and it did not, but it was such an improvement over previous circus days that it made me resolve never to allow another circus to come without utilizing it to bring business to my store. Then, while I did not expect much of a return from the tickets, I felt sure they would be kept, because they had a value, and that the young fellows in the country would show

Our Salesmen Are Now Out With Our Fall Line



It will pay you to look it through carefully.

Our shoes not only look right, but are right.

Right in price, style and extreme durability.

Our shoes on your shelves mean fair profits, quick sales and a clean stock.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.



Women's Oxfords

Black—Tan—Patent

We Have Them in Stock for Immediate Shipment

2478—Women's	Kid Sandal, ribbon tie.....	\$1.00
2806—Women's	Kid Sandal, 4 strap.....	.80
2807—Women's	Kid Sandal, 4 strap.....	1.10
2809—Women's	Kid Blucher Oxford, patent tip.....	.80
2480—Women's	Kid Blucher Oxford, patent tip.....	1.10
2481—Women's	Kid Blucher Oxford, patent tip.....	1.00
2378—Women's	Kid Oxford, patent tip.....	1.00
2805—Women's	Dongola Tan Oxford.....	1.00
2472—Women's	Calf Tan Oxford.....	1.15
2813—Women's	Patent Vamp Oxford.....	1.20
2814—Women's	Vici Blucher Oxford, patent tip.....	1.20
2439—Women's	Vici Blucher Oxford, patent tip.....	1.60
2444—Women's	Vici Tan Oxford, patent tip.....	1.60
2446—Women's	Patent Button Oxford, light welt.....	1.85
2503—Women's	Russia Calf Oxford, welt.....	2.00
2504—Women's	Patent Colt Oxford, welt.....	2.00

We know you will be pleased if you buy any of the above. TRY IT.

Geo. H. Reeder & Co.

Grand Rapids, Mich.

them to each other as a souvenir of their trip.

"You can imagine my surprise when I tell you that those tickets were brought for redemption for the next three or four months, and that while over 1,000 of them were given for shins, while only about 300 were presented at the time shoes were purchased, they were most of them presented by strangers to the store, and we took occasion to show them the kind of shoes that interested them, and also our shoe findings department, so we could figure on business in the future. Of those who bought shoes, of course a good many would have made their purchases at my store anyway, still there was a large percentage who would not, so I considered my experiment a good one. The country trade more than made up for what I lost on account of dull business in town, and it gave me a start with a class of business I had been wanting to get in touch with.

"I found the note on the back of the tickets was a great deal more of an attraction than I had anticipated, as it gave the ticket holder the opinion that he had a right to be shown around, and he got better acquainted with the goods we had to offer than he would otherwise have become in years, when depending upon an occasional glance at the window, and what we could make him read in the advertising pages of the papers. It made him feel that he had some rights in the store, and we were always careful to find out where each ticket holder was from, and to tell him that any time he came to town he was welcome to leave his packages with us until ready to start out again. This was a point I had decided to keep as a permanent attraction to the country trade, and I have never regretted the decision. I had some shelves erected in the back of the store, so each man had special space, and these shelves were devoted to that express purpose. Now there are many people that come in from the country each week, and their first objective point is my store, where they leave their bundles. Is it likely these people will do their shoe or findings buying in any other store? Not by a good deal. There is no man appreciates a favor more than the average farmer, and he likes to trade with some one he is acquainted with. That is where I come in. I get personally acquainted with every one of these people who use my shelves to store their packages."—Shoe Retailer.

The Dutchman's Revenge.

The Lidgerwood, N. D., Broadaxe tells of a Dutchman who refused to pay 35 cents fare to Hankinson. He stated that before he would pay more than 25 cents he would get off and walk. The conductor stopped his train and put him off. The Dutchman ran ahead of the engine and started to walk. The engineer began to blow the whistle. The Dutchman said: "You can vistle all you want to, I von't come pack."

Religion gets its rating in this world on the basis of its reality.

Quick Wit Saved a Life.

"Quick wit is of more value to an officer than being a good shot," said a policeman in Kansas City, Kan., recently. "I know a negro policeman who saved a woman's life by knowing what to say at the right minute. It was this way: A man became crazy one morning with a knife in his hand and he ran into the kitchen where his wife was at work. The woman ran into the yard, screaming for help. The crazy husband caught her and was standing over her, with upraised knife, when a negro policeman came around the corner about twenty feet away. He could not reach the man in time to save the woman, for the knife was in the act of descending, and to shoot might result in injury to the woman.

"God Almighty tells me to kill you," the crazy man said.

"Stop!" cried the negro policeman. "I'm God, and I command you to stop!"

"The knife fell from the hand of the insane man, as he turned his eyes to the sky whence he really supposed the voice had come. Before he learned how he had been tricked the policeman had handcuffs on him."

The Glory of Unionism.

The eight principal industries of Princeton, Ind., have closed down indefinitely on account of the demands of the American Federation of Labor that unskilled employes get \$1.75 a day instead of \$1.50. The business of the city is practically paralyzed.

Mack the Mechanic



Mack the mechanic, who makes machines, is a man who always says what he means. And you may bet with all your might what he says is surely right. And if you bet you can not lose, for Mack says HARD-PAN are the shoes to use.

Dealers who handle our line say we make them more money than other manufacturers.

Write us for reasons why.

Herold-Bertsch Shoe Co.

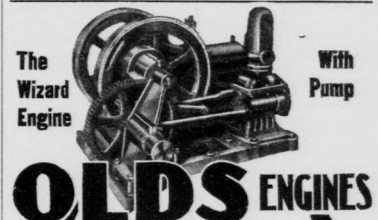
Makers of Shoes

Grand Rapids, Mich

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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



OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.

Don't

order your stock of

Fly Nets and Lap Dusters

Before you see our line

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only

You Can Make Gas

100 Candle Power Strong at

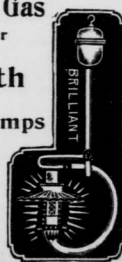
15c a Month

by using our Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



Does It Ring True?

There are hundreds of retail shoe merchants ever alert and eager to improve their showing. They want better shoes—better values. Some are blinded and misled by the glare of extravagant claims, mistaking boasts for true worth. Others put on their smoked glasses and seek pure merit and values.

Sometimes it is confusing to separate the wheat from the chaff. Ask yourself this question—"does it ring true?" Experience teaches that worth is not determined by the amount of noise made in telling it. To such dealers as desire the highest degree of shoe perfection, our



SKREEMER SHOES

are full of interest and promise. We invite your investigation of our proposition to one dealer in a town. If you will signify your willingness we will send a salesman to see you.

MICHIGAN SHOE CO., Distributors
DETROIT, MICH.

HIRING A NEW MAN.

A Pebble Sometimes Changes the River's Course.

Written for the Tradesman.

After Danielson went away the Branford Company had been suffering for the want of an efficient man to take his place. Of course they wanted all the virtues of a dozen likely men concentrated in one, but, what does not follow as a matter of course, they were perfectly willing to pay for these twelve virtues the twelve salaries of the dozen men possessing them. They knew from considerable painful experience the difficulty of the finding and were willing to undergo a good deal more than a fair share of inconvenience until the right man was found. They had the traditional dread of all prosperous commercial houses of taking outsiders for what they considered their choice places and found less risk in promoting from the ranks those men who seemed to have in them the essential qualities.

They didn't find what they wanted. The average clerk—oh, well, it is best to say without farther comment the "average" clerk—did not awaken any enthusiasm as the list of supposed-to-be-available material was gone over in the office and reluctantly, very reluctantly, they concluded to call in an outside man. "We can tether him," Uncle Jerry remarked; "so that he can't do any great mischief and if he turns out a lightning-striker, well and good. If not, we'll keep him until the right man shows himself and then turn him loose. We've a couple of youngsters on hand that promise fairly and some day after each has had his chance we'll use him if we can. That young Wheeler isn't to be laughed at. Oh, you needn't lift your eyebrows, Vinton. The boy's like all boys. He's got to have his run. I wouldn't give shucks for a horse, much less a colt, who wouldn't and didn't, when the harness is taken off and he is turned out into the pasture, kick up his heels, lie down and roll over, and give himself a shake before he begins feeding. That's Wheeler. He has a good deal of the kick and roll over in him but with it all he has also the business quality. He has a lot of experience to buy and pay for and I think he's sharp enough not to pay too much for it. That's his affair and not ours—well, to an extent. He's on my list anyway, his fate is in his own hands as every boy's fate is, and he's going to stand or fall as the man in him settles the business. He's a good kid to have around and I'm free to say that I'd be willing to give him just a little boost should he ever need it.

"Another young one I want you to help me watch is Kin Osborne. I can't make up my mind about him. In one sense he's a condensed cyclone, but when I get him sifted down I never have found the slightest indication of meanness. It's only a bit or burst of rollicking fun that upsets everybody and everything without harm. He's quicker than a

cat and the way he walks into things when they have to be looked after is a caution to us older heads with our staid ideas of doing things. He's been lately developing an intense curiosity in regard to the forbidden. He wants to know, you know! He isn't going to have the other fellow telling about 'last night' with leering eye and significant head-toss. He wants to be able to say with wise, head-shaking experience, 'That's all very well, Kid; but that isn't going to pan out in paying quantities. Better go slow and keep your tongue still. I knew a boy once who had to hint at breakfast of the roaring time he had last night and it cost him his position.' I have him corralled so he can't get out of range of my field-glass and I'm having considerable fun over him. He's got pretty well along for a nineteen-year-old and he's developing pretty fair common sense. He's found out that smoke and drink and billiards are side issues, to be indulged in about as often as an intelligent man wants to go to the circus; that bucking the races is a fair sign of financial imbecility; that a sweet-faced, sweet-tempered girl whom his mother will be glad to be introduced to is good enough for him, and that he can get fun enough out of his daily work to make him and keep him interested. Nineteen is a ticklish age, though; more than one boy has met his Waterloo right there, and so I'm watching Osborne for all he's worth. Neither of the boys is old enough or ready yet for the place, and we shall have to take the best man we can find and take him right off."

If there ever was a man who ought to consider himself fortunate it was Hal Brady when he came into the position offered by the Branford Company. "You have been recommended to us highly by men in whose opinion we place every confidence; but after all the test of the pudding lies in the eating," said the senior partner whose decision had settled the question. "We want you to feel that the position is close to the office, that in a sense you represent us socially as well as financially, and for that reason we have made your salary sufficient to make side issues unnecessary. These side issues we frankly mention because we can not afford to have our men interested in them. You are in no instance to have anything to do with bets, directly or indirectly. We trust your acquaintances, men and women alike, will be worthy of the house collectively and individually. Your friends say that your character is in every way commendable and we have every reason to believe it will be found so. Should, however, we find ourselves mistaken in any of these lines, we shall not hesitate to close your connection with the house at once. Mr. Vinton is waiting to talk over matters with you. You have my heartiest good wishes. Good morning."

The position and the fine salary and the good will that went with it were of no avail. The man was worthy of neither, and a month dis-

closed the fact that he was a delinquent in each of the requirements plainly stated to him. He was dropped and it was up to Uncle Jerry to find his successor.

"It's a darned risky piece of business, but I'll be hanged if I want any more men with recommendations in their hands. Nineteen is a shaky period for responsibility, but it's better to put in men that you know and can control than to depend on strangers. There's Wheeler and there's Osborne. They're boys, but they are our boys. We know them fairly well. They seem to be all right; but even if they are, how's \$5,000 for salary going to affect boys of that age? I might, I suppose, take the one home and play daddy to him for a year or two; but if a man had tried that game with me when I was nineteen he'd have had a time of it! Besides, that sort of coddling isn't what it's sometimes cracked up to be. No, the man's got to stand on his own feet. He's got to fight his own fight with his own two fists. If he hasn't sense enough to stand the downpour of a five-thousand dollar salary, all he's got to do is to let it wash him away. Such temptations have got to come sooner or later if God is the affectionate Father we all hope He is, and if it is too much at nineteen they are young enough to get out of the wet and the dirt and try it again."

The man was alone in the office and he stopped talking to himself and looked out of the window. Fate was holding the balance with young Wheeler's life on one scale and Osborne's on the other, and as the man watched the rising and the falling of the scales he went on thinking aloud: "It doesn't depend on me after all. I know what the boy needs who is going to have the place. He's got it in him now and he'll show it. All I have to do is to watch for it, and I suspect it'll be a mighty little thing that'll settle the question. 'A pebble'—how is it that goes?—'A pebble in the streamlet scant has turned the course of many a river; a'—something in the something some—has dwarfed the giant oak forever.' I'll watch for the pebble and the 'something'—strange I can't recall that—and govern myself accordingly."

A makeshift was made in regard to the vacancy and Uncle Jerry went poking around in season and out of season in the establishment and out of it where he could see and hear things for and against the young men, who without knowing it were standing in the white light that beat upon them as they revealed in word and action the motive of the manhood that inspired them.

So winter went by and the "etherial mildness" which claims the spring as her own had come, creating in the buying crowds the desire for something new. The usual jokes of the Easter hat were abroad and strange as it may seem and sound the influence of Eve had been so exerted that even the man side of humanity began to take thought for raiment, to consider the lilies of the field how

they grow and like them to outdo Solomon in all his glory.

It hardly need be said that Wheeler and Osborne were deeply touched with the prevailing fever. They were much together now and the "Daffodils, that come before the swallow dares," had hardly pierced the lingering snows with their green blades when the two were seen standing before the tailors' windows, discussing cloths and styles. As the season advanced and the time came for orders to take the place of talk, the two young men, almost as earnestly as their mothers and sisters, did not confine the all-absorbing topic to the street. Wherever chance brought them together they were at it and one afternoon when the front office door was open and Uncle Jerry was sitting alone, pondering his all-important thought, the boys began expressing theirs.

"What's the use of waiting until everything we want is taken. Let's stop on our way home, leave our measures and have our suits when other people have theirs and be like folks," came through the office door in Wheeler's rapid speech and eager tone.

"I don't want to leave any orders until I can afford to pay for the suit," came Osborne's deliberate answer.

"What's that got to do with it, I should like to know? If we pay for them by the time they are worn out that will satisfy Blum and us. I never expect to pay until I'm tired of being dunned and that's in time to order a new suit. Come on. If we hurry up we'll find him open."

"I'll go along with you, but I'll wait. I guess I'm silly and old-fashioned; but somehow I don't believe I could go around with another man's clothes on, and they wouldn't be mine until I paid for them. The last thing they said to me when I left home was, 'Earn your money before you spend it' and sister Lue added, 'and pay the washer woman promptly if you want to enter the kingdom of heaven!'"

"That's good advice enough if anybody wants to follow it; but at that rate I never should have anything to wear. How long before you'll leave your order?"

"By another week. I suppose you'll laugh, but I don't care. I put by something every pay-day and when anything like a suit is needed I put by a little for that long enough beforehand to pay when the order is filled and in that way I keep even with the world. I don't want a collector following me up with a bill, and the only way to prevent that is to pay for my goods when I take 'em."

"What was that you said about putting something by every pay-day? You don't pretend to say, do you, that you are keeping up anything like that? Great Scott! It always finds me in the hole a dollar or two, and I don't know the time when I didn't owe somebody. What's your idea?"

"Oh-h, I don't know as I have any idea. I like to have a dollar in

my pocket and I like to feel that it belongs to me. Somehow there is a sort of independence about it that I like. Then, too, the time is coming someday when I shall have a chance to turn it to account and I want it handy. I am satisfied with the way things are going here, but if the time ever comes when I see a chance to better myself a few unhampered dollars will help matters along wonderfully. Come along, you poke. You pink like a girl!"

"M-hm," remarked a satisfied voice in the front office, "that thing's settled;" and in due time Kinkaid Osborne was earning and enjoying the \$5,000 salary.

Richard Malcolm Strong.

Recent Business Changes in the Hoosier State.

Anderson—Mallott & Shoemaker are succeeded by S. B. Shoemaker in the dry goods and grocery business.

Atwood—The grocery business formerly conducted by Edward Person will be continued by Person & Edler in the future.

Bourbon—C. E. Gillespie & Co. are succeeded in the grocery business by James H. Matchett.

Cambridge City—John W. Hall, of the Hall Mercantile Co., which deals in dry goods and clothing, is dead.

Campbellsburg—John Holland succeeds Christian Prow, dealer in general merchandise.

Evansville—The Evansville Music Co., which carried a line of pianos, has sold its business to the Smith & Dixon Piano Co.

Greensburg—Swift & Hamilton succeed Swift & Davis, dry goods merchants.

Hammond—J. P. Henderson, druggist, has discontinued business.

Jamestown—P. M. Lewis, dealer in tin and hardware, is succeeded in business by A. M. Southwick.

Jonesville—Edwin Wright will continue the general merchandise business formerly conducted by H. S. Quick.

Kossuth—A. C. Sutton is succeeded by Sutton & Lockwood in the general store business.

Lochiel—H. St. Clair succeeds Jos. A. Nixon, dealer in general merchandise.

Loogootee—Bert Wildman succeeds Louis J. Walker, who formerly conducted a restaurant.

Uniontown—Mrs. T. H. Barnhill is succeeded by Mrs. T. H. Barnhill & Son in the general store business.

Fort Wayne—A receiver has been appointed for Otis B. Fitch, boot and shoe dealer.

The Work of Union Sneaks.

W. E. Cole, an open-shop contractor, who did some cement work at the new United Brethren church in Sacramento, recently found that a cement step he made in front of the building was badly damaged while it was in the course of construction. The damage was done by union men. On three different occasions some one knocked big holes in the step before it had become hard, and each time it was necessary to construct the entire step again.

Hardware Price Current

AMMUNITION

Caps

G D., full count, per m.	40
Hicks' Waterproof, per m.	50
Musket, per m.	75
Ely's Waterproof, per m.	60

Cartridges

No. 22 short, per m.	2 50
No. 22 long, per m.	3 00
No. 32 short, per m.	5 00
No. 32 long, per m.	5 75

Primers

No. 2 U. M. C. boxes 250, per m.	1 60
No. 2 Winchester, boxes 250, per m.	1 60

Gun Wads

Black Edge, Nos. 11 & 12 U. M. C.	60
Black Edge, Nos. 9 & 10, per m.	70
Black Edge, No. 7, per m.	80

Loaded Shells

New Rival—For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/2	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded

No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder

Kegs, 25 lbs., per keg.	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60

Shot

In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 85

Augurs and Bits

Snell's	60
Jennings' genuine	25
Jennings' imitation	50

Axes

First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. S. Steel	7 00
First Quality, D. B. Steel	10 50

Barrows

Railroad	15 00
Garden	33 00

Bolts

Stove	70
Carriage, new list	70
Plow	50

Buckets

Well, plain	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow	60

Chain

Common, 7 c.	1/2 in.	1/2 in.	4 1/2 c
BB, 8 1/4 c.	7/16 c.	6 1/4 c.	6 c
BBB, 8 3/4 c.	7/16 c.	6 1/4 c.	6 1/2 c

Crowbars

Cast Steel, per lb.	5
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Chisels

Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

Elbows

Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 & 10

Expansive Bits

Clark's small, \$18; large, \$26.	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

Files—New List

New American	70 & 10
Nicholson's	70
Heller's Horse Rasps	70

Galvanized Iron

Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	
List	12 13 14 15 16 17
Discount, 70.	

Gauges

Stanley Rule and Level Co.'s	60 & 10
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Glass

Single Strength, by box	dis. 90
Double Strength, by box	dis. 90
By the light	dis. 90

Hammers

Maydole & Co.'s new list	dis. 33 1/4
Yerkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges

Gate, Clark's 1, 2, 3.	dis. 60 & 10
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Hollow Ware

Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

Horse Nails

Au Sable	dis. 40 & 10
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House Furnishing Goods

Stamped Tinware, new list	70
Japanned Tinware	50 & 10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

Levels

Stanley Rule and Level Co.'s	dis.
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Metals—Zinc

600 pound casks	8
Per pound	8 1/2

Miscellaneous

Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Lampers, American	50

Molasses Gates

Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30

Pans

Fry, Acme	60 & 10 & 10
Common, polished	70 & 10

Patent Planished Iron

"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	

Planes

Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

Nails

Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5

8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	50
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and tinued	50
Copper Rivets and Burs	45

Roofing Plates

14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

Ropes

Sisal, 1/2 inch and larger	9 1/2
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Sand Paper

List acct. 19, '86	dis. 50
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Sash Weights

Solid Eyes, per ton	28 00
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Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades

First Grade, Doz	5 50
Second Grade, Doz.	5 00

Solder

1/4 @ 1/2	21
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

Squares

Steel and Iron	60-10-5
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Tin—Melyn Grade

10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	

Boiler Size Tin Plate

14x56 IX, for Nos. 8 & 9 boilers, per lb	13
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Traps

Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25

Wire

Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

Wire Goods

Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

Wrenches

Baxter's Adjustable, Nickeled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought, 70lb10	

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	58
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz	84

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	8

Stewpans

1/2 gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10

Jugs

1/2 gal. per doz.	60
1/4 gal. per doz.	4
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	2
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DRY GOODS

Weekly Market Review of the Principal Staples.

Mohair Dress Goods—The display of mohair dress goods for summer wear is large, the retail price ranging from \$1.25 to \$1.75 per yard. A popular fabric, 54 inches wide, is a plain weave with a hair-line effect. The fabric contains 48 picks and the same number of warp threads. The arrangement of the warp threads is two black and one black and white twist threads, which gives one repeat of the pattern. The filling is of black and white twist. The combination produces a steel gray fabric with broken white hair line stripes. The pattern and construction are used in other colors, as pea green, blue, dark and light browns. The goods retail at \$1.50 per yard.

Broken Check Effect—Another mohair fabric, 45 inches wide, contains 44 warp threads and 50 picks to the inch. The warp pattern contains six blue and one blue and white twist threads in a repeat and the filling pattern is six blue and black twist and one blue and white twist threads. The combination gives a dark blue fabric divided into small checks, of which the dividing lines are broken at irregular intervals by the white in the dividing twist being covered by the colored warp or filling threads. This fabric retails at \$1.50 per yard. Another broken check effect has a construction of 48 warp and the same number of filling threads to the inch. One repeat of the warp pattern contains eight black and blue twist threads and one white cotton thread printed with spots of yellow, red and black. The filling pattern is the same as the warp pattern. Owing to the fabric being printed in three colors it has the appearance of being divided into checks by separate threads of different colors and when the dark warp or filling threads overlay the dark parts of the printed threads the outline of the check is broken. This design is produced in a bottle green, and also in a bronze brown. In both cases the brown and the green threads are twisted with black threads to get the desired shade. The retail price of these patterns is \$1.75 per yard.

Stripes—A pretty stripe effect in mohair dress goods, 54 inches wide, is produced in dark green, bronze brown and blue. The fabric contains 50 warp and 48 filling threads to the inch. The stripe is formed by 17 warp threads, of which the first two are light green drawn in on the same shaft and through the same split of the reed. The other 15 ends are dark green, and six are drawn in in pairs, through three splits of the reed; the next three are drawn in single, each occupying a split of the reed, and the last six are drawn in the same as the first six. The effect is a longer float of the filling thread over the

three single warp threads, which gives an open weave and the contrast between it and the close, firm weave of the six warp threads on each side gives the fabric a peculiar look that varies with the direction in which the light strikes it. Every other pair of threads that divides the fabric into stripes is red. As each of the pair of dividing threads occupies the center of the closely woven stripe, they are thrown into greater prominence by the contrast. This fabric retails at \$1.25 per yard.

Checks—A very pleasing design in browns and dark steel colors is a checked fabric, 54 inches wide, which retails at \$1.50 per yard. The construction is 50 warp and filling threads to the inch. The filling is blue and black twist and black and white twist, and the warp is plain black and white twist and white printed in yellow and red. A repeat of the warp pattern contains 12 ends arranged as follows: two black and white twist ends, two solid black threads, two threads printed in colors, two solid black threads, two threads printed in colors and two solid black ends. A repeat of the filling pattern consists of 12 blue and black twist picks and one black and white twist pick. The black and white twist threads clearly define the check and the colored printed warp threads add pin points of color, which appear illusive, yet give an appearance of warmth to the fabric.

Spotted Effects—The display of spotted effects in mohair is not large this season. One of the noticeable designs in steel gray, blues and browns has a construction of 50 warp threads and 50 picks to the inch. The fabric is 46 inches wide and retails for \$1.25 per yard. The spots are arranged in rows across the fabric. Two rows constitute a repeat of the pattern. The rows are about three-quarters of an inch apart, and the spots in each row are an inch apart. The spots on one row are directly opposite the center of the plain woven space between the spots on the adjacent rows. Except in forming the spots the weave is plain or one up, one down. In forming the spots seven picks and seven warp threads are used. The first pick in the spot floats over three warp threads, which remain down for the second pick, and a warp thread on each side is added, making five threads over which the second pick floats. To the five already in the bottom of the shed an additional one on each side is added; the three succeeding picks float over seven threads. The two succeeding picks, which complete the spot, float over the same warp threads that the first and second picks do and in the same order.

Cotton Underwear—The number of reorders in most lines of heavy cotton underwear was very large during the week, but owing to the smallness of the sales individually the aggregate was nothing unusual in size, but nevertheless more than up to expectations. This business helps to take a large amount of goods off of the market and it also has placed the productions of several mills beyond

Memorial Day Decorations



We carry a big line of Memorial Day Decorations

**Wool Bunting Flags, Cotton Bunting Flags
Cotton Flags on Sticks and Silk Flags**

Ranging in size from 2 inches to 36 feet long. Also red, white and blue bunting by the yard. Write for prices.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

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
								\$106,257.00

ASSETS

Building, Machinery and Water Power,	-	-	-	-	-	-	-	\$75,000.00
Cash and Cash Assets,	-	-	-	-	-	-	-	31,257.00
								\$106,257.00

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.

the point of taking any more orders for heavyweights. The feature of the week's business was the continued interest shown in standard fleeces at \$3.37½ for 14-pound goods. A majority of the business done was in these and substandard goods, but there seems to be a difference of opinion as regards the regularity of the market price of \$3.37½. From the immense business that has been done in fleeces it would seem that the top price would not be questioned, but it is nevertheless. The weakness that has been shown in women's ribbed goods is disappearing to a certain extent and during the past few weeks some very fair orders have come forward. Not enough business has been booked, however, to give this end of the market much strength and it does not appear that enough business can be obtained before the close of the season to put much life into the market. The Treasurer of a Pennsylvania mill turning out misses' and children's ribbed goods said that several months ago the outlook was so poor for doing business without a loss that he ordered his mill shut down until business could be done at a profit. His mill is shut down at the present time, but it will be started again in a week or two, as he has just been able to get orders that will give him some return for his trouble. He said that the trouble with the knit goods business is that manufacturers continue to operate their mills even when a loss is made with every dozen garments turned out. If they would only shut their mills down for a short time and wait for the market to improve they would make more money in the end and at the same time it would give buyers the idea that they could not keep prices down to the lowest point. Further than this, the Treasurer stated that he knew that the losses incurred early last fall by a large number of underwear manufacturers were so great that they could not be made up by this time and it looked as though it would take a very prosperous spring business to wipe out what they lost months ago. In women's ribbed goods at \$1.75 for 7-pound goods there is very little money for the knitter, but a large business is booked on that basis. There is a good deal of talk being heard concerning the time for opening the spring lines for 1906, but it is probable that knitters will delay the opening as late as possible. At this writing it appears that spring lines will not be opened until along into the middle of next month and it may be possible that the opening can be deferred until July. It has been the usual thing to open spring lines before the first of June, but under present conditions it will be more profitable for the manufacturer to hold until July if possible. The prospects for a good business for spring seem exceedingly bright and further than that it would seem that knitters would be able to quote prices on goods where a much better margin would be shown than is the case at the present time.



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

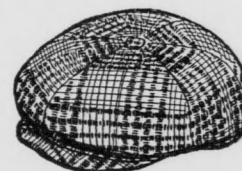
Puritan Corsets

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**



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

Penalty Paid by the Salesman for Untruthfulness.

In the majority of stories which are told to instruct or entertain mankind, the moral is sprung on the unsuspecting reader at the tail end. If the story is well told there should be no need of reducing the moral to cold type; it should be obvious. If the story is not well told there is room for question whether it contains a moral. As there may be a

On this morning he was seated at a desk on which everything was arranged in exact order. Except for the blotter and inkwell, it might be imagined that the desk was new and had never been used for business.

Across the sliding leaf of the desk, in a comfortable arm chair, sits Mr. A. Raymond Hunter, the star salesman of the Beaming Eye Stove and Range Foundry. Mr. Hunter's name is Abraham, but he never alludes to it if he can at all help it. He is there to sell Mr. Powers stoves. He has been there before. The deal hinges on a clause in the contract providing that in consideration of Powers buying a certain quantity of stoves (about half the concern's output per year), his firm is to have the sole sales rights both wholesale and retail for the Beaming Eye stoves in the city of Detroit. The price at which the stoves are to be put on board cars at the foundry of the said stove manufacturing company is also a matter for determination. The crucial point, however, is the matter of the

looking the other full in the eyes, and then said, as he wrote his name across the upper left-hand corner of the paper, "All right, Hunter, as you please. Remember, though, that this agreement must not be changed, and must be returned with the alterations suggested in two days. If it's all right, I'll sign it and return it to your house at once. You can then begin the shipments as per the schedule which will be arranged by the buyer in our hardware department."

"That will be all right," answered Hunter.

The contract came back in the late mail next day and Powers found it on his desk the following morning. It was the same copy that he had marked with his signature in the corner; it was signed with the seal of the Beaming Eye Stove and Range Company, but the offending word had not been stricken out.

Powers hardly read the letter which accompanied the document, conveying the high appreciation of the President of the stove concern at the

that he did not promise you the exclusive agency. He says that you asked for it, and that you wanted to make the change in the contract, but that he did not agree to it."

"Would you know the voice of the worthy Raymond if you heard it?" asked Mr. Powers. He was holding his anger in check.

"I should hope so," answered the stove President.

"Well, listen," snapped Powers.

Touching a button, and consulting a card in a small drawer of his desk, he said to the office boy who entered, "James, please bring me the contents of drawer No. 114."

The boy reappeared in an instant, bearing a small drawer containing four cylinders wrapped in cotton. Taking out the third, he opened what was apparently a nest of pigeon holes, but was in reality a false panel. The opening disclosed a graphophone.

"I call this my 'liar's trap,'" Powers said, smiling grimly. The cylinder placed on its mandrel, a touch of the button at his side started the



Traveling Force of the Worden Grocer Co.

doubt as to which of these classifications the tale now to be told belongs, we will change the time honored custom, and repeat the moral first. It is this: "In selling a man goods it pays to be truthful."

Powers was the general manager of one of the largest department stores east of the Mississippi. He was a successful man. He had as a boy entered the employ of the importing house which was the buying end of the great syndicate of which his store was one of the retailing emporiums.

In his own mind he never applied this name to the enterprise directly under his care; to him it was merely a store. This will inform the reader at once that he was not troubled at all with the disease "cephalus megalitis"—which is ordinarily called "the big head."

In his capacity as general manager Powers ordinarily came in contact with no salesmen. He had a well equipped force of buyers, who were solely responsible in their respective departments. Occasionally, however, when there was a buying deal of unusual magnitude on, he consummated it personally in his private office.

sole sales agency.

The battle opens:

"Mr. Hunter," begins Powers, wheeling in his chair and lightly touching one of the buttons on his desk, "we went all over the ground in the matter of this contract in our interview on Thursday. If you will agree that I shall draw my pen through the word NOT in this clause covering the exclusive sales rights, and if your people will make the price 50 per cent. discount from list f. o. b. your factory, I am ready to sign up at once."

"All right, Mr. Powers. I have been over the ground so far as the stove trade in this city is concerned pretty thoroughly since our last talk, and I guess we can do no better than to accept your proposition." This from Hunter.

"But hold on a minute," he broke in, as Powers, with characteristic promptness, picked up a pen and was about to strike out the word in dispute, "let me return the paper in its present condition to our people, and let them make the changes; the pill will be less bitter to swallow."

Powers hesitated just a minute,

connection with the great department store, and saying that the first car would go forward at once on receipt of the signed contract. He rang savagely for the stenographer and the letter he gave her addressed to the aforesaid President was of a nature that made the meek little girl hesitate several times. Apparently her word signs were almost inadequate to the task. After he had somewhat relieved his mind he concluded by begging to return, unsigned, the contract in question, and he trusted that whenever, hereafter, the aforesaid stove concern were looking for "suckers" they would please remember that no fish of that species were to be found in that particular syndicate.

This letter was answered in person by the President of the stove concern on the third day thereafter. Powers flushed angrily when the card bearing the trade mark of the Beaming Eye was laid on his desk by the office boy.

He did not keep the President waiting. The conversation which ensued was short, sharp and to the point.

"Our Mr. Hunter," the President began, "writes us from Indianapolis

mechanism, and the astounded stove official heard reproduced the entire conversation that had taken place between his representative, Abraham Raymond Hunter, and Mr. Powers just a few days previously.

It remains only to add that when he left the office a few minutes later with the signed contract in his pocket, the offending word had been stricken from it. Mr. Powers smiled grimly as he handed back the cylinder to James and closed his desk before going to lunch.

At the telegraph office downstairs he passed the worthy President. The latter did not notice him, however. He was too busy writing a message to one A. Raymond Hunter at the Stuart House, Indianapolis. He was trying his hardest to make the ten words convey what he felt. What finally went out over the wire were the ten words contained in the moral quoted at the beginning of this tale. And the President afterwards paid an additional twenty-five cents for another message to the same address containing only three words: "You are discharged."—J. W. Binder in System.

Gripsack Brigade.

Coopersville Observer: D. Cleland resumed his duties as traveling representative for the Ideal Clothing Co., of Grand Rapids, Monday, after being laid up all winter with a disabled foot caused by a heavy trunk falling on it.

Traverse City Eagle: Bert Miller has gone to Detroit to accept a position as traveling salesman for Lambert & Lowman of that city, manufacturers of druggists' supplies. Mr. Miller has the State of Minnesota for his territory. Mrs. Miller will join her husband later.

Sault Ste. Marie Times: E. S. Royce has accepted a position with Franklin McVeagh & Co., of Chicago, as traveling salesman. He will make the Soo his headquarters and sell groceries to the trade in this part of the country. Mr. Royce is one of the old timers and has a large number of friends in mercantile circles.

At the recent annual convention of the Indiana Division of the Travelers' Protective Association, an organization of commercial traveling men, a representative of the State Dairy Association called the attention of the convention to the fact that on many hotel tables, especially in small towns, oleomargarine and poor butter are commonly served, and suggested on behalf of the Association that a systematic effort on the part of the traveling public would do much to substitute for this class of butter and oleomargarine a first-class article of butter. It was proposed that whenever a traveling man found oleomargarine or poor butter he respectfully register with the landlord his protest and request that good butter be furnished; that this request frequently repeated by the traveling public would, in a great many instances, bring results which would be gratifying to the traveling men.

The Michigan Shoe Co. (Detroit) writes the Tradesman as follows: Mr. J. B. Rockwell, of Detroit, and Mr. V. J. DeCamp, of Leslie, are no longer in our employ. The territory covered by these two men has been divided up. The larger part of that covered by Mr. Rockwell and Mr. DeCamp is taken now by Mr. R. A. McDougall, of North Branch. Mr. McDougall was for a number of years with the Richardson Shoe Co. and was very successful with them. For the past year he has been at home, having practically decided to give up the road, but the old habit got the better of him and when we made him the offer, he was glad to accept. He has been on the territory now about thirty days and is proving a valuable addition to our traveling force. With his long years of experience on the road and his large acquaintance in the same territory which he is now covering, he will doubtless be very successful. The northern part of Mr. DeCamp's territory, which is on the western side of the State, is now covered by Mr. Daron, who has taken that in addition to his other territory.

East Jordan Enterprise: A traveling man sat in a Traverse City hotel

with the remainder of the far spent day on his hands, and it seemed like a good time to clean out the winter accumulation of old papers from his pockets. There were dozens of exchange cards of other traveling men, opera and theater programmes, billets-doux and letters from no matter whom, their original perfume corrupted with the scent of tobacco, giving them a faded smell. Missives of various sorts there were, each of which with a cursory curiosity and a mental, "Oh, yes, I remember," he tore into pieces and enjoyed their destruction. At last it was complete and, with a sense of relief, he was gazing at the wreckage when his eye rested on some queer green fragments and he became suddenly interested. He had torn up and thrown away a \$10 bill! Wouldn't that break a traveling man's heart? Some time afterwards he spent crouching on the floor gathering up the bits of paper and finally secured enough to stand as a witness to the United States Government for redemption. After all spring is the proper time for the regular annual clean-up.

Agitation in Behalf of a Public Market.

Marquette, May 15—The last meeting of the Business Men's Association was largely attended and much enthusiasm was displayed in the discussion of the question of a market place for farmers. It was the unanimous opinion that the proposition possessed much merit and was fraught with benefit to the business welfare of the city.

The advisability of establishing a market place has been considered in years past, but the enterprise has never been pushed to a successful issue. At the meeting last night it was decided to take vigorous action in furtherance of the project, and to this end a special committee was appointed to lay the proposition before the Common Council at the next regular meeting of that body. Mayor Ward and several aldermen were present, and the advisability of the Council joining hands with the Association in this connection was discussed.

Regarding the location for the proposed market place, an available site on Baraga avenue was favorably considered. This is the Pendill property, opposite the South Shore's old station. It is proposed to construct a set of platform scales and also provide other conveniences for farmers who make this city a trading center. A petition will also be circulated among the business men and encouragement asked for the enterprise.

There has been and is at the present time great need for a market place, and there should be a concerted effort on the part of all citizens to aid in the success of the project. The trade of the farming class is important to Marquette business interests, and it should be encouraged and fostered.

The Boys Behind the Counter.

Saginaw—Clarence H. Lowe, who has been salesman and draper for the Wm. Barie Dry Goods Co. for the

past three years, has taken a position with the La Salle & Koch Co., of Toledo.

Ann Arbor—Will Birch, for the past year head clerk at Cushing's pharmacy, has resigned his position, having purchased a drug store, and will set up in business for himself in Detroit. Ray Van Doren will succeed to his position with Mr. Cushing.

Evart—Will F. Hogg has been promoted to the place made vacant by the resignation of E. W. Becker with the Birdsall Hardware Co. Bert Lambert, of Sears, has taken Mr. Hogg's place.

Elk Rapids—Kebble Lewis has accepted a position as cashier with the Musselman Grocery Co., of Grand Rapids, and will assume the duties of his new position June 1. He has tendered his resignation to the Iron Co., to take effect on that day. His family will probably remove to Grand Rapids later.

Howard City—Frank Stevens, who is employed in Bishop's furniture store, at Grand Rapids, spent Sunday with friends here. After he gets more experience in the new line he expects to take a position on the road for Skinner & Steenman.

Olivet—E. A. Rodston, of Casnovia, is the new man in charge of the Ainger store. He is a young married man, with several years' experience in trade. Mr. Lane will take a little vacation and time to get his matters settled up, and will take charge of the Lamb & Spencer stock at Kalamo about June 1.

The Grain Market.

There has been a decided strengthening in values all along the line the past week. Cash wheat seems to be scarce and held at a strong premium. The flour and grain trade have been waiting for a reaction in prices, but in the meantime values have been advancing rapidly. May wheat in Minneapolis sold yesterday at \$1.20 per bushel, that market being practically cornered on cash wheat. The change in the visible supply the past week shows a decrease in wheat stocks of 2,105,000 bushels; decrease in corn, 2,301,000 bushels, and oats, 2,151,000 bushels. This places our present visible supply at 24,170,000 bushels, as compared with 28,038,000 bushels at the same time last year for wheat, and 6,000,000 bushels of corn, which is practically the same; 10,653,000 bushels of oats, or 3,600,000 bushels more than last year. While cash wheat and the near-by option seem to be excited and the advance is almost sensational, there is no material change in the condition of the growing crop. Some sections of the country report damage from excess moisture and rust, but nothing of a serious nature. From the present outlook there will be plenty of wheat by September to satisfy all calls.

The corn market is very strong. We have had an advance of 3@5c per bushel in cash corn the past week. Wet weather will delay planting and has brought about a decided bullish feeling. Deliveries from farmers are light, and there seems to be an in-

clination on the part of elevator men to hold back what little surplus they may have in store.

The oats market is steady and a half cent higher, in sympathy with other grains. The growing crop is doing finely and the movement from farmers is sufficient to care for all demands. L. Fred Peabody.

Merchants' Daily Excursion to Grand Rapids.

The Wholesalers Committee of the Grand Rapids Board of Trade report that much interest is being manifested in the half fare trade excursions and that every day a goodly number of merchants present their certificates at the Board of Trade office, 89 Pearl street, showing that the requisite amount of goods were purchased to entitle them to one-half their railroad fare being returned to them in cash.

This plan is a saving to merchants that is not offered by any other jobbing city. A trade excursion, good every day in the year, is something worth while and the more buyers that take advantage of it the better the jobbing merchants and the Board of Trade officers are pleased.

The list of wholesalers co-operating appears on another page, and any in the city not represented are invited to see the Board of Trade and have their business and firm name added to the list if desired. Only jobbers with travelers are eligible to the plan.

Detroit—C. P. Spicer, of the Detroit Trust Co., announces that the Trust Company has qualified as trustee in the bankruptcy case of William Reid, now pending before Referee in Bankruptcy H. P. Davock. The schedule filed by Mr. Reid's attorney shows the secured claims against him to be \$378,000; unsecured claims \$175,000, and contingent liability as indorser on paper the maker should pay, \$41,500, making the total liabilities \$594,500. The schedule states that Mr. Reid holds about 4,700 shares of stock in the William Reid Co., and 2,200 shares in the Reid Manufacturing Co., all of which is said in the schedule to be pledged as collateral for obligations included in the secured creditors. Mr. Reid's assets are given as \$221,000, consisting mostly of real estate and life insurance.

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

LIVINGSTON HOTEL

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

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



Michigan Board of Pharmacy.

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

Michigan State Pharmaceutical Association.

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

Seasonable Window Displays.

For house-cleaning time, an Indiana druggist colored a peck of sawdust with green dye, spread it over the bottom of the window, to represent grass, made a two-inch wide ditch winding across, and filled it with sand to represent a road; put up a miniature rail fence of short sticks, placed a farm house and barn on a slight elevation, with walks, shrubbery, etc. A guide board at a turn in the road completed the view. Draped at the rear were samples of wall paper. On the barn was painted a wall paper advertisement.

A Brooklyn druggist made a ground of white powder with a mound on one side and a lake, formed of a small piece of mirror, on the other. A miniature railroad train stood on the track before a station. A few houses suggested a suburban district. On a pole was this sign: "Boraxville; pound shares for sale at fifteen cents each."

A Philadelphia druggist took small strips of board and painted half of each with a different kind of paint. Near each board stood a can of the paint used. A fine display of paint brushes filled the back of the window and small price cards were scattered around.

For insecticides, etc., arrange moth balls, camphor, sulphur candles, bug powders, roach powders and the implements to apply each. Place a neat price list over the display.

Place a large "Morgue" sign in front, near the middle of your window. Place bottles and packages in front, with price cards. Behind, on a small platform, place images of bugs and insects on their backs, and such signs as these near each: "Mr. Cockroach; address, Our Kitchen;" "Mr. Bedbug; address, Our Bedstead," etc.

For spring tonics, put up two posts, of 2x4, each standing on a base. Nail boards across, making the whole thing easily portable, and about three by four feet in size. Tack on one corner a sign: "Post No Bills," and then go ahead and post some, like this: "It makes you feel good this Spring Tonic of Jones'." Pile around some of the tonic—the more

the better. The billboard may be used in other displays.

Stock food may be shown under groups and signs, tastefully arranged. A good birdseed display is made by taking a quantity of moss with earth attached, sprinkling it freely with seed and setting it aside to sprout. When the blades have assumed a fair size sod part of the window with them and pile boxes of seed in the remainder. The sign is: "It's easy to raise, but foolish to gather it when we sell it for ten a box."

Formula for Making Quinine Pills.

No difficulty is found in massing quinine with the usual liquid excipients, glucose, glycerin, glyceride of starch or tragacanth, etc., all giving a plastic and adhesive mass. If a white pill is desired, only a white or colorless excipient may be used and the most scrupulous cleanliness observed, both with the hands and utensils. Even then a very free use of starch as a dusting powder is usually necessary. Great care should be used in working in a minimum quantity of excipient, otherwise the pills will be too soft.

The use of acids as excipients for these has often been suggested, the purpose being to obtain smaller pills. Tartaric acid, in the proportion of one grain to six to ten grains of the quinine, citric acid in about the same proportions, lactic acid, dilute sulphuric and other mineral acids in quantities sufficient to mass, are usually recommended. These all make a mass which is very plastic and easy to work at first, but which loses its plasticity very rapidly and becomes hard and immobile, so that rapid work is required both in massing and rolling.

J. Morley.

The Study of Materia Medica.

I think it can be truly said that, as a rule, the most serious gap that is left in a modern medical education is the insufficient knowledge gained by medical students of such an important subject as materia medica. It seems most deplorable to think of it, but there are instances where classes have graduated from supposedly first-class medical colleges without having received any course in materia medica at all. One case in particular that I know of came about by a change which resulted in the inclusion of the study of materia medica in the second year instead of the third, where it had been given. In this way the class which had finished the second year's work and continued with the third received no instruction in this subject at all. Considering the poor courses generally given in this subject, I think that often the best reason why so many doctors do not get good results is because they do not understand their drugs well enough.

Attilio S. Muscante, Ph. G.

It may be a greater thing to lift up another's heart than it would be to carry his load.

True patriotism never thinks of the premiums.

To Remove Tattoo Marks.

There is no entirely satisfactory method of removing tattoo marks and other marks due to the deposit of insoluble color substances in the skin. The principle of almost all of the methods for removing these marks is to cause their destruction either by mechanical means or by the production of an inflammatory process which causes a superficial eschar. Small marks can be removed by excision or by electrolysis. In removing them by electrolysis the needle attached to the negative pole is inserted parallel to the surface of the skin into the mark and a current of from five to eight milliamperes (five to ten small bichromate cells) is passed through the needle. Several such punctures are made parallel to each other until the surface is blanched. Usually it is not necessary to allow the current to pass for more than twenty to thirty seconds for each puncture. In this way a superficial eschar is formed which will drop off in the course of a week and will leave a white superficial scar. Of course, neither this method nor excision is satisfactory for large marks. For all but the smallest marks the method of treatment is to produce a violent inflammatory reaction and a superficial eschar by the use of a chemical. Various methods of doing this have been suggested. Perhaps the best of these is Variot's, which is as follows: First, place on the tattoo mark a strong solution of tannin and tattoo this into the surface. Then the surface is rubbed vigorously with a nitrate of silver stick until the area becomes black from the formation of a silver tannate in and on the skin. In the course of the next two or three days there is a moderate inflammatory process and a close adherent crust forms. Ordinarily there is not much pain, and after the third or fourth day this almost disappears, except on motion of the parts, unless secondary infection should occur. After about two weeks the crust comes away, leaving a superficial, pink cicatrix, which gradually becomes of normal color. After about two months the scar is hardly noticeable. It may be necessary to repeat the treatment when it has not been vigorous enough.

The Drug Market.

Opium—Is weak but unchanged in price.

Morphine—Is steady.

Quinine—Manufacturers have again reduced their prices to per ounce on account of higher price for bark at the last bark sale.

Cod Liver Oil, Norwegian—Has again declined and is tending higher.

American Saffron—On account of arrival of large stocks the price has been reduced.

Gum Camphor—Is weak on account of competition of Japanese refined. Prices are tending higher.

Acetanilid Good for Toothache and Chills.

Nine times out of ten you can relieve a jumping toothache by clean-

ing out the cavity and packing it with acetanilid.

Try this combination to head off chills: Acetanilid, one part; capsicum, two; quinine, three. Give five or ten grains of this mixture four hours before the chill is due, and follow it up with two to four-grain doses every hour for three doses.

Base Ball Supplies

Croquet

Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Quinine, Cod Liver Oil, Saffron.

Acidum		Evechthitos		Tinctures	
Aceticum	60 8	Erigeron	1 00 1 10	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Gaultheria	1 00 1 10	Aconitum Nap's F	60
Boricum	17 17	Geranium	2 25 2 35	Aloes	60
Carbolicum	26 29	Gossypii Sem gal	50 60	Aloes & Myrrh	60
Citricum	42 45	Hedera	40 1 10	Assafoetida	60
Hydrochlor	3 5	Juniper	40 1 10	Atrape Belladonna	60
Nitrocum	8 10	Lavendula	90 2 75	Benzoin	60
Oxalicum	10 12	Limonis	90 1 10	Benzoin Co	60
Phosphoricum, dil.	15 15	Mentha Piper	3 75 4 00	Barosma	60
Salicylicum	42 45	Mentha Verid	5 00 5 50	Cantharides	60
Sulphuricum	1 1 1 1	Morhuac gal	1 25 1 50	Cardamom	60
Tannicum	75 80	Myrcela	3 00 3 50	Cardamom Co	60
Tartaricum	38 40	Olive	75 3 00	Catechu	60
Ammonia		Pleis Liquida	10 12	Cinchona	60
Aqua, 18 deg	4 6	Pleis Liquida gal	92 96	Cinchona Co	60
Aqua, 20 deg	6 8	Ricin	1 00 1 00	Columba	60
Carbonas	12 15	Rosae oz	5 00 5 00	Cubebae	60
Chloridum	12 14	Succini	40 45	Cassia Acutifol	60
Aniline		Sabina	50 1 00	Cassia Acutifol Co	60
Black	2 00 2 25	Santal	2 25 4 50	Digitalis	60
Brown	80 1 00	Sassafras	90 1 00	Ergot	60
Red	45 50	Sinapis, ess. oz.	1 00 1 10	Ferri Chloridum	60
Yellow	2 50 3 00	Tigil	1 00 1 10	Gentian Co	60
Bacca		Thyme	40 50	Gulaca	60
Cubebae	15 18	Thyme, opt	1 60	Gulaca ammon	60
Juniperus	5 6	Theobromas	15 20	Hyoscyamus	60
Xanthoxylum	30 35	Potassium		Iodine	60
Balsamum		Bi-Carb	15 18	Iodine, colorless	60
Copalba	45 50	Bichromate	13 15	Kino	60
Peru	50 55	Bromide	25 30	Lobelia	60
Terabin, Canada	60 65	Carb	12 15	Myrrh	60
Tolutan	35 40	Chlorate	12 14	Nux Vomica	60
Cortex		Cyanide	34 38	Opil	60
Abies, Canadian	18 18	Hydride	3 60 3 65	Opil, camphorated	60
Cassia	30 30	Potassa, Bitart pr	30 32	Opil, deodorized	60
Cinchona Flava	18 18	Potass Nitras opt	7 10	Quassia	60
Buonymus atro	30 30	Potass Nitras	6 8	Rhatany	60
Myrica Cerifera	20 20	Prussiate	23 26	Rhei	60
Prunus Virgin	15 15	Sulphate po	15 18	Sanguinaria	60
Quillaja, gr'd	12 12	Radix		Serpentaria	60
Sassafras	20 25	Aconitum	20 25	Stromonium	60
Ulmus	40 40	Althaea	30 33	Tolutan	60
Extractum		Anchusa	10 12	Valerian	60
Glycyrrhiza Gla	24 30	Arum po	20 25	Veratrum Veride	60
Glycyrrhiza, po	23 30	Calamus	20 20	Zingiber	20
Haematox	11 12	Gentiana po 15	12 15	Miscellaneous	
Haematox, 1/4	13 14	Glycyrrhiza pv 15	16 18	Aether, Spts Nit 3f	30 35
Haematox, 1/2	14 15	Hydrastis, Canada	1 90	Aether, Spts Nit 4f	34 38
Haematox, 3/4	16 17	Hydrastis, Can. po	2 00	Alumen, gr'd po 7	3 4
Ferru		Hellebore, Alba	12 15	Annatto	40 50
Carbonate Precip	15 15	Inula, po	18 22	Antimon, po	4 5
Citrate and Quina	2 00	Ipecac, po	2 00 2 10	Antimon et po T	40 50
Citrate Soluble	55 55	Iris plox	35 40	Antipyrin	25 25
Ferrocyanidum S.	40 40	Jalap, pr	25 30	Antifebrin	20 20
Solut. Chloride	15 15	Maranta, 1/4s	30 35	Argent Nitras oz	48 48
Sulphate, com'l	2 2	Podophyllum po	15 18	Arsenicum	10 12
Sulphate, com'l, by	70 70	Rhei, cut	75 100	Balm Gilead buds	60 65
Sulphate, pure	7 7	Rhei, pv	75 100	Bismuth S N	80 85
Flora		Spigella	30 35	Calcium Chlor, 1s	9 9
Arnica	15 18	Sanguinari, po 24	22 22	Calcium Chlor, 1/4s	10 10
Anthemis	22 25	Serpentaria	50 55	Calcium Chlor, 1/2s	12 12
Matricaria	30 35	Senega	85 90	Cantharides, Rus.	1 75
Folia		Smlax, off's H.	40 40	Capsici Fruc's af	20 20
Barosma	30 33	Smlax, M	25 25	Capsici Fruc's po	22 22
Cassia Acutifol	15 20	Sellae po 35	10 12	Cap'i Fruc's B po	15 15
Cassia, Acutifol	25 30	Symplocarpus	25 25	Carophyllus	20 22
Salvia officinalis	18 20	Valeriana Eng	15 20	Carmine, No. 40	4 25
1/4s and 1/2s	18 20	Valeriana, Ger	12 14	Cera Alba	50 55
Uva Ursi	8 10	Zingiber a	12 14	Cera Flava	40 42
Gummi		Zingiber j	16 20	Crocus	1 75 1 80
Acacia, 1st pkd	65 65	Semen		Cassia Fructus	35 35
Acacia, 2nd pkd	45 45	Anisum po. 20	16 16	Centraria	10 10
Acacia, 3rd pkd	35 35	Apium (gravel's)	13 15	Cataceum	35 35
Acacia, sifted sts.	25 25	Bird, 1s	4 6	Chloroform	35 45
Acacia, po	45 65	Carui po 15	10 11	Chloro'm, Squibbs	35 35
Aloe, Barb	12 14	Cardamom	70 90	Chloral Hyd Crst 1	35 1 60
Aloe, Cape	25 25	Corlandrum	12 14	Chondrus	20 25
Aloe, Socotri	45 45	Cannabis Sativa	5 7	Cinchonidline P-W	38 48
Ammoniac	55 60	Cydonium	75 1 00	Cinchonid'e Germ	38 48
Asafoetida	35 40	Chenopodium	25 30	Cocaine	4 05 4 25
Benzoinum	50 55	Dipterix Odorate	80 1 00	Corks list d p ct	75 75
Catechu, 1s	12 12	Foeniculum	7 9	Croosotum	45 45
Catechu, 1/4s	14 14	Foenugreek, po	7 9	Creta	75 75
Catechu, 1/2s	16 16	Lini	4 6	Creta, prep	5 5
Camphorae	81 85	Lini, gr'd. bbl. 2%	30 30	Creta, precip	9 11
Euphorbium	40 40	Lobelia	75 80	Creta, Rubra	8 8
Galbanum	1 00	Pharlaris Cana'n	9 10	Crocus	1 60 1 70
Gamboge	25 35	Rapa	5 6	Cudbear	24 24
Guaiacum	35 35	Sinapis Alba	7 9	Cupri Sulph	6 8
Kino	45 45	Sinapis Nigra	9 10	Dextrine	7 10
Mastic	60 60	Spiritus		Emery, all Nos.	8 8
Myrrh	45 45	Frumentum W D	2 60 2 50	Emery, po	6 6
Opil	15 25	Frumentum	25 25	Ergota	60 65
Shellac	40 50	Juniperia Co O T	1 65 2 00	Ether Sulph	70 80
Shellac, bleached	45 50	Juniperia Co	1 75 3 00	Flake White	12 15
Tragacanth	70 1 00	Saccharum N B	1 90 2 10	Galla	23 23
Herba		Spt Vini Galli	1 75 6 50	Gambler	8 9
Absinthium oz pk	25 25	Vini Oporto	1 25 2 00	Gelatin, Cooper	60 60
Eupatorium oz pk	25 25	Vina Alba	1 25 2 00	Gelatin, French	35 60
Lobelia	25 25	Sponges		Glassware, fit box	75 75
Majorum	25 25	Florida Sheep's wl	3 00 3 50	Less than box	70 70
Mentha Pip oz pk	25 25	carriage	50 3 75	Glue, brown	11 13
Mentha Ver oz pk	25 25	Velvet extra shps	2 00	Glue, white	15 25
Rue	39 39	wool, carriage	2 00	Glycerina	15 25
Tanacetum V	22 22	Extra yellow shps	1 25	Grana Paradisi	15 20
Thymus V oz pk	25 25	wool carriage	1 25	Humulus	35 60
Magnesia		Hard, slate use	1 25	Hydrarg Ch Mt	95 95
Calined, Pat	55 60	Yellow Reef, for	1 40	Hydrarg Ch Cor	90 90
Carbonate, Pat	18 20	slate use	1 40	Hydrarg Ox Ru'm	1 05
Carbonate K-M	18 20	Syrups		Hydrarg Ammo'l	1 15
Carbonate	18 20	Acacia	50 50	Hydrarg Ungue'm	50 60
Oleum		Aurant Cortex	50 50	Hydrargyrum	75 75
Absinthium	4 90 5 00	Zingiber	50 50	Icthyobolla, Am	90 1 00
Amygdalae, Dulc	50 60	Ipecac	50 50	Indigo	75 1 00
Amygdalae Ama	50 60	Ferri Iod	50 50	Iodine, Resubi	4 85 4 90
Anisi	1 45 1 50	Rhei Arom	50 60	Iodoform	4 90 5 00
Aurant Cortex	2 20 2 25	Smlax Off's	50 60	Lupulin	40 40
Bergamit	2 85 3 25	Senega	50 50	Lycopodium	1 15 1 20
Cajuputi	85 85	Sellae Co	50 50	Macis	65 75
Caryophilli	80 85	Tolutan	50 50	Liquor Arsen et	25 25
Cedar	80 85	Prunus virg	50 50	Liq Potass Arsenit	10 12
Chenopadii	3 75 4 00	Paints		Hydrarg Iod	25 25
Cinnamoni	1 00 1 10	Red Venetian	1 1/2 2 03	Liq Potass Arsenit	10 12
Citronella	60 65	Ochre, yel Mars	1 1/2 2 03	Magnesia, Sulph	2 3
Citronum Mac	80 90	Ochre, yel Ber	1 1/2 2 03	Magnesia, Sulph bbl	1 1/2
Copalba	1 15 1 25	Putty, commer	1 1/2 2 1/2 3	Varnishes	
Cubebae	1 20 1 30	Putty, strictly pr	2 1/2 3 1/2	No 1 Turp Coach	1 10 1 20
Mannia, S F		Vermilion, Prime	4 4	Extra Turp	1 60 1 70
Menthol	2 40 2 60	American	13 15	Coach Body	2 75 3 00
Morphia, S P & W	2 35 2 60	Vermilion, Eng	75 80	No 1 Turp Furni	00 1 10
Morphia, S N Y	2 35 2 60	Green, Paris	14 18	Extra T Damar	1 55 1 60
Morphia, Mal	2 35 2 60	Lead, red	6 7	Jap Dryer No 1 T	70 70
Moschus Canton	3 40	Lead, white	6 7	Whale, winter	
Myristica, No. 1	2 35 2 60	Whiting, white S'n	90 90	bbl gal	70 70
Nux Vomica po 15	2 35 2 60	Whiting, Gilders	95 95		
Os Sepia	25 28	White, Paris Am'r	21 25		
Pepsin Saac, H &	1 00	Whit'g Paris Eng	21 25		
P D Co	1 00	cliff	1 40		
Picis Liq N N 1/2	2 00	Universal Prep'd	1 10 1 20		
gal doz	2 00	Oils			
Picis Liq qts	2 00	Strychnia, Crystall	05 1 25		
Picis Liq pints	2 00	Sulphur Subl	2 2 1/2 3 1/2		
Pil Hydrarg po 80	2 00	Sulphur, Roll	2 2 1/2 3 1/2		
Pil Hydrarg po 22	2 00	Tamarinds	8 10		
Piper Nigra po 35	2 00	Terebenth Venice	28 30		
Pulvis Ip'c et Opil	30 1 50	Theobromae	45 50		
Pyrethrum, bxs H	1 00	Vanilla	9 00 10		
& P D Co. doz	75 75	Zinci Sulph	7 8		
Pyrethrum, pv	20 25	Saps			
Quassia	8 10	Sapo, M	10 12		
Quina, S P & W	22 32	Sapo, G	15 15		
Quina, S Ger	22 32	Seidlitz Mixture	20 22		
Quina, N. Y.	22 32	Sinapis	18 18		
Rubia Tincturum	12 14	Sinapis, opt	30 30		
Saccharum La's	22 25	Snuff, Maccaboy	51 51		
Salacin	4 50 4 75	Snuff, S'h DeYo's	51 51		
Sanguis Drac's	40 50	Soda, Boras	9 11		
Sapo, W	12 14	Soda, Boras, po	9 11		
		Soda et Pot's Tart	25 28		
		Soda, Carb	1 1/2 2		
		Soda, Bi-Carb	3 5		
		Soda, Ash	3 1/2 4		
		Soda, Sulphas	2 2		
		Spts, Cologne	2 60		
		Spts, Ether Co.	50 55		
		Spts, Myrcela Dom	2 00		
		Spts, Vini Rect bbl	2 2		
		Spts, Vi'l Rect 1/2 b	2 2		
		Spts, Vi'l R't 10 gl	2 2		
		Spts, Vi'l R't 5 gal	2 2		
		Strychnia, Crystall	05 1 25		
		Sulphur Subl	2 2 1/2 3 1/2		
		Sulphur, Roll	2 2 1/2 3 1/2		
		Tamarinds	8 10		
		Terebenth Venice	28 30		
		Theobromae	45 50		
		Vanilla	9 00 10		
		Zinci Sulph	7 8		

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

1		2	
AXLE GREASE		Plums	
Frazier's		Pineapple	
1lb. wood boxes, 4 dz. 3 00		Grated 1 25 @ 7 75	
1lb. tin boxes, 3 doz. 2 35		Sliced 1 35 @ 2 55	
3 1/2 lb. tin boxes, 2 dz. 4 25		Pumpkin	
10lb pails, per doz. 6 00		Fair 70	
15lb. pails, per doz. 7 20		Good 80	
25lb. pails, per doz. 12 00		Fancy 86	
BAKED BEANS		Gallon @ 2 00	
Columbia Brand		Raspberries	
1lb. can, per doz. 91		Standard @	
2lb. can, per doz. 1 40		Russian Caviar	
5lb. can, per doz. 1 80		1/4 lb. cans 3 75	
BATH BRICK		1/2 lb. cans 7 00	
American 75		1lb cans 12 00	
English 85		Salmon	
BROOMS		Col'a River, tails. @ 1 80	
No. 1 Carpet 2 75		Col'a River, flats. 1 85 @ 1 90	
No. 2 Carpet 2 35		Red Alaska 1 35 @ 1 45	
No. 3 Carpet 2 15		Pink Alaska @ 95	
No. 4 Carpet 1 75		Sardines	
Parlor Gem 2 40		Domestic, 1/4 s. 3 1/2 @ 3 1/2	
Common Whisk 85		Domestic, 1/2 s. 5	
Fancy Whisk 1 20		Domestic, Must'd 6 @ 9	
Warehouse 3 00		California, 1/4 s. 11 @ 14	
BRUSHES		California, 1/2 s. 17 @ 24	
Scrub		French, 1/4 s. 7 @ 14	
Solid Back 3 in 75		French, 1/2 s. 13 @ 28	
Solid Back, 11 in 95		Shrimps	
Pointed ends 85		Standard 1 20 @ 1 40	
Stove		Fair Succotash 95	
No. 2 75		Good 1 10	
No. 1 1 10		Fancy 1 25 @ 1 40	
Shoe		Strawberries	
No. 8 1 00		Standard 1 10	
No. 7 1 30		Fancy 1 40	
No. 4 1 70		Tomatoes	
No. 3 1 90		Fair @ 80	
BUTTER COLOR		Good @ 85	
W. R. & Co's, 15c size. 1 25		Fancy 1 15 @ 1 45	
W. R. & Co's, 25c size. 2 00		Gallons 2 50 @ 2 60	
ELECTRIC LIGHTS		CARBON OILS	
Electric Light, 16s 9 1/2		Perfection Barrels @ 10 1/2	
Electric Light, 16s 9 1/2		Water White @ 11	
Paraffine, 6s 9		D. S. Gasoline @ 13	
Paraffine, 12s 9 1/2		Deodor'd Nap'a @ 11 1/2	
Wicking 20		Cylinder 29 @ 3 1/2	
CANNED GOODS		Engine 16 @ 22	
Apples		Black, winter 9 @ 10 1/2	
3 lb. Standards 75 @ 80		CATSUP	
Gals. Standards 2 15 @ 2 25		Columbia, 25 pts. 4 50	
Blac-berries		Columbia, 25 1/2 pts. 2 60	
Standards 85		Snider's quarts 3 25	
Beans		Snider's pints 3 25	
Baked 80 @ 1 30		Snider's 1/2 pints 1 30	
Red Kidney 85 @ 95		CHEESE	
String 70 @ 1 15		Acme @ 15	
Wax 75 @ 1 25		Carson City @ 14	
Blueberries		Pearless @	
Standard @ 1 40		Elsie @ 16	
Brook Trout		Emblem @ 15 1/2	
Gallon @ 5 75		Gem @ 14 1/2	
2lb. cans, a.p. 1 90		Ideal @ 15	
Clams		Jersey @ 15 1/2	
Little Neck, 1lb. 1 00 @ 1 25		Riverside @ 15	
Little Neck, 2lb. @ 1 50		Warner's @ 15	
Clam Bouillon		Brick @ 15	
Burnham's 1/2 pt. 1 90		Edam @ 90	
Burnham's, pts. 3 60		Lemon @ 15	
Burnham's, qts 7 20		Leiden @ 14 1/2	
Cherries		Limburt @ 14 1/2	
Red Standards 1 30 @ 1 50		Pineapple 40 @ 60	
White 1 50		Sap Sago @ 19	
Corn		Swiss, domestic @ 14 1/2	
Fair 75 @ 90		Swiss, imported @ 20	
Good 1 00		CHEWING GUM	
Fancy 1 25		American Flag Spruce 55	
French Peas		Beeman's Pepsin 60	
Sur Extra Fine 22		Black Jack 55	
Extra Fine 19		Largest Gum Made 55	
Fine 15		Sen Sen Breath Perf. 1 00	
Moyen 11		Sugar Leaf 55	
Gooseberries		Yucatan 55	
Standard 90		CHICORY	
Standard 85		Bulk 5	
Lobster		Red 7	
Star, 1/2 lb. 2 15		Eagle 7	
Star, 1lb. 3 75		Frank's 7	
Picnic Tails 2 60		Schenker 6	
Mackerel		CHOCOLATE	
Mustard, 1lb. 1 80		Walter Baker & Co's	
Mustard, 2lb. 2 80		Premium 28	
Soused, 1 1/2 1 80		Vanilla 41	
Soused, 2lb. 2 80		Caracas 35	
Tomato 1lb. 1 80		Eagle 28	
Tomato, 2lb. 2 80		CLOTHES LINES	
Mushrooms		Sisal 1 00	
Hotels 15 @ 20		60ft. 3 thread, extra 1 40	
Buttons 22 @ 25		72ft. thread, extra 1 70	
Oysters		90ft. 3 thread, extra 1 40	
Coe, 1lb. @ 90		60ft. 6 thread, extra 1 29	
Cove, 2lb. @ 1 70		72ft. 6 thread, extra 1 29	
Cove, 1lb. Oval @ 1 00		Jute	
Peaches		60ft. 75	
Ple 1 10 @ 1 15		72ft. 90	
Yellow 1 65 @ 2 25		90ft. 1 05	
Pears		120ft. 1 10	
Standard 1 00 @ 1 35		Cotton Victor	
Fancy @ 2 00		50ft. 1 50	
Peas		60ft. 1 35	
Marrowfat 90 @ 1 00			
Mary June 90 @ 1 69			
Mary June Sifted 1 65			

3

40ft. Cotton Windsor 1 60	
50ft. 1 30	
60ft. 1 44	
70ft. 1 80	
80ft. 2 00	
Cotton Braided	
40ft. 95	
50ft. 1 35	
60ft. 1 65	
Galvanized Wire	
No. 20, each 100ft. long 90	
No. 19, each 100ft. long 2 10	
COCOA	
Baker's 35	
Cleveland 41	
Colonial, 1/4 s 35	
Colonial, 1/2 s 33	
Epps 42	
Huyler 45	
Van Houten, 1/4 s 12	
Van Houten, 1/2 s 20	
Van Houten, 1s 72	
Webb 28	
Wilbur, 1/4 s 41	
Wilbur, 1/2 s 42	
COCOANUT	
Dunham's 1/4 s 26	
Dunham's 1/2 s & 1/4 s 26 1/2	
Dunham's 1/2 s 27	
Dunham's 1/4 s 28	
Bulk 13	
COCOA HELLS	
20lb. bags 2 1/2	
Less quantity 3	
Pound packages 4	
COFFEE	
Rio	
Common 11	
Fair 12	
Choice 15	
Fancy 18	
Santos	
Common 11 1/2	
Fair 12 1/2	
Choice 15	
Fancy 18	
Peaberry 18	
Maracalbo	
Fair 15	
Choice 18	
Mexican	
Choice 16 1/2	
Fancy 19	
Guatemala	
Choice 15	
Java	
African 12	
Fancy African 17	
O. G. 25	
P. G. 31	
Mocha	
Arabian 21	
Package	
New York Basis	
Arbuckle 13 50	
Dilworth 13 00	
Jersey 13 50	
Lion 13 50	
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes. 95	
Felix, 1/2 gross 1 15	
Hummel's foil, 1/2 gro. 85	
Hummel's tin, 1/2 gro. 1 43	
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour Butters 6 1/2	
N Y Butters 6 1/2	
Salted Butters 6 1/2	
Family Butters 6 1/2	
Soda	
N B C Sodas 6 1/2	
Select 8	
Saratoga Flakes 13	
Oyster	
Round Oysters 6 1/2	
Square Oysters 6 1/2	
Faust 7 1/2	
Argo 7	
Extra Farina 7 1/2	
Sweet Goods	
Animals 10	
Assorted Cake 11	
Bagley Gems 9	
Belle Rose 9	
Bent's Water 17	
Butter Thin 13	
Chocolate Drops 17	
Coco Bar 11	
Cocoanut Taffy 12	
Coffee Cake, N. B. C. 10	
Coffee Cake, Iced 18	
Cocoanut Macaroons 18	
Cracknels 16	
Current Fruit 11	
Chocolate Dainty 17	
Cartwheels 10	
Dixie Cookie 9	
Fluted Cocoanut 11	
Frosted Creams 9	
Ginger Gems 9	
Ginger Snaps, N B C 7 1/2	
Grandma Sandwich 11	
Graham Crackers 12	
Honey Fingers, Iced 12	
Honey Jumbles 12	
Iced Honey Crummet 12	
Imperial 9	
Indiana Belle 15	
Jersey Lunch 8	
Lady Fingers 12	
Lady Fingers, hand md 25	
Lemon Biscuit Square 9	
Lemon Wafer 16	
Lemon Snaps 12	
Lemon Gems 10	
Lem Yen 11	

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Marshmallow	16
Marshmallow Cream	17
Marshmallow Walnut	17
Mary Ann	8 1/2
Malaga	11
Mich Coco F's'd honey	12
Milk Biscuit	8
Mich. Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Scool'd	9
Moss Jelly Bar	12
Muskegon Branch, Iced	11
Newton	12
Oatmeal Crackers	9
Orange Slice	16
Orange Gem	9
Penny Assorted Cakes	9
Pilot Bread	7
Pineapple Honey	15
Ping Pong	9
Pretzels, hand made	8 1/2
Pretzettes, mch. m'd	8 1/2
Pretzettes, hand. m'd	7 1/2
Revere	15
Richmond	11
Richwood	8 1/2
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9
Sugar Cakes, scalloped	9
Sugar Squares	9
Sultanas	15
Spiced Gingers	9
Urchins	11
Vienna Crimp	9
Vanilla Wafer	16
Waverly	10
Zanzibar	10
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	4 @ 4 1/2
Evaporated	6 @ 7
California Prunes	
100-125 25lb boxes.	@ 3
90-100 25lb boxes	@ 3 1/2
80-90 25lb boxes	@ 4
70-80 25lb boxes	@ 4 1/2
60-70 25lb boxes	@ 5
50-60 25lb boxes	@ 5 1/2
40-50 25lb boxes	@ 6 1/2
30-40 25lb boxes	@ 7 1/2
1/4 c less in 50lb cases.	
Citron	
Corsican	@ 15
Currants	
Imp'd. 1lb pkg.	6 1/2 @ 7
Imported bulk	6 1/2 @ 7 1/2
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers, 3 cr	1 50
London Layers, 4 cr	1 95
Cluster 5 crown	2 60
Loose Muscatels, 2 cr.	5
Loose Muscatels, 3 cr.	6
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb.	6 1/2 @ 7 1/2
L. M. Seeded, 1/2 lb	5 @ 6
Sultanas, bulk	@ 8
Sultanas, package	@ 8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	6 1/2
Med. Hd. Pk'd.	1 75 @ 1 85
Brown Holland	2 25
Farina	
24 1lb. packages.	1 75
Bulk, per 100 lbs.	3 00
Hominy	
Flake, 50lb sack	1 00
Pearl, 200lb. sack	3 70
Pearl, 100lb. sack	1 85
Maccaroni and Vermicelli	
Domestic, 10lb box	60
Imported, 25lb box	2 50
Pearl Barley	
Common	2 00
Chester	2 20
Empire	3 25
Peas	
Green, Wisconsin, bu.	1 15
Green, Scotch, bu.	1 25
Split, lb.	4
Rolled Oats	
Rollod Avena, bbls.	4 50
Steel Cut, 100lb. sacks	2 10
Monarch, bbl.	4 00
Monarch, 100lb. sacks	1 85
Quaker, cases	3 10
Sago	
East India	3 1/2
German, sacks	3 1/2
German, broken pkg.	4
Taploca	
Flake, 100lb. sacks	3 1/2
Pearl, 130lb. sacks	3
Pearl, 24 lb. pkgs	5
Wheat	
Cracked, bulk	3 1/2
24 2lb packages	2 50
FISHING TACKLE	
1/4 to 1 in	6
1 1/2 to 2 in	7
2 to 3 in	9
3 to 4 in	11
4 to 5 in	15
5 to 6 in	30
Cotton Lines	
No. 1, 10 feet	5
No. 2, 15 feet	7
No. 3, 15 feet	9
No. 4, 15 feet	10
No. 5, 15 feet	11
No. 6, 15 feet	12
No. 7, 15 feet	15
No. 8, 15 feet	18
No. 9, 15 feet	20
Linen Lines	
Small	

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MUSTARD

Horse Radish, 1 dz. .1 75
Horse Radish, 2 dz. .3 50
Bayle's Celery, 1 dz. .3 50

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 79
Clay, T. D., full count .85
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. 15, Rival, assorted 1 20
No. 20, Rover enameled 60
No. 572, Special .1 75
No. 93, Golf, satin finish 00
No. 808 Bicycle .2 00
No. 632 Tourist whist 2 25

POTASH

48 cans in case 4 00
Penna Salt Co's .3 00

PROVISIONS

Barreled Pork
Mess .13 00
Fat Back .14 00
Back Fat .14 50
Short Cut .13 50
Pig .18 00
Brisket .16 00
Clear Family .12 50

Dry Salt Meats

S P Bellies .93
Bellies .93

Extra Shorts .84

Smoked Meats

Hams, 12lb. average. 10½
Hams, 14lb. average. 10½
Hams, 16lb. average. 10½
Hams, 18lb. average. 10½
Skinned Hams .11½
Ham, dried beef sets.13

Shoulders, (N. Y. cut)

Bacon, clear .10@11
California Hams .7½
Picnic Boiled Ham .11½
Boiled Ham .17
Berlin Ham pr's d. .10
Mince Ham .10

Lard

Compound .5½
Pure .8
60lb. tubs. advance ½
80lb. tubs. advance ½
50lb. tins. advance ¼
20lb. pails. advance ¼
10lb. pails. advance ¾
5lb. pails. advance 1
3lb. pails. advance 1

Sausages

Bologna .5
Liver .6½
Frankfort .7
Pork .6½
Veal .8
Tongue .9½
Headcheese .6½

Beef

Extra Mess .9 50
Boneless .10 50
Rump, new .10 50

Pig's Feet.

¼ bbls. .1 10
¾ bbls., 40lbs. .1 85
¾ bbls., 80lbs. .3 75
1 bbl. .7 75

Tripe

Kits, 15 lbs. .70
¾ bbls., 40 ½s .1 50
¾ bbls., 80lbs. .3 00

Casings

Hogs, per lb. .28
Beef rounds, set. .16
Beef middles, set. .45
Sheep, per bundle .70

Unsalted Butterline

Solid, dairy .10@11
Rolls, dairy .10@11½

Canned Meats

Corned beef, 2 .2 50
Corned beef, 14 .17 50
Roast Beef .2 00@2 50
Potted ham, ¼s .45
Potted ham, ½s .85
Deviled ham, ¼s .45
Deviled ham, ½s .85
Potted tongue, ¼s .45
Potted tongue, ½s .85

RICE

Screenings .2@2¼
Fair Japan .3¼
Choice Japan .4
Imported Japan .4¼
Fair Louisiana hd. .3¼
Choice La. hd. .4¼
Fancy La. hd. .5¼
Carolina ex. fancy .6¼

SALAD DRESSING

Columbia, ½ pint .2 25
Columbia, 1 pint .4 00
Durkee's large, 1 doz. 4 50
Durkee's small, 1 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

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Deland's .3 00
Dwight's Cow .3 15
Emblem .2 10
L. P. .3 00
Wyandotte, 100 ¾s .3 00

SAL SODA

Granulated, bbls .85
Granulated, 100lb cases 1 00
Lump, bbls .95
Lump, 145lb kegs .95

SALT

Common Grades
100 3lb sacks .1 95
60 5lb sacks .1 85
28 10½ 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
Granulated, fine .80
Medium fine .85

SALT FISH

Cod
Large whole @ 7
Small Whole @ 6¼
Strips or bricks.7½@11
Pollock @ 3¼

Halibut

Strips .14
Chunks .14½

Herring

Holland
White Hoop, bbls 8 25@9 25
White Hoop, ¼ bbls 25@50 00
White Hoop, keg. 60@70
White Hoop mchs @ 75
Norwegian @
Round, 100lbs .3 75
Round, 40lbs .1 75
Sealed .15

Trout

No. 1, 100lbs .7 50
No. 1, 40lbs .3 25
No. 1, 10lbs .90
No. 1, 8lbs .75

Kerel

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 55
No. 1, 8lbs. .1 28

Whitefish

No. 1 No. 2 Fam
100lb. .9 50 5 10
50lb. .5 00 2 10
10lb. .1 10 52
8lb. .90 44

SEEDS

Anise .15
Canary, Smyrna .6
Caraway .8
Cardamom, Malabar .1 00
Celery .10
Hemp, Russian .4
Mixed Bird .4
Mustard, white .8
Poppy .8
Rape .4½
Cattle Bone .25

SHOE BLACKING

Handy Box, large, 3 dz. 50
Handy Box, small .1 25
Bixby's Royal Polish .85
Miller's Crown Polish. .85

SNUFF

Scotch, in bladders .37
Maccaboy, in jars .35
French Rappie, in jars. 43

SOAP

Central City Soap Co.
Jaxon .2 85
Boro Naphtha .4 00
Johnson Soap Co.
Ajax .1 85
Badger .3 15
Dorax .3 40
Calumet Family .2 35
China, large cakes .5 75
China, small cakes .3 75
Etna, 9 oz. .2 10
Etna, 8 oz. .2 30
Etna, 60 cakes .2 10
Galvanic .4 05
Mary Ann .2 35
Mottled German .2 25
New Era .2 45
Scotch Family, 60 cakes. .2 30
Scotch Family, 100 cakes. .3 80
Weldon .2 85
Assorted Toilet, 50 cartons .3 85
Assorted Toilet, 100 cartons. .7 50
Cocoa Bar, 6 oz .3 25
Cocoa Bar, 10 oz. .5 25
Senate Castle .4 00
Palm Olive, bath .10 50
Palm Olive, bath .11 00
Rose Bouquet .3 40
J. S. Kirk & Co.
American Family .4 05
Dusky Diamond, 50 8oz 2 80
Dusky D'nd, 100 6oz. 3 80
Jap Rose, 50 bars .3 75
Savon Imperial .3 10
White Russian .3 85
Dome, oval bars .2 15
Satin, 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
Marcellus White soap, 4 00
Snow Boy Wash Pwr 4 00
Proctor & Gamble Co.
Lenox .2 85
Ivory, 6 oz .4 00
Ivory, 10 oz. .6 75
Star .3 10
A. B. Wrisley
Good Cheer .4 00
Old Country .3 40

Soap Powders

Central City Soap Co.
Jackson, 15 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 XXXX .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 .5½
Kegs, English .4¾

SOUPS

Columbia .3 00
Red Letter .90

SPICES

Allspice .12
Cassia, China in mats. 12
Cassia, Canton .12
Cassia, Batavia, bund. 28
Cassia, Saigon, broken. 40
Cassia, Saigon, in rolls. 55
Cloves, Amboyana .13
Cloves, Zanzibar .12
Mace .15
Nutmegs, 75-80 .45
Nutmegs, 105-10 .35
Nutmegs, 115-20 .30
Pepper, Singapore, blk. 15
Pepper, Singap. white. 25
Pepper, shot .17

Pure Ground in Bulk

Allspice .16
Cassia, Batavia .28
Cassia, Saigon .3

9

TOBACCO

Fine Cut
Cadiac .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
Kyo .35
Battle Ax .37
American Eagle .33
Standard Navy .37
Spear Head 7 oz. .47
Spear Head, 14½ oz. .44
Nobby Twist .55
Jolly Tar .39
Old Honesty .43
Foddy .34
J. T. .34
Piper Heidsieck .66
Boot Jack .80
Honey Dip Twist .40
Black Standard .40
Cadiac .40
Forge .34
Nickel Twist .52
Mill .32
Great Navy .36

Smoking

Sweet Core .34
Flat Car .32
Wagon .26
Bamboo .26
1 X L, 16 oz. .25
1 X L, 16 oz. pails .31
Honey Dew .40
Gold Block .40
Flagman .40
Chips .33
Klin Duke .21
Duke's Mixture .40
Duke's Cameo .43
Myrtle Navy .44
Yum Yum, 1½ oz. .39
Yum Yum, 1lb. pails .40
Cream .38
Corn Cake, 3½ oz. .24
Corn Cake, 1lb. .22
Plover Boy, 1½ oz. .39
Plover Boy, 3½ oz. .39
Peerless, 3½ oz. .35
Peerless, 1½ oz. .35
Air Brake .36
Cant Hook .30
Country Club .32-34
Forex-XXXX .30
Good Indian .25
Self Binder, 16oz, 8oz 20-22
Silver Foam .24
Sweet Marie .32
Royal Smoke .42

TWINE

Cotton, 3 ply .20
Cotton, 4 ply .20
Jute, 2 ply .24
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 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, ctons .75

Egg Crates

Humpty Dumpty .2 40
No. 1, complete .32
No. 2, complete .18

Faucets

Cork lined, 8 in. .65
Cork lined, 9 in. .75
Cork lined, 10 in. .85
Cedar, 8 in. .55

Map 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-heop Standard .1 60
3-heop Standard .1 75
2-wire, Cable .1 70
3-wire, Cable .1 90
Cedar, all red, brass .1 25
Paper, Eureka .2 25
Fibre .2 70

Toothpicks

Hardwood .2 50
Softwood .2 75
Banquet .1 50
Ideal .1 50

Traps

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 .10 80
No. 2 Fibre .9 45
No. 3 Fibre .8 55

Wash Boards

Bronze Globe .2 50
Dewey .1 75
Double Acme .2 75
Single Acme .2 25
Double Peerless .3 50
Single Peerless .2 75
Northern Queen .2 75
Double Duplex .3 00
Good Luck .2 75
Universal .2 65

Window Cleaners

12 in. .1 65
14 in. .1 85
16 in. .2 30

Wood Bowls

11 in. Butter .75
13 in. Butter .1 15
15 in. Butter .2 00
17 in. Butter .3 25
19 in. Butter .4 75
Assorted, 13-15-17 .2 25
Assorted 15-17-19 .3 25

WRAPPING PAPER

Common Straw .1½
Fibre Manila, white .2¾
Fibre Manila, colored .4
No. 1 Manila .4
Cream Manila .3
Butcher's Manila .2¾
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, 1½ doz. .50
Yeast Foam, 3 doz. .1 15
Yeast Foam, 3 doz .1 00
Yeast Foam, 1½ doz .58

FRESH FISH

Per lb.
Jumbo Whitefish .11@12
No. 1 Whitefish .9
Trout .10
Haddock .10
Clupeon or Herring .10
Bluefish .10½@11
Live Lobster .25
Boiled Lobster .25
Cod .12½
Haddock .8
No. Pickrel .9
Pike .7
Perch, dressed .7
Smoked White .12½
Red Snapper .10
Cul. River Salmon .11
Mackerel .15@16

OYSTERS

Cans
F. H. Counts .Per can
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 .10½
Cured No. 2 .9½
Calfskins, green No. 12½
Calfskins, green No. 2.11½
Calfskins, cured No.1. 13½
Calfskins, cured No.2. 12
Steer Hides, 60lbs, over 10½

Pelts

Old Wool .
Lamb .90@2 00
Shearlings .25@ 80

Tallow

No. 1 .4½
No. 2 .3½

Wool

Unwashed, medium 22@30
Unwashed, fine .15@23

CONFECTIONS

Stick Candy Pails
Standard .8
Standard H. H. .8
Standard Twist .8½
Cut Loaf .9

11

Jumbo, 32lb. .cases
Extra H. H. .9
Boston Cream .10
Old Time Sugar stick
30lb case .12

Mixed Candy

Grocers .6½
Competition .7½
Special .7½
Conserve .7½
Royal .8½
Ribbon .10
Broken .8
Cut Loaf .9
Leader .8½
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 Buns .12
Fudge Squares .12½
Peanut Squares .9
Sugared Peanuts .11
Salted Peanuts .11
Starlight Kisses .11
San Blas Goodies .12
Lozenges, plain. .11
Lozenges, printed .11
Champion Chocolate .11
Eclipse Chocolates .13
Eureka Chocolates .13
Quintette Chocolates .12
Champion Gum Drops 8½
Moss Drops .11
Lemon Sours .11
Imperial .11
Ital. Cream Opera .12
Ital. Cream Bon Bons .12
20lb pails .12
Molasses Chews, 15lb. cases
Golden Waffles .12
Tapolzas .12
Lemon In 5lb. Boxes .60
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 .55
Hand Made Cr's.80@9½
Cream Buttons, Pep. and Wintergreen. .65
String Rock .60
Wintergreen Berries .60
Old Time Assorted, 25 lb. case .2 75
Buster Brown Goodies 30lb. case .3 50
Up-to-Date Asstmt. 32 lb. case .3 75
Ten Strike Assort. .6 50
ment No. 1. .6 50
Ten Strike No. 2 .6 00
Ten Strike No. 3 .8 00
Ten Strike, Summer as-sortment. .6 75

Kalamazoo Specialties

Hanselman Candy Co.
Chocolate Maize .18
Gold Medal Chocolate .18
Almonds .18
Chocolate Nugatines .18
Quadruple Chocolate .15
Violet Cream Cakes, bx90
Gold Medal Creams, pails .13½

Pop Corn

Dandy Smack, 100 .65
Pop Corn Fritters, 100s 50
Pop Corn Toast, 100s 50
Cracker Jack .3 00
Pop Corn Balls, 200s 1 2½

NUTS-Whole

Almonds, Tarragona .15
Almonds, Avica .15
Almonds, California sft .15
shell, new .15
Brazil .13
Filberts .13
Cal. No. 1 .14
Walnuts, soft shelled. .15
Walnuts, Chilli .12
Pecans, fancy .10
Pecans, Med. .10
Pecans, ex. large .11
Pecans, Jumbos .12
Hickory Nuts pr bu .17
Ohio new .1 75
Cocoanuts .4
Chestnuts, New York State, per bu .

Shelled

Spanish Peanuts 6½@ 7½
Pean Halves .45
Walnut Halves .25
Filbert Meats .25
Alicante Almonds .47
Jordan Almonds .43

Peanuts

Fancy, H. P. Suns .6
Fancy, H. P. Suns, Roasted .7
Choice H. P. Jbo. .7½
Choice, H. P. Jumbo, Roasted .9

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31
Geo. H. Seymour & Co.
Morton House Bouquet 55
Morton House Bouquet 70
Invincible 33
119 30
Little Chick. 30

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritanos 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
38 1/4 lb pkg, per case 2 60
16 1/2 lb pkg, per case 2 60

FRESH MEATS

Beef

Carcass 7 @ 9 1/2
Forequarters. 6 @ 7
Hindquarters 8 @ 10
Loins 9 @ 16
Ribs 8 @ 14
Rounds 8 @ 9
Chucks 5 1/2 @ 6 1/2
Plates. 4 @ 4

Pork

Loins @ 11 1/2
Dressed @ 6 3/4
Boston Butts @ 9 1/2
Shoulders. @ 8 1/2
Leaf Lard. @ 7 1/2

Mutton

Carcass @ 8 1/2
Lambs. @ 12

Veal

Carcass 5 1/2 @ 8

Karo

CORN SYRUP

24 10c cans 1 84
12 25c cans 2 30
6 50c cans 2 30

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

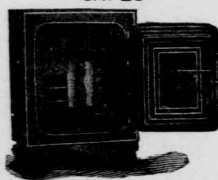
4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd, doz 1 20
Knox's Acidu'd, gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

STOCK FOOD

Superior Stock Food Co., Ltd.

\$.50 carton, 36 in box 10.80
1.00 carton, 18 in box 10.80
12 1/2 lb. cloth sacks 84
25 lb. cloth sacks 1.65
50 lb. cloth sacks 3.15
100 lb. cloth sacks 6.00
Peck measure90
1/2 bu. measure 1.80
12 1/2 lb. sack Cal meal 39
25 lb. sack Cal meal 75
F. O. B. Plainwell, Mich.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size. .6 50
50 cakes, large size. .3 25
100 cakes, small size. .3 85
50 cakes, small size. .1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place Your Business

on a
Cash Basis
by using
our
Coupon Book
System.

We
manufacture
four kinds
of

Coupon Books
and

sell them
all at the
same price
irrespective of
size, shape
or
denomination.

We will
be
very
pleased
to
send you samples
if you ask us.
They are
free.

Tradesman Company

Grand Rapids

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis



Get our prices and try our work when you need

Rubber and Steel Stamps, Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich.

For 25 Years

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

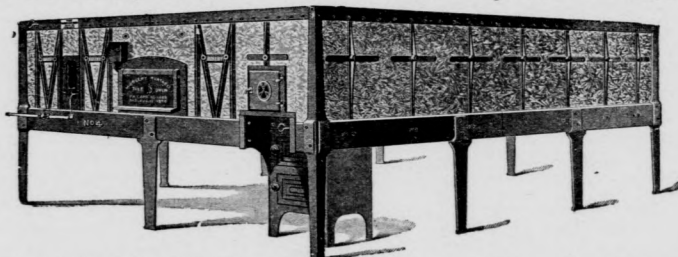
We Keep Copies of Every Form We Print

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.

Bakery Goods Made on the Premises in a Middleby Oven will Increase your Trade



You are not making all the money that you can make from your business unless you do your own baking. It is a most profitable investment and it will pay you handsomely in the end. Let us tell you what others have done. Send for catalogue and full particulars.

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

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

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.

Wanted—Location for men's clothing and furnishing goods. Will rent for term of years. Would buy small stock of same. Address Clothier, care Michigan Tradesman. 582

For Sale—A chance in a life time for a physician or druggist, new drug store building and stock, physician's office rooms, large basement. Centrally located in thriving town of 600. Thrifty farming community. Railroad. Fine resort, electric light, telephone. Also residence if wanted. Address No. 583, care Michigan Tradesman. 583

For Sale—Building occupied successfully for sixteen years as grocery and meat market. One of the best business corners in city. Present occupant will lease premises for a year, if purchaser desires. Address No. 581, care Michigan Tradesman. 581

The only variety store in a town of 3,500; 11 factories; good farming country; good reasons for selling. Lock Box 846, Belding, Mich. 580

For Sale—Retail lumber yard. Located in finest agricultural district in Ohio. Large territory. A good investment. Address Lock Box 34, Jackson Center, Ohio. 579

Chadron, Nebraska, wants furniture, dry goods and general merchandise stocks. Great openings for business. Write P. B. Nelson. 578

For Sale—Butcher and meat business; prosperous, Western Pennsylvania town; \$2,000 cash saved each year after keeping family and paying all expenses. Good brick building; nice living rooms; good salesroom, well equipped. Slaughter house, with spring water under pressure. Entire outfit will be sold much under value. Owner wants to retire. S. Morgan, Freedom, Pa. 577

For Sale—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Musselman Grocery Co., Grand Rapids, Mich. 576

For Rent—Store room, two floors, 38x99. Suitable for dry goods, clothing, crockery, furniture, etc., good light, steam heat, best location in Waterloo, Ia. Address Box O, LaGrange, Ill. 575

To Exchange—Chicago suburban, improved and vacant real estate; also two farms for stock of merchandise. Describe your stock fully. 126 Randolph Bldg., Memphis, Tenn. 574

To Exchange—\$16,000 worth of manufactured merchandise and formula to make a successful business proposition. Want improved or vacant real estate, farms or timber land; describe fully for answer. 126 Randolph Bldg., Memphis, Tenn. 573

For Sale—Good paying hardware stock and tin shop, located at corner Ottawa and Coldbrook streets, Grand Rapids. No other hardware store within seven blocks. Stock will inventory about \$1,600. Good reasons for selling. Enquire T. Stadt & Sons, 319 West Leonard St. 566

For Sale—One pair of high bred, strong and racy-built fox hound pups, four months old, \$30 each or \$50 for the pair. Satisfaction guaranteed or money refunded. Joe Shill, Winamac, Ind. 565

A first-class and up-to-date general store in one of the best villages in Western Wisconsin; stock inventories about \$7,000. No trade. Also a very nice hardware stock with store building, warehouse, etc., a rare chance for the right man. It will take about \$8,000 to handle this, but it is better than a bank. No trade. A fine opening for the right party. W. E. Webster, Hudson, Wis. 568

\$650 buys ice cream, lunch and bazaar business. Rent \$2 per week. The Little Gem, Stanton, Mich. 567

Ground-floor manufacturing proposition; Ohio. Gross profits 100 per cent. Product staple, demand enormous services optional, \$3,000. F. C. Benjamin, Romeo, Mich. 569

We are retiring from business and offer for sale our department stores. The best paying stores in any small town in Southern Michigan. Stocks consist of clothing, shoes, dry goods, carpets, millinery, etc. Can be reduced to about \$10,000. Will sell all to one party or dry goods or clothing department separate. A big chance for the right party. No traders need apply. Terms, spot cash. If interested address M. H. S., care Michigan Tradesman. 570

Best wholesale bakery in Southern Michigan, doing good business; all up-to-date machinery, including No. 4 Middeby oven. Will sell cheap if taken at once. J. L. Thomas, 190 West Main St., Jackson, Mich. 571

Shoe Stocks Wanted—We pay cash for entire stocks of shoes. Address G. M. McKelvey & Co., Youngstown, Ohio. 584

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. Vost & Co., Detroit, Mich. 250

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—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, Fredrick, Rice Co., Kansas. 556

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 Putman Ave., Brooklyn, N. Y. 550

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

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

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. Linton, 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 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—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

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—Location for exclusive shoe and gents' furnishing store. Population 1,000 to 3,000. Box 33, Capac, Mich. 478

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

For Sale—A stock of dry goods and gents' furnishing goods, in a resort town. Will invoice about \$4,500. Address B. C., care Michigan Tradesman. 528

For Sale—Oldest established grocery business in Mayfield, Ky. Population 5,000. Stock invoiced Jan. 1st, 1905, \$3,000; can reduce to \$2,000 if necessary for purchaser. Sold \$50,000 last year for cash. For particulars address R. D. Robertson, Mayfield, Ky. 526

For Sale—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—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

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 Rent—Store room, two floors, 38x90. Suitable for dry goods, clothing, crockery, furniture, etc.; good light, steam heat, best location in Waterloo, Ia. Address Box O, LaGrange, Ill. 522

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

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

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 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

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

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

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.

The Koester School of Window Dressing, 1110 Republic Bldg., Chicago, gives personal instruction in window trimming. Day and night courses. Write for circular and terms. 572

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

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, Mo. 541

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. MACRORE AUCION CO., Davenport, Ia.

MAKE US PROVE IT



I. S. TAYLOR

F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

YOU'LL BE SURPRISED

at the results obtained from

Expert Auctioneering

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

A. W. Thomas Auction Co.
477 Wabash Ave., Chicago

Tangible Results Secured by Battle Creek B. M. A.

Battle Creek, May 16—"Forward march" was the watchword at an enthusiastic and largely attended meeting of the Battle Creek Business Men's Association. The meeting was called to order by President John I. Gibson, who gave a most interesting review of the work accomplished during the past year and read extracts from numerous letters recently received from large manufacturing concerns looking to Battle Creek as a favorable location for their business. These letters indicate that Battle Creek is becoming thoroughly advertised and most favorably known through the well directed efforts of the Business Men's Association and its active and energetic President. In the audience was George Dunham, Secretary of the Big Four Printing Ink Co., which has recently located in this city through the influence of the Business Men's Association. He was called upon and stated that he knew well, both from experience and observation, that the Battle Creek Business Men's Association stands high outside of Battle Creek and is regarded as one of the most progressive, enterprising and up-to-date commercial organizations in the country.

At the suggestion of the President the subject of the rating book and the collection department was considered somewhat at length. A general discussion followed in which L. W. Robinson, L. M. Schroder, Alderman F. C. Wakeham, F. W. Gage, L. B. Anderson, W. D. Farley, L. A. Dudley, E. L. Branson, Howard Kneeland and others took part. The general consensus of opinion developed was that the rating book feature of the Association, while presenting some difficulties, is a valuable adjunct of the organization's work, but that the collection department has proved a hindrance to its usefulness and should be abandoned. Accordingly a resolution providing for the discontinuance of this department was unanimously adopted. Occasionally in the discussion some one would incidentally refer to recent rumors that the Business Men's Association was about to disband. No toleration was given to this thought whatever. On the contrary, the unanimous sentiment of those present was that the good work of "boosting Battle Creek," which has been done by the Association in the past, and especially of late, shall be pushed with even greater energy than ever before. In harmony with this determined spirit, a resolution was unanimously adopted instructing the Executive Board to at once formulate definite plans for next year's vigorous campaign and also for providing adequate means for its successful prosecution.

The resolution also instructed the Board to include in its plans the securing of the very ablest and fittest men to be found for properly officering the Association.

When the resolutions had been adopted Attorney Burritt Hamilton was called out and gave a rousing speech in appreciation of the good

which is being accomplished by the Business Men's Association and its faithful and aggressive President, who has loyally devoted to the interests of the city months of valuable time and, almost without resources, has advertised Battle Creek throughout the country as this city never has been before and also succeeded in locating in our midst several important industries, the American Cereal Co., the Big Four Printing Ink Co., Lutz & Schramm pickling plant and others in prospect, all of which are of lasting benefit to all classes of our citizens, business and professional men, real estate dealers, manufacturers and working men.

The speaker urged the importance of the work of the Association being systematized and enough money being put back of its work so that a regular follow-up card system could be installed and sufficient stenographic force employed so that every enquiry received could be persistently kept after until the concern making such enquiry should become an established industry of our city. The work of committees should also be better and more effectively organized and every member should be made to feel his individual responsibility.

The work done by the Business Men's Association the past year, at a low estimate, has been worth \$100,000 to the people of Battle Creek. Should not therefore we produce the paltry sum needed to back the organization and should not every loyal citizen rally to its support with all his strength, mind, might, and so much of his money as may be necessary to make the Battle Creek Business Men's Association the most active and efficient organization of its kind in the country? That the meeting was in hearty accord with the speaker was shown by the generous applause that punctuated his eloquent periods.

Look Forward To a Successful Year.

Kalamazoo, May 15—At the annual meeting of the Kalamazoo Grocers' Association the following officers were elected for the coming year:

President—J. A. Stekete.

Vice-President—J. E. Van Bochove.

Secretary—H. J. Schaberg.

Treasurer—Frank Toonder.

Resolutions were passed endorsing the closing Sunday "all day" movement; the State Treasurer for sending a man here from his department to investigate the violations of the State law regarding the huckster and peddler license; the discouragement of the "box car" merchants and the proposed civil service bill as suggested by the Retail Grocers' Protective Association of Washington, D. C.

The meeting was well attended and the Association looks forward to a very successful year.

H. J. Schaberg, Sec'y.

A man must be short on character when he has to assert himself by clothes.

Half an evil eye can see more iniquity than the whole of an innocent one.

Manufacturing Matters.

Mancelona—Frank Priest has engaged in the manufacture of cigars.

Plainwell—F. H. Robinson has engaged in the cigar manufacturing business.

Portland—E. A. Richards has opened a cigar factory in a building on Maple street.

Detroit—The Detroit Steel Products Co. has increased its capital stock from \$50,000 to \$75,000.

Detroit—The capital stock of the Pioneer Woolen Mills has been increased from \$150,000 to \$200,000.

Port Huron—The Empire Produce Co. has installed machinery for the purpose of engaging extensively in the manufacture of ice cream, which it will undertake to distribute all over the State.

Escanaba—A stock company is to be organized to manufacture Blood-berry gum, first put on the market by Sourwine & Hartnett. This gum has been a good seller ever since it was introduced.

Bay City—John Faulkner, the promoter of the Solvay Chemical Co. in St. Louis, is here to establish a similar plant and asserts that he is meeting with no trouble in securing the necessary \$600,000 capital.

Gladstone—The South Western Lumber & Box Co. has been incorporated for the purpose of dealing in timber and logs, with an authorized capital stock of \$500,000, of which \$250,000 is subscribed and paid in.

Hartford—Wm. M. Traver has purchased a site of Charles W. Hilliard on the north side of the Pere Marquette tracks, between Center and Maple streets, and will erect a third canning factory here in time for operation this season.

Zeeland—A corporation has been formed under the style of the Star Furniture Co., which will manufacture furniture. The company is capitalized at \$30,000, of which \$15,600 is subscribed and \$1,320 paid in in cash and \$9,000 in property.

Marshall—A corporation has been formed under the style of the Foote Axle Burr Co., which will manufacture axles, nuts, tools and appliances. The company is capitalized at \$100,000, of which amount \$60,000 has been subscribed and \$13,000 paid in in property.

Pontiac—The Pontiac Cigar Co. has been organized and is now doing business at 39 North Saginaw street. The members of the firm are Charles H. Siple and Wm. C. Alward, both well known cigar men who have been with the Mascotte Cigar Co. for a number of years.

Escanaba—The Stack-Gibbs Lumber Co. has been incorporated for the purpose of doing a general lumbering business, operations to be carried on at Spokane, Washington. The corporation has an authorized capital stock of \$250,000, all of which has been subscribed and paid in in cash.

Bay City—R. Meister & Son have purchased the American Fibre Co.'s plant at Saginaw and there is a prospect that the machinery will be removed to this city. The works cover a space of nineteen acres and when

in full operation employs over 200 hands. The institution manufactures tubs, pails, packages, etc.

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

Buffalo, May 17—Creamery, 20@22c; dairy, fresh, 19@21c; poor, 16@18c.

Eggs—Fresh, 17@17½c.

Live Poultry—Fowls, 14c; ducks, 15@16c; geese, 12c.

Dressed Poultry—Turkeys, 17@20c; chicks, 15@16c; fowls, 14@15c; old cox, 11c; ducks, 15@16c.

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.

Habit may be one of our best allies as well as one of our worst enemies.

Sometimes the church that is praying for showers of blessing only needs a thaw.

Business Wants

BUSINESS CHANCES.

For Sale—Bakery. Good location. Doing nice business. Apply to Judson Grocer Co. 589

For Sale—Grocery and meat stock. Best store in city of Pontiac. Best location. best trade. Stock about \$2,000. Reason for selling, going out West. Address or call on B. V. Woodward, Manager. 587

For Sale—150 cases Maine corn, Lilac brand, packed by Bath Canning Co., Brunswick, Me.; wrapper labels and tissue wrapped; there is no better packed. Write for prices to R. Schetz, Norristown, Pa. 588

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—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

Mining Investors Attention! For sale, unlisted treasury stocks of merit. Chris Slagle, Box 120, Park City, Utah. 585

POSITIONS WANTED.

Wanted—Position as salesman and window trimmer. All around man. Eight years' experience in shoe business. Three years in dry goods, furnishings, etc. Address Luther Armentrout, Nebo, Ill. 586

Bankrupt Sale

The Stock of General Hardware, Agricultural Implements, Wire Fencing, Store Fixtures, Notes and Book Accounts of Ivan C. Elsbey, bankrupt, Rockford, Mich., are offered for private sale. On June 3d, 10 a. m., at the village of Rockford, any of the above property remaining unsold, and the real estate of bankrupt, will be sold at auction.

The stock is in excellent shape. Inventory and appraisal may be seen at my office.

C. A. RENWICK, Trustee

45 Pearl St. Grand Rapids