

MICHIGAN TRADESMAN

GRAND RAPIDS PUBLIC LIBRARY

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, MAY 24, 1905

Number 1131

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The William Connor Co.

WHOLESALE CLOTHING
MANUFACTURERS

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

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

Commercial Credit Co., Ltd.

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

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

We Buy and Sell Total Issues

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BANKERS

Union Trust Building, Detroit, Mich.

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.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
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GRAND RAPIDS, MICHIGAN.

SPECIAL FEATURES.

- Page.
2. Window Trimming.
 4. Around the State.
 5. G. R. Gossip.
 6. Clerk's Corner.
 8. Editorial.
 9. Commercial Morality.
 11. New York Market.
 12. Value of Tact.
 14. Back to the Farm.
 16. Clothing.
 20. Meat Market.
 22. Hardware.
 24. Ethics of the Street.
 28. Woman's World.
 32. Shoes.
 36. The Turning Point.
 38. Dry Goods.
 40. Commercial Travelers.
 42. Drugs.
 43. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

THE NEUTRALITY OF FRANCE.

That France has done Russia an incalculable service and has, therefore wrought Japan a corresponding injury, is now perfectly plain. Without the hospitality accorded Admiral Rojestvensky's squadron in the French ports of Madagascar, and later on of Indo-China, it would have been utterly impossible for the Russian fleet to have reached the Far East in condition to engage in mortal combat with the Japanese with any chance of success. It is now not denied that the Russian ships were permitted to refit and drill their crews in Madagascar waters. It is also not denied that Admiral Rojestvensky has been allowed to coal his ships, clean their bottoms and take on provisions in the harbors of French Indo-China. It is true that the French Government, acting under pressure, issued instructions to the colonial authorities in China to prevent the violation of French neutrality, but as the Russians paid no attention to the warnings, and as France had no force sufficient to compel obedience, no actual effort was made to interfere with Rojestvensky.

A few days ago a Socialist Deputy in the French Chamber of Deputies interpellated the government on the subject of neutrality and accused the Ministry of having permitted France's ports to be used for belligerent purposes. In reply to the statement that French officials were instructed to insist upon neutrality being maintained, the Deputy mentioned claimed that the government was under obligation to enforce its orders. The Premier then appealed to the Deputy to drop the subject on patriotic grounds, and when he refused a vote of confidence was sought and received, the Chamber sustaining the Ministry by an overwhelming majority. While the government's course was approved, the fact was established that France has not enforced neutrality against Russia, and that to attack that action is considered unpatriotic.

Of course, this open aid to Russia

is certain to bring consequences, and the French government is already becoming alarmed as to the future of Indo-China. Should Japan finally defeat Russia, she will be in a position to menace Indo-China, although there is no indication that such is her intention, but France's fears have become aroused.

Once beyond the limits of French Indo-China, the Russian fleet can hope for no further assistance until it reaches Vladivostok. Just when and where it will encounter the Japanese fleet no one can say, but Admiral Toga will probably wait until the friendly French coast has been left far distant, so that in the event of defeat no friendly asylum will be available. So large a fleet as that now with Admiral Rojestvensky consumes an enormous quantity of coal and stores, and the frequent stops made at French ports prove that this question of supply is causing trouble. At the best, the fleet can make barely more than seven knots per hour, hence even if not interrupted by the Japanese there is a long stretch yet to be sailed before Vladivostok is reached.

Thomas A. Edison, the famous inventor, was recently asked if he thought that the numerous discoveries now coming into use made the world any better or happier, and replied: "I do not. I wish I could answer all questions so easily and so sincerely. I don't know what we are here for, and I don't know where we are going. I wish I could tell you. What does this mad rush mean? Why is this age going at such a headlong pace? Why have we replaced the beautiful and the simple with the commercial and the scientific? One man leaves all and goes about the world hunting butterflies. I don't understand him. Would he understand me? I do not think so."

Vice-President Fairbanks, with an eye to the campaign of 1908 and the farmer vote, remarks as he goes to the country for the summer: "I like farming, and I have gone through it from top to bottom. It is the life, after all, that makes the blood flow and gives a real charm to life. One never gets nearer nature than when he is engaged in cultivating the soil and harvesting its products."

It never comes amiss to know a good trade. A minister in Pennsylvania, unable to get enough salary to support his family of eleven children, has left the pulpit and gone to work as a blacksmith, a trade he learned when a boy, and at which he can earn \$3 to \$4 per day. Many a good blacksmith has been spoiled to make a poor preacher.

JAPAN'S RESOURCES.

When the Mikado went to war against the Czar a good many people thought more of his courage than they did of his discretion. Japan is a little country, very little compared with all the Russias. Some thought that the bear would crush his opponent and practically destroy him. The proposal to pity soon gave way to admiration, first at the accomplishments of the Japanese navy and then at the victories of the Japanese army. It takes an immense amount of money successfully to conduct a war. A million dollars is but a bagatelle. Even as the struggle progressed fears were entertained among its friends that Japan would find the financial problem too hard to solve successfully, but as it has gone along from week to week and month to month it has actually appeared that Russia, big and wealthy as it is, has had more difficulty in negotiating loans and obtaining funds than the little kingdom of Japan. That has been one of the marvels of this remarkable campaign. The Mikado and his advisers evidently understood the situation better than their sympathizers.

It is true that the working people of Japan get small wages compared with those paid in America, but its treasury department was on a good basis at the beginning. So far as possible there were financial as well as military and naval preparations, but no nation has money enough in its vaults stored up in advance to carry on an extended war. The Japanese have proved themselves wonderfully patriotic and public spirited. Internal loans have been over subscribed and the Japanese credit is good. Count Okuma reckons that his people's wealth is in the neighborhood of eight billions of dollars and that their annual income is about eight hundred millions, with an annual outlay that leaves over two hundred million yearly surplus. The Japanese derive their principal income from agriculture, fisheries, mining and silk worm growing. Its investments in purely manufacturing enterprises are comparatively small, hence the drain made upon the young and middle aged manhood does not so seriously interfere with income producing. The very young and the very old men, with the aid of the women, can carry on a goodly proportion of the industries, and last year fortune favored them with unusually good crops. The wealth producing power of Japan, despite the heavy drain made by the war, continues nearly normal. It is believed that its money raising facilities have been nowhere near taxed to their utmost, and that they can continue to raise all the funds promptly when needed.

WINDOW TRIMMING

Two Easy Exhibits of More Than Ordinary Interest.

Who is it you notice more on the street, be it man, woman or child?

Is it the person of mediocre appearance, the one who looks just like everybody else—"as alike as two peas in a pod," as the saying is—or is it the person who, by something out of the ordinary in dress, manner or carriage, stands apart from the multitude?

If you would attract attention, either to yourself or the store the reins of whose destiny you hold in your hands, in some way be different or do things differently from the

druggists at the intersection of Monroe and Division streets, develop the idea of

"The old oaken bucket
That hung in the well."

Imitation grass is strewn in the bottom of the window for the floor covering, the sort to be procured of manufacturers who make all kinds of window accessories—wax figures, pedestals, nickel standards and artificial trees, vines, etc. I presume a druggist could grow his own grass—take fine excelsior and tint it a lively green with diamond dyes or other chemicals. Why not?

In the center of Peck Bros.' improvised grass plat is a very good imitation of an old-fashioned well, the curb, posts and hood being fashioned of the rough boards. Depending from the center of the hood, and visible to the windowgazer, is a bucket filled to overflowing with

dow given up to wooden-board "bulletins," as they might be called, such as are being eagerly scanned by the curious who stop at The Giant window here shown in halftone.

Each board, with the single exception of the one in the center (which might be denominated the motif of the window-picture), carries a colored or figured shirt, in anticipation of the coming season's demand. These are so deftly nailed to the pine supports with pins that one has to look twice to see how the attachment is accomplished. Half of the units slope towards the left and the other half lean to the right. Each has the proper collar buttoned on to the neckband and each displays a silk four-in-hand harmonizing or contrasting with the general tone of the garment. These the window trimmer has allowed to hang in easy and graceful lines.



commonly-accepted order of matters.

Of course, such an one lays himself and his methods open to more criticism than the plodding person who hasn't the nerve to "cut a dash," but if the one under the limelight acts along right lines he need never fear the criticism he will receive—it will be simply the critique of betters.

* * *

Two local stores this week show originality in design, and yet that originality is accomplished through the medium of the very commonest of common materials—just wooden boards such as may be obtained by any city windowman or crossroads general dealer by taking a hammer and knocking small boxes to pieces or sawing boards from larger ones into lengths to fit the space or meet the fancy!

* * *

Peck Bros., the wholesale and retail

pasteboard cartons of Wood's Sarsaparilla, put up by the Pecks. In the background runs a miniature picket fence, while in all directions are rows of the packages, and a pyramid of them as high as a man is built at the bend in the glass next to the store entrance.

The well curb and the roof bear, in brush work, numerous announcements extolling the efficacy of this special Sarsaparilla, and a small white card some six by ten inches floats from one corner of the roof by a thread. On it one reads:

Well,
I see you need a
spring tonic!

The idea underlying this window is very simple, but is cleverly carried out.

* * *

I can not recall ever having seen in Grand Rapids another entire win-

The boards rest on the floor easelwise, either standing against a regular copper window fixture or tilted

We Carry in Stock

a large line of

Top Buggies
Driving Wagons
Spring Wagons
Surreys, etc.

We make

Prompt Shipments

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

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gal. cans.

Standard Oil Co.

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.

Announcement of Dissolution of Co-Partnership and Change of Firm Name

Please notice that on March 1st, 1905, the firm of Hopson-Haftenkamp Co. was dissolved by mutual consent, Mr. Haftenkamp having disposed of his interest in said firm. The business will be continued as in the past, assuming its former name of W. C. Hopson & Co. The new firm assumes all the obligations and will collect all the accounts

Very respectfully,

W. C. HOPSON & 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.

at the desired angle by small pieces of wood nailed to the back in the shape of a triangle. A hammer and nails on the floor in the foreground and a saw in the rear (which does not show in the photograph) indicate to the observer the tools used to produce the result he beholds.

The spelling on the bulletin boards is phonetic, and if a person on the other side of the glass has the time he doesn't leave until he's gone over every blessed one of 'em!

To facilitate reading I give them here. They all emphasize the fact that it's a Shirt Sale, call attention to the collars and neckties and quote prices.

The motif reads:

Get
Aboard
Fare
\$1.50
Quick Sail
A. May & Sons

This board is very humorous, showing, as it does, a droll drawing of the proprietors of The Giant.

Others are as follows:

You Won't
Get seasick
If you
Patronize
This Sail
Mony Bak
If you donte
Go this trip
Summer
Shirts
and
Some Are Ties
Summar
Collars
2 for a
Quarter

Excursion to
Kumfort Town
Dollarn Haf

Fashionabell
Scarfs
50c
More
Shurtz
Inside the
Bote

This last is obscured in the picture by the board in front of it.

Stilish
Shurtz
This Muche

A novel feature of this sign is the whittling-out of a circle just the size of a dollar and a fifty-cent piece and the gluing or fitting in these depressions of silver money to correspond with the price of the shirt pinned to this particular board.

These
Shirts
Be all
Rite

Jump
Aboard
\$1.50 A
Jump

Noo Tiz
\$1.00 or
4 Bitz

Shurt
Sale
Hustel upp
Don't git
Lefft

The polished floor is unmarred by any drapery. Over the ledge in the background hang natural branches covered with pink tissue apple blossoms—or they would be apple blossoms if they had five petals instead of four.

Altogether an admirable window—one especially adapted to stick in people's minds and cause them to advertise the firm name.

Reads All the Postals.

Talking with a party of friends at a downtown cafe the other afternoon, a traveling man told of a new experience he encountered in a little village not far from Grand Rapids on his last trip out. He was standing at the window of the postoffice in this village while the mail was being distributed, when he noticed that the postmistress—who was certainly old enough to know what she was about—put the letters as she came to them in their proper boxes, but placed all the postal cards in a pile together on a shelf.

"What are you saving the postals for?" asked the traveler at last.

"Oh, I've got to read 'em all first," was the reply.

"Got to!" exclaimed the traveler, with an accent of surprise on the verb. "Why, how's that?"

"I have to read 'em, every one," said the postmistress, "to see that they contain nothing improper. It's a rule of the department." And she went on placidly with her distribution.

Depew on the Wit of Women.

Senator Depew, at a dinner in Washington, was praising the wit of women.

"Against this wit," he said, "we men are powerless. Even when all the right and logic of an argument are on our side, woman, with her wit, will nine times out of ten put us to shame.

"Thus a man once found that his wife had bought a few puffs of false hair. This displeased him. He hid one day, and, just as the lady was fixing the false puffs upon her brow, he darted in upon her.

"'Mary,' he said reproachfully, 'why do you put the hair of another woman on your head?'

"'Why,' his wife answered, 'do you put the skin of another calf on your hands?'

Percival B. Palmer & Company

Manufacturers of

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

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

Removal Notice

On and After

Wednesday, May 24th

we will be glad to see all our automobile friends and intending purchasers at our new garage on North Division St., nearly opposite the Majestic theatre.

Adams & Hart

47-49 N. Division St.

Grand Rapids, Mich.

MR. GROCER

Of course you love your wife. Then make her labors easy and save her many steps to and from the pantry. The most sensible proposition ever offered. Well built and substantially put together. Has two large bins which swing on a pivot and work as easily when loaded as when empty. Finished in Antique Oak. Top, 24x48. Height, 30 inches. One kneading board 22x24, one meat board 11x22.

Free with 60 pounds assorted ground spices, guaranteed absolutely pure 16.50
Send us your order at once



No. 76 Kitchen Cabinet

Spices Delivered for \$16.50
Cabinet F. O. B. Factory Michigan

WOOLSON SPICE CO., Toledo, Ohio



Movements of Merchants.

Adrian—A. Peaney has re-engaged in the grocery business.

Calumet—G. D. Grammas has opened a confectionery store.

Lansing—Chas. W. Derk has discontinued his bazaar business.

Alpena—Watson & Rix succeed Budde & Tollson in the grocery business.

Detroit—A receiver has been appointed for the Soluble Dessicated Egg Co.

Kalkaska—Chas. Harroun succeeds Mrs. N. Peach in the bazaar business.

West Branch—Curtis J. Winslow is succeeded in the drug business by Floyd J. Wren.

Eaton Rapids—E. B. Dodge succeeds Lewis & Dodge as owner of the Hunch Cigar Co.

Atwood—Smallegan & Smith are succeeded in the general store business by Henry Kooster.

Jackson—Frederick W. Kirkland, of the firm of Fuller & Kirkland, grocers and bakers, is dead.

Buchanan—Henry R. Adams is succeeded by Wm. Roantree in the lumber and coal business.

Lowell—Thos. Welch has sold his interest in the Spencer-Welch stock of goods to A. L. Spencer.

South Boardman—Howard Leach & Co. are closing out their stock of dry goods, groceries and boots and shoes.

Hastings—A. E. Mulholland succeeds Wm. H. Goodyear, who formerly carried a stock of drugs and books.

Detroit—The National Salvage Co., of which Harry Jacobs is proprietor, has changed its style to the National Clothing Co.

Kalkaska—The grocery business formerly conducted by W. H. G. Phelps will be continued in future by Burt Wright.

Manistee—The hardware business formerly conducted by Zielinski & Kretzer will be continued in future by Albert Kretzer.

Hartford—Frank Greenfield succeeds Elgin J. Root, who has been engaged in the harness business here for many years.

Fountain—W. M. Boughner & Son will continue the grocery and produce business formerly conducted by Boughner & Merritt.

Lansing—The Michigan Distributing Co. has uttered a chattel mortgage for \$99,000 on its stock of agricultural implements.

Benton Harbor—Cryan Bros. are opening a branch meat market in the store formerly occupied by William Haydon's jewelry store.

Flint—J. L. Levy & Co. have bought the dry goods stock of E. O. Pierce & Sons, who recently went into bankruptcy. The offer of 50 cents on the dollar was confirmed in the United States Court at Bay City.

St. Johns—The Abner Furtney shoe stock was purchased at auction sale by Mrs. Susanna Eby, of Berlin, Ont., whose bid was \$1,128.50.

Upton Works—Gates & Selby, grocery and meat dealers, have dissolved partnership, the business to be continued by Frank F. Gates.

Hancock—Baer Bros., meat dealers of this place, Calumet and Dollar Bay, anticipate establishing a branch of their business at South Range.

Mayville—The furniture and undertaking business formerly conducted by Norris S. Stilson will be continued in the future by Stilson & Coverdale.

Thompsonville—J. W. Slater has sold his stock of house furnishing goods to J. W. Hilliker, of Grawn, who will continue the business at the same location.

Battle Creek—Otto Gensch has purchased the meat market connected with S. F. McKay's grocery, on Calhoun street, and will continue in business at the same stand. In point of active service, Mr. Gensch is the oldest butcher in the city.

Alpena—Budde & Tollison have sold their grocery stock to David Watson and Harry Rix, who will continue the business under the style of Watson & Rix.

Port Huron—Horace E. Runnels and Edward Runnels have purchased the jewelry stock formerly owned by the late J. W. Goulding and will continue the business.

St. Joseph—Fred J. Stowell and Edward Lane have formed a copartnership for the purpose of engaging in the grocery business in the King building about June 1.

Cheboygan—J. H. Barrowcliff is having the building recently occupied by Greenless & Son as a fish market moved to a lot he purchased some time ago on Court street and will open up a grocery store.

Battle Creek—F. B. Coates, of the firm of Pittman & Coates Hardware Co., has purchased the interest of F. P. Pittman, the senior member, and will continue the business. The firm name will not be changed.

Sanilac Center—The Anketell Lumber & Coal Co. has been incorporated for the purpose of doing a general lumber and coal business. The company has an authorized capital stock of \$10,000, all of which is subscribed and paid in in cash.

Mears—Ward & Walker have installed a "farmers' kitchen" in connection with their store, where hot coffee, sugar and cream are served to the patrons of the store. The room is furnished with tables and chairs, affording a convenient resting place for the weary mothers with tired babies, who appreciate accommodations of this description.

Detroit—Hereafter the line of paints and varnishes heretofore made for general store trade by the McLennan Paint Co., of Buffalo, will be manufactured in this city, the Detroit White Lead Works having bought the formulae, trade marks and labels formerly employed by the Buffalo concern in manufacturing and marketing the goods mentioned.

Clare—The Clare Hardware Co. has filed a trust mortgage with the Fletcher Hardware Co., of Detroit, to cover liabilities aggregating \$10,000. C. W. Calkins, the owner, will continue in charge of the business, paying a stipulated sum per month to all creditors. These conditions were brought on by the crop failure last year and consequent short collections.

Marquette—The Marquette Produce Co. is a new concern which has been organized to cover the Upper Peninsula territory from this city, and which has opened warerooms and a distributing station at 112 Spring street. The business will be conducted under the direction of I. Zemurray, formerly of New Orleans, La., and J. F. J. O'Conner, formerly connected with the C. B. Metzger house. Both these gentlemen have had extensive experience in the produce and commission business and have established trade connections that they expect to make advantageous to their Upper Peninsula patrons.

Eaton Rapids—E. D. Goodrich, who has been the bone and sinew of the co-operative store since its organization four years ago, has discovered that the work is beginning to tell on his nervous forces and that the confinement is not just what agrees with him best. He will therefore spend the most of his time out of town this summer and will ultimately probably return to his first love, that of traveling for a wholesale shoe house. D. P. Smith and Silas Godfrey will have charge of the store hereafter. It has also been decided by the management to discontinue the Brookfield branch store.

Manufacturing Matters.

Detroit—The Pioneer Woolen Mills has increased its capital stock from \$150,000 to \$250,000.

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

Detroit—The capital stock of the Sylph-Form Corset Co. has been increased from \$10,000 to \$20,000.

Lansing—Chas. P. Leshner's Sons, manufacturers of cigars, will conduct business in the future under the style of the Leshner Cigar Co.

Greenville—J. J. Bale and other Lakeview stockholders in the Cogswell Wheel and Hub Co. have made a proposition to business men here to locate their plant in this city.

Sturgis—H. L. Allard has retired from the firm of Shoecraft & Allard, and Mr. Shoecraft will continue the business of manufacturing the steel stepladders for which the factory is being equipped.

Marquette—A corporation has been formed under the style of the Superior Lumber Co. to deal in logs, timber and lumber. The company is capitalized at \$50,000, all of which is subscribed and \$25,000 paid in in cash.

Vestaburg—The Vestaburg Creamery Co. has been incorporated for the purpose of manufacturing butter and other dairy products. The corporation has an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Benton Harbor—The M. A. Price Cigar Co. has been incorporated for the purpose of manufacturing and selling cigars with an authorized capital stock of \$3,000, of which \$2,000 has been subscribed and \$800 paid in in cash and \$1,200 in property.

Muskegon—The Superior Bag & Novelty Co. has been incorporated for the purpose of manufacturing and selling silk and chamois. The corporation has an authorized capital stock of \$10,000, of which amount \$6,100 has been subscribed and \$3,100 paid in in cash.

Sturgis—F. L. Burdick has purchased a one-third interest in the Forrister & Cheeney Manufacturing Co., wholesale manufacturer of knit gloves and mittens, at Detroit. A. B. Tennent is representing Mr. Burdick's interest in the management of the business.

Munising—The Superior Veneer & Coopersage Company's plant will cut 9,000,000 feet of logs this year. Of this amount 5,000,000 feet is hemlock, which will be manufactured into lumber and shipped to Detroit. The stove factory will use 4,000,000 feet of elm this season.

Saginaw—The C. S. Bliss sawmill has been dismantled and the machinery sold. Mr. Bliss is operating his shingle mill and is working off the stock of lumber he had on hand at his yard and about 3,000,000 feet manufactured during the winter at Butman, Gladwin county.

Marquette—The South Arm Lumber Co. has started operations at its Dead River mill, with a crew of eighty men. Of the lumber sawed this season 75 per cent. will be pine, the remainder being equally divided between hemlock and hardwoods, the total cut approximating 10,000,000 feet. As in former years the lumber will be shipped largely by water, the bulk of the cut going to Tonawanda, N. Y. The mill will be in operation five months.

Kalamazoo—The Kalamazoo Beet Sugar Co. has made a final settlement with the stockholders and disbanded. The settlement was made on the basis of 7-10 of 1 per cent. The company was organized here in 1899 with a capital stock of \$300,000 and a large factory built just outside the city. It was operated about three years at a loss and then closed down. A majority of the stockholders live here and are heavy losers by reason of the venture.

Geert Gringhuis has uttered a chattel mortgage for \$400 on his bakery stock.

Commercial Credit Co.

CREDIT ADVISORS
COLLECTIONS AND
LITIGATION

LIMITED

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



The Produce Market.

Apples—The market is firm and choice stock has advanced to \$2.50@3 per bbl.

Asparagus—65c per doz. bunches.

Bananas—Have been moving freely the past week at prices practically the same as a week ago—\$1 for small bunches and \$1.50 for large.

Beets—New command \$1.50 per box.

Butter—Creamery has declined to 20c for choice and 21c for fancy. Dairy has slumped to 16c for No. 1 and 14c for packing stock. Renovated is steady at 19c. The production is large and there is no disposition on the part of the handler to hold any stock, so the market being full of sellers, the price has naturally declined. The trade in creameries has picked up within the week, as the retailers now take them, where formerly dairies were all they could sell, owing to the high prices. Packing stock is in excellent demand at the quoted price.

Cabbage—Southern commands \$2 per crate.

Carrots—New fetch \$1.25 per box.

Cucumbers—75c per doz. for Southern and 90c for home grown.

Eggs—Local dealers pay about 14½¢@15¢ for case count, holding candled at 16c. The receipts are liberal, but not quite so large in volume as a few days ago. The big packers are in the market for apparently unlimited quantities, at a certain figure, and they take all that are offered at that price. It looks as if the holdings of the meat packers would be very large, while commission men will store a fair quantity. A few years ago it would not have been considered safe to store eggs at 16c, but that is about what they are mostly going in at this year.

Grape Fruit—Florida stock commands \$6 per box of either 64 or 54 size. California stock is \$2 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 \$3@3.25 per box. Californias have been marked up to \$2.75.

Lettuce—10c is now the ruling price for hot house stock.

Onions—\$1.65 per crate for Bermudas; \$1.75 per crate for Texas; \$1.65 per 70 lb. sack for Louisiana; \$3.50 per 110 lb. sack for Egyptian.

Oranges—California Navels are steady at \$3.25 for choice, \$3.50 for fancy and \$3.65 for extra fancy. Mediterranean Sweets, \$3@3.25; Seedlings, \$2.75@3. The supplies of Mediterranean Sweets are increasing and the stock arriving is of excellent quality. Navels are not quite so numerous, but still plentiful enough.

Parsley—25c per doz. bunches.

Pieplant—60c for 40 lb. box.

Pineapples — Prices are steady, ranging about as follows: Crate of 18, \$3.75; 24, \$3.50; 30, \$3.25; 36, \$3; 42, \$2.50; 48, \$2.35.

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

Pop Corn—90c for rice.

Potatoes—The market on old stock is stronger and a firmer feeling pervades the potato region. No shortage is expected, however, nor has anyone the temerity to predict much higher prices than are now ruling. New potatoes are selling in very limited quantities at \$1.40 per bu.

Poultry—The demand is strong and all varieties are scarce. Live poultry readily commands the following prices: Chickens, 12@13c; fowls, 11@12c; young turkeys, 15@16c; old turkeys, 13@15c. Dressed fetch 2c per lb. more than live. Broilers, 22@25c per lb.; squabs, \$1.75@2 per doz. Radishes—18c per doz. bunches for round and 20c for long.

Strawberries—Tennessee command \$2 per case of 24 qts.; Illinois fetch \$2.25; Indiana range from \$2.35@2.50. The finest fruit is now coming in from Illinois.

Tomatoes—\$2.50 per 6 basket crate.

Turnips—\$1.25 per box.

Wax Beans—\$2 per bu. hamper.

The Grain Market.

Cash wheat market has been quite active the past week. The May option in Chicago, which is practically cash grain, has had an advance of eight cents per bushel, while cash wheat in Detroit has shown an advance of two cents per bushel for the same period. There has been a nervous feeling on the part of operators, due largely to the poor crop reports being sent out from the Southwest and other sections. While the growing crop has undoubtedly suffered to some extent from rust and fly in some sections, the condition as a whole is very favorable, and there is no cause for alarm. The demand for cash wheat is very good. The visible supply showed a decrease in wheat of 2,123,000 bushels as compared with a decrease of 645,000 bushels for the same week last year.

Corn market continues strong with market practically unchanged for the week. The visible supply of corn shows a loss of 1,594,000 bushels, or practically the same as for the same time last year. There is a fair movement of cash corn, but demand is not quite so urgent for domestic trade as might be expected.

The oat market is dull and has shown very little response to the recent advance in other grains. The visible supply made a loss of 1,163,000 bushels compared with 2,171,000 bushels decrease last week. There have been free deliveries from farmers and prices are a little easier with demand only moderate.

L. Fred Peabody.

Ralph Smith has engaged in the grocery business at Luther. The Clark-Jewell-Wells Co. furnished the stock.

Henry DeYoung will succeed Thos. Whalen in the grocery business at 167 Butterworth avenue.

The Grocery Market.

Sugar—Raws have declined another ½¢ since our last report and the price of refined grades has been marked down another 10 points.

Tea—The only development during the week has been an advance in new fine Japans of 1½¢ per pound, due, apparently, to the good business done in them. The market at present is steady and well contained. There is some concern regarding the shipments of new Formosas. The market is open on the other side and tea should be coming forward, but has not started as yet. Delays would probably have an important effect upon the situation.

Coffee—The statistical position is very strong and on it those holding coffee are building great hopes. It is estimated that the coming crop of Rio and Santos will run in the neighborhood of eleven million bags. This is about a million larger than the present crop, but at the same time it will fall probably a million short of the consumptive requirements if the present rate of increase in consumption is maintained.

Canned Goods—Gallon apples are firmer and some of the trade are asking more for them, as the outlook is for a close clean up before the season is over. The demand is very good. A slightly stronger feeling is reported in the tomato market, but this is but a hint of firmness. The fact that there are a lot of tomatoes in the hands of the packers and the trade generally and that there is scarcely a possibility of a shortage works against much strength. While, of course, many of the tomatoes held are not of the highest grade there are enough good ones to "go round," with a few to spare, in all probability. Corn and peas are selling fairly well, the latter doing better than the former. The market is without particular change. Other vegetables—except, possibly string beans—are dull and lifeless. There has been no change in the salmon situation. It is characterized by the same strength that it has held for several months. Reports are conflicting from the canning centers, but the outlook is good for a fair sized pack. The demand is excellent and is depleting rapidly the already short stocks. Indications are for a short pack of French sardines.

Fish—Cod, hake and haddock are quiet and easy. Prices on higher grades are probably a cent below the winter basis. Whitefish and lake fish are dull and unchanged. Salmon has developed nothing new, although the demand is improving. There is considerable speculation over what the future market for Alaska and sockeye fish will open. No change has occurred in mackerel during the week and the demand is quite dull. The market is fully maintained, as the entire stock is held in strong hands. Sardines are very soft. There is some sort of a squabble for control of the market among the packers and the result of this to date has been a decline in oils and quarter mustards of 20@25¢ per case. The average price for oils to-day is \$2.60, f. o. b. Eastport, the lowest price ruling for

some time. The pack of new sardines is proceeding fairly, the production during May being better than expected. The cut in price touches new goods as well as old.

Syrups and Molasses—The glucose refiners have pocketed their fight for the time being and have advanced their prices 10 points. They have also advanced compound syrup 1c per gallon. The demand for mixed syrup is fair. Sugar syrup is in fair demand at unchanged prices. Molasses is quiet and rules unchanged.

Dried Fruits—Peaches on spot are dull and lifeless. As reported last week, some packers have named future prices, but very little business has been done as yet. Apricots are neglected and unchanged. Futures are also dull, and everything points to a heavy crop. Seeded raisins are in better demand and prices are stiffer by about ¼¢@½¢. Loose raisins are in low supply at unchanged prices. A good demand has developed for cleaned currants at unchanged prices. Prunes are quiet, although the demand is healthy. Prices show no material change. No new prices have been named as yet, although the coast is talking a 3c basis, which, incidentally, is just twice the present spot price.

L. F. Baker, who recently acquired the interests of his partners in the Davenport Co., which was established about two years ago, will hereafter continue the business under the style of Roy Baker, under which cognomen he has been known for the past twenty years. Mr. Baker is an energetic salesman and careful manager and will undoubtedly achieve a complete success in his new undertaking.

Sol Hufford, L. J. Katz and John Roesink have gone to Kalamazoo, Battle Creek and Jackson as a special committee to interest the grocers and butchers of those cities in the State picnic, which will be held August 5. Detroit, Saginaw and Flint have already accepted the invitation and will come here with special trains.

Fred W. Fuller, President of the Grand Rapids Retail Grocers' Association, is visiting Chicago for the first time this week. He took E. E. Hewitt along as a body guard to protect him from the fury of the human devils who are obstructing the streets in carrying out the instructions of the union labor leaders.

The damage suit instituted by Fred A. Smith (Petoskey Grocery Co.) against Landlord Adams, of Bellaire, was noticed for trial at the May term of the Antrim county Circuit Court, but the notice was subsequently countermanded by Smith's attorneys, Halstead & Halstead, of Petoskey. This postpones the matter until fall.

The grocery and feed business formerly conducted by Dise & Keegstra, 702 and 704 Madison avenue, will be conducted in future by B. A. Dise.

The Grand Rapids Wood Carving Co., which conducts its business at 42 Seventh street, has increased its capital stock from \$25,000 to \$50,000.



The Restless Period Before Vacation Time.

About this time in the year there are several thousand clerks who begin to get restless over their work and their confinement and wonder when they are going to have a vacation. They have worked for ten months, or more, very steadily, and during that time there have been a great many hard days and weeks of struggling to get rid of the goods and take in the money. There is undoubtedly cause for tired feeling and a desire to be relieved of active duty, and there are many plans in embryo for the doings of the vacation time that is coming. Suppose we think a bit about all this and see if we can not find something better to control the restless feeling and something better to lay out for vacation doings than have been done before.

The restless feeling is not a good thing for either the clerk or the store. To be continually thinking of something else than the business in hand is detrimental to the business and is also extremely detrimental to the interests of the clerk. The clerk who is thinking of excursions and sight-seeing and visits and new faces and good times while handling gingham and dress goods and underwear is a long ways from being a good clerk. He is not only injuring the sale of the goods he is handling, because of insufficient attention, but he is also injuring his own efficiency as a clerk and paving the way for the boss to refuse him a raise in pay when the usual raising time comes.

It is impossible to think of one thing and do another with the expectation of doing that other thing the best it is possible to do it. The clerk who absently pulls a suit of clothes from the pile for the inspection of some man ready to buy and lays the goods down while he thinks of what suit he will wear and what he had better pack in his grip when he goes on a vacation has pretty poor prospect of making a sale, or at least runs a risk of selling ten dollars' worth when he might sell fifteen.

The young woman who shows corsets and gloves to a good customer and keeps thinking of how she will have that vacation dress trimmed and what hat she had better take along to wear with it is not attending to her business as she should, and the chances are that the customer will decide that she wants some brand of corset not kept and a pair of gloves just a little different in shade than those she has been shown. The young woman absently assents to the objection offered, meanwhile continuing to think about her own outfit and what she is going to do with it. It is not impossible that she has been so mechanical with the customer that she really can't tell inside of five minutes what the customer wanted to

see, and it may be that the customer will be gone before the clerk realizes that she has missed a fair opportunity to make a good sale at a good profit.

Then, too, there are the usual store discussions down the aisles and across the counters as to what all are going to do when vacation comes. There are the usual elaboration of plans and the usual exaggeration of schemes and prospects. The one who has planned a modest vacation at a small cost and one that will contain a maximum of rest and recreation at a modicum of effort is made to think that she had better change her plans and go in a little deeper for "fun" and a "good time." Instead of saving about ten dollars on an outfit, she wants to be next to some other clerk who is going to have a lot of new clothes. She blows something she really can't afford for a purpose which will undoubtedly be distasteful to her in the end, because she has not planned for anything of the kind and because her desires for vacation time do not run in that direction.

There is the young man who intended to skip for the country and have a time of rest and genuine laziness, of the kind that comes with a change, on somebody's farm. He has thought of long sleeps in a room that is away from the noise of the house and is in the stillness that is found only in the country; but some other fellow has planned to go to the big city and spend a couple of weeks seeing the sights. He is convinced that country life is too tame and old-fashioned, so he changes his mind and gets ready to blow about fifty dollars to the one he intended and knows he can afford, and all for something that will be distasteful to him at the time.

Another clerk has planned a trip to the city for the purpose of having an insight into how things are being done there, but he comes in contact with another one who is going to the mountains with "a crowd" and he is persuaded to go along with them. It will be a disappointment to him and he will regret the change for a long time—probably for the year to come. And so it will go throughout the store. The schemes and plans for something that is coming a couple of months ahead will be talked to a frazzle and discussed to the extent that the business of the store will be more or less forgotten, and that needlessly.

It is well to think of all these plans before the time when they are ready to be carried into execution, but it is not well to allow them to take supersession over the work of the store, or over that time which should be devoted to the work of the store. To be able to know what you are going to do is all well enough, but there is no necessity which calls for a neglect of store duties to plan for vacation larks. It keeps you unsettled, dissatisfied and inattentive to the work for which you are receiving your pay.

It is a custom in some stores, and I believe it to be a splendid policy for all stores, to have the vacation schedule arranged several weeks be-

fore it is to begin. That obviates the necessity of settling disputed dates and the desires of too many clerks to be away at the same time. If the initiative has not been taken by the men who employ you, I suggest that a good thing for you clerks to do will be to ask the permission of the firm to arrange among yourselves your vacation schedules and submit them for approval, first finding out the periods to be allowed and just when they can begin. Such an arrangement will do away entirely with the possibility of disappointments that will surely come—always do come—when a hit and miss plan of independent date-making is followed.

Having arranged your periods and the dates when you can go, why not apply a little sense to the arranging of plans and be a little more logical about where and how the days ahead are to be spent and occupied? I knew a young woman who had been ill during the winter and needed at least three weeks of quiet and complete rest to have an elaborate outfit made and go to a fashionable seaside resort where she had to play lady every minute, simply because she had been invited to do so by wealthy relatives. She reasoned that it cost her nothing and was a "great opportunity." She actually spent nearly a hundred dollars for outfit and expenses that she felt called upon to incur because of the company she was in, and she came home nearly exhausted. The firm gave her another three weeks for recuperation, the most of which she spent in bed, and she came back to work, finally, in worse condition than when she started out.

You all say, "How foolish!" yet I believe that many of you are thinking of something equally foolish and absurd and would consider it so if you saw it in the plans of someone else.

A young man who had had trouble with his eyes for a year accepted an invitation to become one of a hunting party and was gone two weeks where he was in the bright sunlight for every light hour of the day. The sunlight undoubtedly did his body good, but he came back almost blind and was unable to work for three months. That, too, was foolish, but some of you are preparing to do things equally as detrimental.

Then, too, you lose sight of the best uses you can make of your vacation time. You forget that you need it for recreation and put in the most strenuous work of the year, work that you would absolutely refuse to do if imposed upon by your employers. I do not mean to decry wholesome exercise and the attempt to work off the stagnation of a year behind the counter, but I mean that you should exercise good judgment in what you do and not foolishly attempt to exceed either strength or reason.

You are the best judge of what you can personally accomplish and be rested and recuperated thereby. I know a man who always takes a long railway journey when he is exhausted with his work. He has even gone across the continent and back within

two weeks and returned to his work feeling fresh and willing. How many people, think you, could do the same thing with the same result? I know another man who dons tramping clothes, puts a camp outfit on his back and plunges into the woods alone for two weeks, coming back fresh and ready for many months of struggle in an office. You and I could not, probably, find any pleasure or recreation in that. A woman goes down to the seashore and lies deep in the sand for days at a time, declaring that she finds more rest and pleasure and recuperation in that than in anything she has ever tried.

Because these people do these things, we must not contend that we can also do them with benefit. Nor must we be willing to be led from plans for our own good to plans that others have made, when those latter plans are neither to our liking nor beneficial. The object of the vacation is to drop business, to get away to something new, to change the subject of life; and nobody can accomplish this when exhausting himself uselessly in other directions.

Pay attention to business while business is before you, and think not that your main trouble at present is to get ready for a vacation that is weeks ahead. You are working no harder than others, and your period of rest is neither more deserved nor more necessary. Restlessness begets uselessness. Inattention to business begets an invitation to move to some other store.—Drygoodsman.

Too Much Territory.

Ex-Congressman Tucker, of Virginia, during a recent visit to Baltimore, repeated a story of a Virginian who had been indulging too freely in the flowing bowl, and who did become overconfident of his own greatness. Looking around at his companions, the Virginian boasted: "Gentlemen, I can lick any man in Richmond." Nobody took up the challenge, and the Virginian returned to the charge.

"Gentlemen," he said, "I can lick any man in the whole State of Virginia."

"The words were hardly uttered," the narrator said, "before a tall, lean, sinewy man from the western part of the State gave the boaster a thrust that sent him sprawling on the floor. Like Owen Wister's nameless hero, this Virginian had a sense of humor, and as he slowly picked himself up he turned to the group and drawled: "Gentlemen, I'm ready to acknowledge that I kivered too much territory."—Baltimore Herald.

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E. A. STOWE, Editor.

Wednesday, May 24, 1905

CONSTANT TALK OF WAR.

While all the nations of the earth, with the exception of Russia and Japan, are at peace each with the others, there is, nevertheless, so general an uneasiness among them that everywhere the most engrossing subject among statesmen of the various powers is that the most urgent duty devolving upon them all is to prepare for war.

All this is seen in the European press. For instance, the London National Review for April contains an article from an officer of the German General Army Staff, showing how Germany has little to fear in a war with England, and could easily invade and humble the United States. The English Fortnightly for May has an article on "German Foreign Policy," showing Germany's hostility to England and France, while the London Nineteenth Century for May is filled up with articles on the danger of war in Europe and the unpreparedness of England for defense against any serious attack, while in the French Parliament is being discussed with great earnestness the need of defending the French colonies of Cochinchina from expected attacks of the Japanese.

The German periodicals are constantly discussing the necessity felt by Germany for a great navy and for foreign colonies, while there is no little talk in all countries of the possibility in Asia, after the Russians shall have been expelled from Manchuria, of a combination between Japan, China and India to drive the Europeans from Asia. Any such military development in China and India as has been exhibited by Japan would accomplish such an undertaking without serious difficulty.

The doctrine of the balance of power in Europe grows out of the necessity for preventing any one of the nations there from securing an undue degree of power and control. When Europe was dominated by Rome the other nations, which had been conquered singly, were in no condition to make any combination for resistance, and the result was that Rome remained supreme until the Goths, the Huns and the Vandals from Western Asia swarmed into Europe

and overthrew the universal Empire of the Caesars. There was after the fall of the world's greatest empire a great deal of fighting in Europe, but no nation made any progress towards gaining general control until Napoleon conquered Italy, Spain, Germany and Russia, and balked only at an attack on England. The Russian campaign wrought the destruction of Napoleon's power, but so far as victories were concerned his invasion of Russia was a triumph, his downfall having been wrought by the ice and snows and the frightful rigors of winter.

For a long time after the fall of Napoleon there seemed to be no nation in Europe that aimed at general control, unless such designs could have been attributed to Russia. But Russia's ambitions led her towards the East rather than the West, and into Asia instead of Europe. It is true that the injunction in Peter the Great's will, to the effect that Russia must possess Constantinople, has always been held up before the eyes and fears of Europe, and more than once England joined with the continental nations to prevent the expansion of Russia in the Southeast.

Since then Russia has turned her attention to Asia, and her conquests have advanced eastward until the occupation by her of Manchuria, the most northeastern province of China, and her threatened seizure of Corea aroused the fears of Japan and brought on the present terrible war in the Far East. If Russia is to continue to suffer defeat at the hands of Japan, both on sea and land, the once mighty Colossus of Northern Europe will have to be counted out of all calculations, and with this fact the balance of power in Europe is most seriously disturbed, for with Russia out of the way Germany looms up as the most powerful figure among the nations.

Prussia, before the organization of the German Empire, had successfully made war upon Austria and Denmark. Then came the Empire itself, and then Germany was ready for the victorious assault on France in 1870, and the defeat and humiliation and disappointment of that proud nation. The sudden rise of Germany after the war with France has been rapid indeed. Enriched by the enormous indemnity fund exacted from France, Germany possessed the means to become a great manufacturing country, as well as to build a formidable navy, and thus Germany, with a population 50 per cent. greater than that of France, has come to be the most prominent and ambitious country on the European continent, and is eager for conquest in both the New and the Old World, while Japan is at the head of affairs in the Far East.

In the meantime the great Republic of the New World, growing constantly and enormously in population, in wealth and in all the elements of material power, is sought as a friend and ally by all the European nations. A writer in the Nineteenth Century for May, speaking on the subject, says:

"During the last few weeks various

writers have eloquently recommended that the Anglo-Japanese Alliance should be renewed in the form of an unrestricted and long-termed offensive and defensive alliance, which, especially if the United States should join in, would prove an irresistible combination. The idea of an offensive and defensive Anglo-Japanese or of an offensive and defensive Anglo-American-Japanese alliance strongly appeals to a lively imagination, but it is to be feared that it will remain a picturesque, but very unpractical, idea.

"The United States are so strong for their defense, and they need so little fear attack, that they require no alliance whatever. Consequently the United States would hardly be prepared to conclude an alliance either with Great Britain or with Great Britain and Japan combined, as they could not see the advantage of such an alliance. The United States are the only nation in the world which can afford to live in splendid isolation, and they have no reason to tie themselves to any power or combination of powers and thus hamper their freedom of action."

This Republic needs no alliances, and should keep clear of all such entanglements. It can use its powerful influence in favor of peace, but its chief mission is to guard and seek the welfare of the nations of the Western Hemisphere. Our business is to be prepared for self-defense at all times and at all points, and if we attend strictly to our duty there will be plenty to do, and there will be more or less of fighting at that. No great nation, however peaceably disposed, can go through its career of world duty without sometimes being embroiled in war. It should do all that is right and good which makes for peace, but it must fight for its own honor as well as for self-defense whenever it shall become necessary.

Glasgow is a city where municipal ownership of public utilities has been attended by considerable success, but even there it is admitted that the plan has its dangers. Sir John Primrose, lord provost of Glasgow, refers to one of them as the tendency of city employees to vote together and thus dictate to the city the terms of their employment and the rate of their wages. To counteract this tendency, which has manifested itself in sensible, conservative Glasgow, Sir John recently suggested in a public address that the city withhold the franchise on all municipal matters from city employees.

The gains of a first rate American jockey are large, but it may be doubted whether they equal those of a Spanish toreador of the same grade in his calling. This reflection is suggested by the retirement of "Bombita," perhaps the greatest, as he is also one of the youngest, of the toreadors. He withdraws finally from the arena at 30 years of age with a fortune of \$400,000, without counting jewels worth about \$80,000 more, presented to him by admiring enthusiasts.

THE CHICAGO STRIKE.

The strike in Chicago resembles one phase of the war between Japan and Russia which a few weeks ago attracted general attention and comment. There were rumors that peace was coming within a day or two and then something occurred to postpone its arrival. The dispatches of one day differed from those of the day before, alternating between prophecies of peace and continued war. That is about the way it has been of late in Chicago. A settlement has been reported close in sight and the next day the telegraphed news announced the determination to keep on fighting. Shea, the venal and unscrupulous president of the teamsters' union, like the Czar of Russia, leans one way to-day and another to-morrow. Nor do all the accounts published on the same day agree. The last of the week it was said that the strike was to be called off and ended. Dispatches since then indicate that the strike is not only still on, but that it has been considerably extended. The dispatches of to-day and to-morrow will probably differ and disagree, as their predecessors have done.

The common sense of the situation, the right and the justice of it, are all in favor of peace. The teamsters had nothing but a so-called sympathetic grievance at the outset. They made no complaint about their hours or wages. They struck because they were forced to do so by a gang of grafters who foment strikes solely for the purpose of levying blackmail on employers of labor and drawing strike benefits from the international treasury by means of fictitious names which they place on the membership roll of the local union. As a result several lives have been lost and scores of people have been seriously injured, and many of those assaulted had no connection whatever with the disturbance and were citizens passing peacefully along the streets. Business has been greatly interfered with and thousands of men have been thrown out of work and thus their families have been deprived of the support which their wages would furnish.

Labor troubles are more numerous and fiercer in Chicago than in any other American city. Earnest efforts have been made to bring about a satisfactory conclusion of this strike, but in vain. The city will suffer far beyond the amounts directly involved, because retailers all over the West, being unable to buy goods and have them delivered from Chicago firms, will buy elsewhere and may continue to buy elsewhere when peace is restored. If the strike continues, with outbreaks of violence and rioting, the State militia and perhaps the Federal troops will be sent to the scene, that order may be restored. From all accounts and all appearances the strikers have no chance to win and the welfare of the city as well as of themselves will be promoted by an early surrender.

While you are waiting for business to come, it may be entertaining your competitor in your prospect's parlor.

COMMERCIAL MORALITY.**The Development of the Good Faith of Men.**

Commercial morality is, of course, simply the application of the principles of universal morality to commercial relations. The world of the twentieth century is in its affairs doubtless more under the control of commercial men than at any previous period of its history. It would be difficult to say whether, with the increasing complexity of human relations, of commercial conditions, and of the factors that make up civilization there has been an increase or a decrease in the development of the good faith of men, in securing the foundations of what we call commercial morality.

In the early days of commerce, when written instruments were the exception rather than the rule, it was necessary for men to rely largely upon the spoken word, that is to say, upon the good faith of the other fellow. We find the great Venetian publisher, Aldus Manutius, about 1500, sending his books on credit to individual scholars as far away as Britain. The Fuggers carried on an enormous banking and transportation business largely on credit. Today business transactions are generally (with a few noteworthy exceptions in regard to financial exchanges) protected, so to speak, or at least recorded, by the written document. This has the advantage of avoiding misconception; but on the other hand, the fact that there has been an attempt to state the agreement in detail tends to give to either party the feeling that irrespective of the original understanding he is justified in taking any advantage that may not have been specifically blocked by the written word of the contract.

Such chicanery in the form of interpretation of agreements has been much furthered and developed under the influence of the legal profession. The lawyer of one class is, of course, to be credited with most important services in protecting the citizen against loss through blunders. The lawyer of another class should be debited with a seriously bad influence in the enlargement of the crookedness of business relations, in teaching his clients to press technical claims, and even to plan in advance for technical advantages which are outside the spirit and purpose of the original arrangement. I am inclined to doubt whether the development of the organization of modern trade, with this perplexity encouraged and increased by the influence of the lawyer, marks any advance; whether, in fact, it does not mark a decided retrogression in the morality and soundness of human relations as compared with the conditions obtaining in the middle ages or in ancient times.

It seems to me that the modern community, and more particularly the United States, is under grave risk today through the demoralizing influence of two great groups of dealers, or traders. On the one hand, capitalists, working through the medium of share-holding associations, not infrequently bring their organizations

to profitable development by operations carried on with absolute disregard of the rights, the interests, the possibilities of livelihood of their competitors. Their actions are criminal, and they escape the penalties of crime only through the clever guidance of lawyers selected because they know how to evade the law. These concerns control state legislatures, sometimes by direct bribery, sometimes by allowing legislators a share in their nefarious profits. Not content with this, they bring undue influence to bear upon the National Government and undertake to shape its policy so as to work for their own enrichment, in place of strengthening the interests of the community as a whole.

It is, of course, true that by far the larger number of trusts which have undertaken to stamp out competition and fix final prices could not have maintained themselves if they did not work behind the tariff wall. The removal of the tariff would compel them to meet the prices of the world market.

Other combinations, however, have grown up outside the tariff. Such are those controlling the production and sale of petroleum and beef, two articles essential for the whole community. Consumers have a right to expect that the prices charged shall represent fairly the amount and risk of investment plus an adequate return for management and capital. Any producer who has the necessary technical knowledge ought to be at liberty to build up a business in these products and to be assured that his operations will not be exposed to freebooting assaults or to crushing oppression. The history of the petroleum combination shows that it ruined competitors by methods immoral in purpose, brutal in action, inequitable in results.

The monopoly managers point out that the community is paying less for its oil than during the time of competition, and naturally assume all the credit. There is no possibility of making a trustworthy comparison. In this particular case it is very possibly true that the community has not suffered through any addition in the price paid. It is assuredly true that the community has suffered enormously in its moral standard, in its whole theory of business action, in the disrespect caused for the authority of a Government that could permit the actions through which this colossal business has achieved its enormous wealth, actions which are in line with the practice of mediaeval pirates.

Such combinations as those specified are based upon commercial immorality. Their work can be carried on only in communities in which the principles of commercial morality are not permitted to control public opinion or state or national action. These organizations are in themselves great educations in commercial immorality. They represent the spirit of barbarism working with the machinery of civilization. Until the state has solved the present problem of their proper control, until it has been able to

BEN-HUR**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.

WORDEN GROCER COMPANY**GRAND RAPIDS, MICH.****Distributors for Western Michigan**

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

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

Quaker Coffee

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

WORDEN GROCER COMPANY**Distributors****Grand Rapids, Michigan**

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

throw off the control exercised by such combinations over governmental action, the community can not be said to possess any assured moral standard.

There is an enormous difference between the working of the business conscience of the individual and the conscience of a group of individuals who have associated themselves together in a corporation. It would almost seem as if the act of incorporation had been decided upon in some cases in order to free the individual merchant from the responsibility of his conscience. The old phrase that "Corporations have no soul," is certainly very largely true.

On the other hand, the associations which have for sale not goods, but the work of their hands, the associations known as the labor unions, are, on their part, just as unwilling to concede "a fair deal." They are asserting with continual and increasing emphasis their right to determine not only the conditions under which their own labor shall be sold, but those under which laborers not belonging to their associations shall make sale of their labor, or rather, be prevented from selling it. The contention of labor unions that they should dictate to employers terms of agreement with men outside of the unions, and that if such dictation be not accepted the outside laborers must incur the risk of having their heads broken and the property of the employer must be subjected to destruction, is a claim which, in so far as it has been exercised, indicates that the Government has abdicated its functions.

The readiness of our legislators to truckle to the claims of labor unions is equally in gravity to the feebleness of the same legislators in resisting the demoralizing influence of the trust. It is my belief that this demoralization of the Government in its failure to resist the wrongful influence of capital on the one hand, and of organized labor on the other, has been largely brought about by the pernicious influence of the protective system. This system itself rests upon a wrong idea of the functions of the state. It is the idea that the citizen can secure through Government action some help in his business at the disadvantage of his competitors, and at the expense of the community, that has had so much to do with the wrongful use of Government authority for the issue of fiat money, for the institution of trusts, for the undue recognition of labor unions.

"Honesty is the best policy," we are told. True enough, but the mills of the gods grind slowly. We may as well admit that for the lifetime of any one man dishonesty frequently pays. But there are limitations to the game. The individual who comes to be known as a liar has thrown away a capital that it is almost impossible to build up again within any one man's lifetime.

George Haven Putnam.

It gives a man a moral squint to look more at condition than at character.

Ministering to a Mind Diseased.

The doctor's telephone bell rang. "Hello!" he said, applying the phone to his ear.

"Hello! Is that Dr. Kewrum?"

"Yes."

"This is Mrs. Ollerzill. Oh, doctor, I have such a tickling in my throat. I just can't endure it. I wish you'd come over as quick as you can and see what is the cause of it."

"The old hypochondriac!" he muttered. "There is nothing on earth the matter with her, but I suppose I'll have to go as usual. Madam," he continued, raising his voice, "what did you have for dinner?"

"Chicken pot pie."

"All right. I'll be there in a few minutes."

When he visited his patient a quarter of an hour later he found her coughing and wheezing, and apparently in great pain.

"No relief yet, madam?" he asked.

"Not a (cough) bit, doctor! It's (cough) getting worse (cough) every (cough) minute!"

"Well," he said, opening his case and taking out a small steel instrument with a long handle, "we'll soon remove the cause. People are often troubled in this way after eating chicken pot pie. May I ask you to suspend your coughing for a moment, and open your mouth?"

"Will it hurt, doctor?"

"Not a particle. Now close your eyes, please."

She complied, and he inserted the instrument.

"I see what it is, madam. Hold still. There—that's all."

"Is it over, doctor?"

"Yes, you may open your eyes."

"Did you find anything?"

"I should say I did. Do you see this?"

Hereupon he showed her a chicken feather, which appeared to be in a remarkable state of preservation, everything considered.

"Is the tickling all gone, madam?"

"Yes, it's all gone, doctor. I don't feel it a bit now. I just happened to think, though, that I've made a mistake. It wasn't chicken I had for dinner, doctor. It was roast pork. Oh, dear! I can feel it coming on (cough, cough) again!"

Then the doctor's patience gave way.

"Confound it, madam!" he exclaimed. "Why didn't you say so earlier? If you'd told me that at first I would have extracted a bristle!"—Chicago Tribune.

He who withholds his love from men shuts off the love of God.



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.

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

"Tanglefoot" Sticky Fly Paper

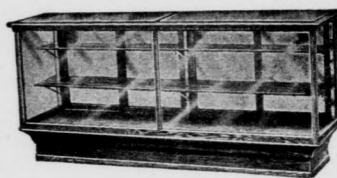


Is really the only device known that will catch and hold both the fly and the germ and coat them over with a varnish from which they cannot escape preventing their reaching your person or food.

Tanglefoot is Sanitary

Ask for Tanglefoot

Profit? Over 120 per cent. to you.



High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan

New York Office 724 Broadway

Boston Office 125 Summer Street

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

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

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 20—We have at the close of the week a fairly steady coffee market, although there have been a few ups and downs during the past few days, neither buyer nor seller seeming to evince much interest and both are simply waiting to see what the future has in store. Sales are generally of small quantities, and quotations remain on about the last-noted basis of 8c for Rio No. 7. In store and afloat there are 4,025,465 bags, against 2,851,568 bags at the same time last year. In mild coffees there is a decided lack of animation and hardly an average trade is being done, although matters might be worse. Quotations are about unchanged, with good Cucuta at 9½¢@9½¢ and good average Bogota at 10¾¢@11c.

The sugar market is getting into better shape and a pretty fair volume of business has gone forward in withdrawals under previous contract as well as in new business. The weather has been rather unfavorable for a sugar campaign so far as consumers are concerned, but with some hot waves arriving we shall see daily improvement of course.

There is a steady tea market and little else can be said. Supplies are not abundant, but there seems to be enough to go around and prices are fairly well sustained.

Rice is doing better. Prices here are unchanged, but at the South are said to be firm and higher. Indications still continue very favorable to the seller as acreage will be light and stocks well reduced. Prime to choice domestic, 3½¢@4c.

There is a continued firm market for spices, although the volume of jobbing trade is not very large. Singapore black pepper, 11¼¢@11½¢. Other lines are unchanged, but there is certainly no tendency at the moment toward a lower basis.

Deliveries of molasses under old contracts have been sufficiently numerous to make a good showing of business and the market upon the whole closes in a satisfactory manner. Supplies are not overabundant, although there seems to be enough to meet all requirements. Syrups are steady, and exporters have been doing more this week than for some time. Good to prime in round lots, 19¢@25c.

There is a better tone to the canned goods market. The glut of cheap goods is not so large, and the salmon industry is getting into better shape every day under more skillful management. Tomatoes show a better outlook and the tendency is toward a slightly higher basis. It is more difficult to pick up standard 3s of Maryland pack at 62½¢ and goods offered at less than this figure are not all they should be. The stock

of peas at 55¢@60c is limited, and new goods will find the market almost bare of 1904 stock. A good pack of small fruits is looked for as the yield will be large.

There is a good demand for top grades of butter, and while arrivals are much larger than last year the market keeps up well and dealers feel quite encouraged. At the close best Western creamery is held at 22¢@22½¢; seconds to firsts, 19¢@21¢; imitation creamery, 18¢@20¢; seconds, 17c; Western factory, 16¢@18c; renovated, 17¢@19c and 20c for extra.

The cheese market is steady. The supply of small new stock is as yet moderate and quotations are well sustained. The range is 11¼¢@11½¢. The pasture up-State is most excellent and there is every indication of a large season's output this year.

The egg market shows little change. Arrivals of moderate sorts continue abundant and prices are a little unsteady. Storage selections of Western, 18¼¢@18½¢; average, 17½¢@18c; thirds, 15½¢@16c.

Telephones Responsible for Higher Meat Prices.

The most original and amusing reason yet advanced to explain the cause of the recent advance in meat prices comes from Atchison, Kan. Here it is: "A well known butcher says that the telephone is responsible for the high prices of meat. On Saturday last a woman telephoned his market and ordered 5 cents' worth of head cheese sent up to her house, 'right away.' It was not advisable to offend the woman, so the wagon and driver were sent ten blocks with a 5-cent purchase. Nearly everything is delivered now. Naturally the butcher must have something to pay for delivery. The butcher says much less meat is sold in Atchison than formerly. People are not eating as much meat as they formerly did. In the old days the leading market sold as high as 130 beeves a month at his Atchison market; seldom less than a hundred a month. Now the leading market sells thirty beeves a month. The butcher says he can't figure it out any other way; people are eating a great deal less meat. There are meat markets in Atchison that are selling only a fourth as much meat as they formerly sold. Expenses are as high as they ever were, but sales have greatly fallen off; in addition, the telephone has resulted in everything being delivered. There is talk of a cash market here which will not have a telephone and which will not deliver. It is said such a market could legitimately cut present prices 20 per cent."

Strongest Safe Ever Made.

A safe now being made for a South African diamond mine company is intended to hold \$10,000,000 worth of diamonds. It will be the strongest safe ever constructed; seven feet high, six feet wide and weighing twenty-one tons. It will cost between \$7,500 and \$10,000. The steel door alone will weigh five tons.

Meekness is the mark of a master.



Jennings Terpeneless Messina Lemon, Mexican Vanilla, True Rose, Almond, etc. are economical and satisfactory cooking extracts or money refunded. JENNINGS MANUFACTURING CO. Owners Grand Rapids, Mich.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

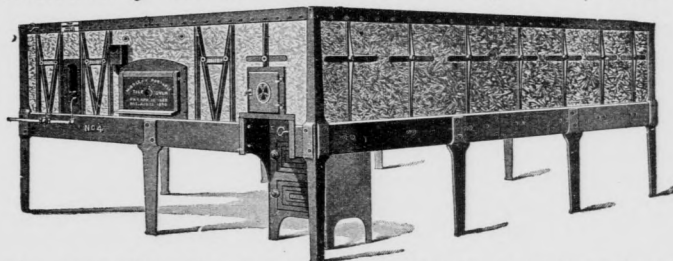
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1-lb., ½-lb., ¼-lb. air-tight cans.

Bakery Goods Made on the Premises in a Middleby Oven will Increase your Trade



You are not making all the money that you can make from your business unless you do your own baking. It is a most profitable investment and it will pay you handsomely in the end. Let us tell you what others have done. Send for catalogue and full particulars.

Middleby Oven Manufacturing Company
60-62 W. Van Buren St., Chicago, Ill.

FOOTE & JENKS

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

Sold only in bottles bearing our address



Foot & Jenks JACKSON, MICH.



Use Tradesman Coupon Books

VALUE OF TACT.

Advantage of Rubbing People the Right Way.

Of the forty-nine articles of success not rubbing people the wrong way should be put anywhere among the first three.

"Tact is better than smartness; take on civility and a certain dignity, and with hard work you are bound to win," is the aphorism in which a great railroad President has summed up his advice to young men.

One of the greatest factors in the success of Herbert H. Vreeland has been his affability and genial good humor. He was fortunate enough to be born with a sanguine temperament and genial, cheery good nature. "He has smiled, and toiled, and succeeded," is the way one of his biographers has put it, and it was owing to his obligingness and popularity, and to the fact that he was incapable of taking umbrage that was due one of the turning points in his career.

It was in the early days of his youth on the New York and Northern that he made a mistake of some technical character that resulted in his discharge. He was so far from being daunted at this mishap that he returned and applied for a position in the same company in a less important place.

He not only got back his old position, but he was so obliging about doing other men's work that he was considered almost a soft mark. One day the New York capitalists who owned the road decided upon a tour of inspection. There was a great brushing and cleaning up and putting in shape of details on the road after the time of their arrival was telegraphed. The visit was made suddenly, however, and there was a great deal of information that the division superintendents felt that it would be well to possess which they did not have time to equip themselves with. The intricate facts of railroading are not easily crammed.

Question after question was fired at the men who were conducting the party of inspection. The matter was invariably referred to one of the young men in the background. "Oh, Vreeland knows; ask him." They asked about tracks, stations, rolling stock, and to everything the pleasant faced and raw boned youth seemed to have an easy and pleasant as well as an intelligent answer.

"Who is he?" asked Mr. Whitney.

"He is a brakeman, station man, conductor, or any old thing," was the answer. Later, when he was summoned by Mr. Whitney to go to New York, the directions were to find the "pleasant faced and pleasant mannered young man" who had answered the questions of the party on its recent trip.

In all his business positions Mr. Vreeland is genial. He is as affable in his dealings with the men under him as he is with his superiors. From the first he has interested himself in the affairs of all his men. He knows every man who has been on the road

for a year or longer and he encourages them to talk with him.

To this plan have been attributed the wonderful results of his reorganization of the Metropolitan road. Few employes are either dissatisfied or discharged, and it is Mr. Vreeland's own statement that he has seldom had a complaint. Yet each one knows that he can see him and that he will be cordially received. They have learned that he is a last resort, but if they have not received satisfaction after taking their complaints through the proper channels Mr. Vreeland desires and invites the presence of any one in his service.

There is seldom so specific a call—with a large salary attached—for tact and good nature as there has been in the case of Chauncey M. Depew. There are few men who have won success in life as he has. He has been successful in many more ways than one. He is a senator from the greatest state in the union and he is a man of wealth, and most of his success has been due to one thing—his good nature. Many great corporations have need of a popular, kindly man to act as a buffer between them and the public, and of all holding such positions Depew is the ideal. He is also one of the best paid. He has a perfect control of his temper, a wonderful faculty of rubbing off the rough edges, and has done a great deal of good in positions in which a less tactful man might have done harm.

There is probably no one of all the successful men of the present who have throughout exercised more of this quality than Thomas R. Walsh. The treatment which he gave to men in the old Leadville days, often to men without a cent, excelled if anything in kindness and cordiality that with which he met people who were better off. His treatment of the men under him and his preparations for their comfort, his thoughtfulness of their needs, were first considered an example in philanthropy, but have since been regarded as a working principle in labor economics. That a strike is unknown among his men is not only the boast of Mr. Walsh, but to it and the fact that he has had the best work out of them that was possible he attributes much of his rapid success.

It is said of him that he never forgets a friend or a service, and that his "luck" has never turned his head. Prosperity has smiled and he smiles back, and in the meantime he has not forgotten the old friends of his Leadville days. There is no one more welcome at his table, or no one that he receives more cordially, and they are given to understand that they are expected to be his guests while they are in the metropolitan city.

Joseph H. Choate, in making a million dollars out of the law, has found his strongest aid in the kindness which he has exercised toward others. A late biographer has described his amiability as of a kind that awakens friendliness in turn and begets trust for trust.

In spite of his reputation for sar-

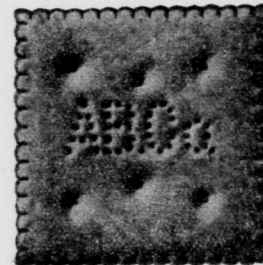
W. F. DAVIDSON, President
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Aikman Bakery Company

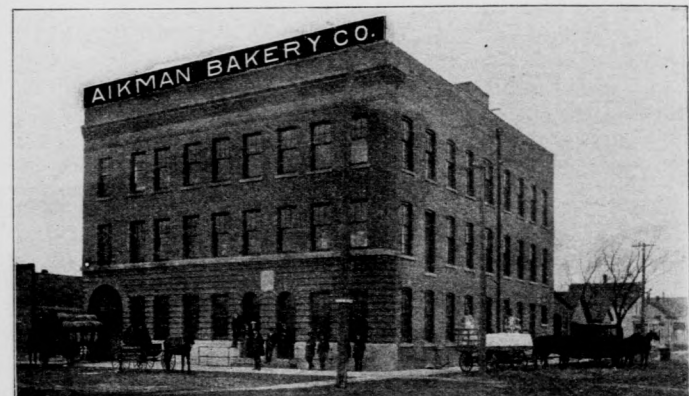
Manufacturers of

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Quality
is
Our Motto.

Compare our
goods and prices
with any
on the market.



A good
straight-
forward
money-
making
proposition
is worth
considering.



Our line
is complete.
Goods and
prices
are right.

Will be pleased to have you favor us with a trial order. We guarantee our goods in every particular. They will gain new customers and lasting friends for you.

Aikman Bakery Company

Port Huron, Mich.

casm there is not a more kindly man in the world than Mr. Choate. His innate kindness of heart was displayed in the tribute which he paid to Roscoe Conkling when Conkling appeared against him in the Pacific Railroad case. It was just after Conkling's bitter defeat in the United States Senate. Choate said:

"However we may differ, we owe the Senator one debt of gratitude for standing always incorruptible in the halls of corruption. Shadrach, Meshach and Abednego won immortal glory for passing one day in the burning, fiery furnace; but he has been twenty years there and has come out without the smell of smoke upon his garments."

It was a gracious speech and Conkling remembered it gratefully to his dying day.

Of himself Mr. Choate has said: "I have made it a rule never to neglect a case, no matter how unimportant it may seem. A doctor owes it to the dignity of his profession to treat a cut finger successfully just as he would a fractured skull. The same thing is true of the lawyer, though, unfortunately, all attorneys do not appreciate this fact."

It is due to this devotion to the interests of even the humblest clients that Mr. Choate has won a greater percentage of the cases he has appeared in than any other lawyer known. His unflinching courtesy of manner has been as helpful in demanding his rights as it has in obtaining for him his popularity. On one occasion, when he was addressing a bench on which Judge Van Brunt was sitting, the judge turned his chair around and began talking to one of his associates. This habit, not unusual on the bench, is an annoyance to lawyers which it is often part of their policy to ignore. When Van Brunt, surprised at the hush in the court room, looked around, Mr. Choate said: "Your honor, I have just twenty minutes in which to make my arguments. I shall need every second of the time and also the undivided attention of the court."

"And you shall have it," replied the judge, instantly acknowledging the justice of the appeal.

David R. Francis, a "self-made man," has always been of singularly pleasing address. The success with which he has handled his numerous administrative positions in Missouri, and the remarkable way in which he directed the fortunes of the Louisiana Purchase Exposition, which depended upon him more than on anything else for its success, have been due largely to his tact, his great gift of handling men, and to his popularity and pleasing manner. Especially did this urbanity make an impression during his famous European trip which saved his cause. This was only a small part, however, which his popularity has played in his success.

When he was a small boy in the river house in St. Louis the pleasing manners of "Davy" Francis were responsible for more than one promotion. Later, when as a poor young man, he won one of the wealthiest and most accomplished girls in St.

Louis for his bride, his popularity again helped him to break down all opposition. It has helped him to every position to which he has risen, and it has made of him an idol among those with whom he has lived and who have been the recipients of his cordiality.

Much of this same quality is shown at times by James R. Keene. At times showing the irascibility which he has developed with his life of speculation, his smoothness and pleasantness of manner have been many times in his earlier life the secret of his entering into success. It only needs something connected with his old time life to bring out a courtliness and cordiality of manner which surprises his associates, confounds his enemies, and makes those who come to him his firm friends for life.

One day the sound of a woman's voice requesting an interview was heard in the outer office. The clerk was receiving her, or, rather, getting rid of her with scant ceremony. Mr. Keene appeared in the doorway, discovered a woman in poverty stricken garb, whom he had known in the old days, and ushered her into his office as if she had been a princess.

G. R. Clarke.

The man who tries to hide his religion will soon have none that any one could find.

The bridges we never reach or go around are the ones we agonize most in crossing.

Your Children's Health

IS OF VITAL IMPORTANCE.

A large part of their time is spent in the schoolroom and it becomes the duty of every parent and good citizen to see to it that the schoolrooms are free from disease breeding germs. Decorate the walls with

Alabastine
THE SANITARY WALL COATING

Cleanly, sanitary, durable, artistic, and safeguards health.

A Rock Cement in white and delicate tints. Does not rub or scale. Destroys disease germs and vermin. No washing of walls after once applied. Any one can brush it on—mix with cold water. The delicate tints are non-poisonous and are made with special reference to the protection of pupils' eyes. Beware of paper and germ-absorbing and disease-breeding kalsomines bearing fanciful names and mixed with hot water. Buy Alabastine only in five pound packages, properly labeled. Tint card, pretty wall and ceiling design, "Hints on Decorating," and our artists' services in making color plans, free.

ALABASTINE CO.,
Grand Rapids, Mich., or 105 Water St., N. Y.

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

Arc Mantles

Our high pressure Arc Mantle for lighting systems is the best money can buy. Send us an order for sample dozen.

NOEL & BACON
345 S. Division St. Grand Rapids, Mich.

Ice Cream

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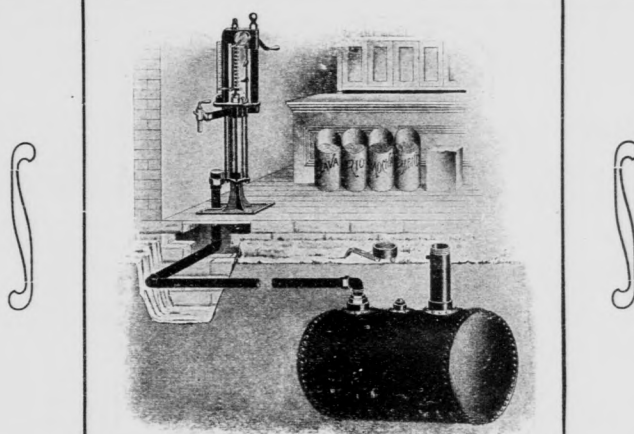
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Capacity 6,000 gals. per day

Write us for prices

Empire Produce Company

Port Huron, Mich.



THE LIFE OF GASOLINE

The vital element of gasoline is the gas. If this gas has been allowed to escape, the gasoline is "stale" or "flat" and your customer becomes dissatisfied.

THE REMEDY

Buy a high quality gasoline and store it underground and thus keep it at a uniform temperature, using the

Bowser Long Distance Gasoline Storage Outfit

It is absolutely evaporation proof and so retains the high quality of your gasoline.

It is absolutely safe and is permitted by the Insurance Companies.

It is convenient, gasoline being pumped and measured directly into your customer's can without the use of measure or funnel.

It is economical, as it prevents loss thro' evaporation and spilling.

Full information free. Ask for Catalog "M"

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

BACK TO THE FARM.

Problems for City Man Who Seeks Rural Occupation.

Written for the Tradesman.

An article in a recent issue of the Tradesman on the "Comparative Advantages of City and Country Life" brings up a most interesting subject. It is one which receives much attention from various writers, and from the agricultural press in particular. The continual exodus of young people from the farm affects many interests. The laboring class feels the competition thus increased; the statesman views it as a serious problem; the philanthropist regards it as almost a calamity; parents feel the loss of their children's help and society; farmers are handicapped by scarcity of help; country churches are enfeebled by the departure of the young and enthusiastic; civil authorities are in no small measure concerned because of the congested conditions which result from the flocking to the cities of the American-born and the constant influx of foreigners. It is a matter which concerns every one interested in the welfare of his country and his fellows, and therefore an appropriate theme for even a journal devoted to mercantile interests.

In all towns and cities throughout our country and in various occupations in life may be found a great number of people who were reared on a farm. Not all such left the farm because of dislike of farm work or country life. Some, indeed, with exaggerated ideas of their own ability and a desire for what they considered a grander, nobler or more congenial occupation, gladly embraced the first opportunity to break away from home and farm life. Others, with no vain or selfish ambition, but with a desire for improvement and to fit themselves for the station for which they were best adapted, have with reluctance separated themselves from surroundings with which they were content and have gone out to take up their duties in the world.

Various are the reasons why people leave the country and seek the cities, and various are the conditions of success or failure to which many attain. Some benefit themselves and their fellowmen and succeed in greater or less degree in their aspirations; many are doomed to disappointment and to lives of anxious struggle. Some realize their unfitness for other professions and return to the life for which they are best adapted.

Many, even if successful in their early aims and ambitions, as they approach middle life begin to tire of the ceaseless bustle and activity of the cities and look with longing toward the peaceful and quiet life of the country which was theirs before they set out in the wide world. But business interests, family considerations, social obligations, or other circumstances, seem too binding to relinquish. Sometimes, when health fails and business must be given up, or financial reverses cut them loose so that the necessity faces them of taking up entirely new plans, they may

go back to the farm. But what a change in conditions of farm life a score of years may make! How handicapped is one who begins in middle life to learn the business of farming! Even if youthful days were spent in faithful work, very little may have been learned of planning and management. One is confronted by entirely new conditions, new implements, new methods of preparing the soil, of sowing and of harvesting. There are problems without number that the boy on the farm never dreamed of which must be correctly solved in order to succeed.

Suppose a man decides to leave the city and go to farming. He needs the hearty co-operation of his family. He needs to select a farm adapted to the particular kind of farming he prefers, whether stock raising, grain, fruit or mixed farming. He may not know until he has tried which will suit him best or would be most profitable. On a large farm he needs many modern implements and machines, and he must know not only how to direct the work of employees to the best advantage, but must have tact to keep them contented and unanimous. He may become a bankrupt before he has learned the road to success. If he buys a small farm and undertakes to do all or the most of the work himself, he may find that he is physically unable to do so. In any case, he is quite apt to realize within a year or two that he knows but little about farming.

The most successful farmers find it a difficult matter in these days to profitably employ labor. It is often a question whether it will be a greater loss to let land remain idle or to employ help at present rate of wages; whether a crop will bring enough to pay for cost of labor expended on it, leaving entirely aside any account of return from money invested in land.



Merchants, Harken

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

Note our two places of business, and address us

RAPID SALES CO.

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



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

G. E. STEVENS & CO.

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

Don't Get Behind the Procession

Keep ahead. It will be hard to catch up if the other fellow gets too far in the lead. To stay in the game you must have the best goods—the goods that hold your old trade and bring you new customers.

New Silver Leaf Flour

is just this kind. Dealers who have sold it say so—why not you? If you want to know all about this flour ask your jobber or write to us.



Muskegon Milling Co., Muskegon, Mich.

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.



The man with a farm paid for, good buildings, money in the bank and all modern machinery and improvements hires help by the month or year because he can afford it, the same as he does other luxuries; but the man in debt or the one who pays rent-money must do all the work he can himself and get along as best he may with little or no hired help. It is like going begging to seek for day laborers. If one could secure help a few days at a time occasionally when needed he could plan to have all his land under cultivation with some assurance of being able to gather his crops when ready for harvesting. Instead he must plant only so much as he can properly cultivate and secure with the help of his own family, or men hired by the season.

Enough might be said of the disadvantages and the almost insurmountable obstacles in the way of a city-bred man attempting farming to discourage any such from the undertaking. But there is another side to the question. Good business ability is one of the most important qualifications for a successful farmer at the present time. With a thorough knowledge and rotation of crops, judgment of stock, best methods of care and feeding, economical management of help, and all other qualifications necessary to bring farm products to a condition for market, one may fail for lack of knowing how, where and when to sell. An illustration of this is a case known to the writer, where a graduate of an agricultural college, given the superintendency of a farm, fails by the amount of his salary in making the farm pay expenses. His greatest mistake seems to be in holding produce for higher prices when the market is unusually good, and then selling after a decline takes place.

The one who is successful in all his business undertakings will succeed in farming. He will succeed because he does not undertake any new enterprise without carefully investigating the matter and deciding that he can fulfill all the requirements. The specialist in any occupation should also be a specialist if he becomes a farmer. One branch of farming at a time should be mastered by the novice.

The moral welfare of one's family should be given preference of all other considerations; and next to this is the matter of health. Intellectual and social advantages of the city might well be sacrificed for a period at least, if one is fully persuaded that a residence in the country would secure the first-mentioned objects. One who has overcome the obstacles which confront the beginner and attained to a position where he can give his family a comfortable home and a substantial livelihood on a farm should feel amply repaid for all he has relinquished in city life.

Disordered nerves, insomnia and brain-fag can be overcome by vigorous manual labor if undue mental exertion is given up. Active outdoor occupation can make life tolerable for even a chronic dyspeptic. Heavy work and exposure to extremes of heat or cold are not good for heart

disease, but fresh air is always beneficial.

In no other occupation is one brought in so close a touch with nature as on the farm. To the devout mind there is a constant reminder of the saying: "We are workers together with God." E. E. Whitney.

Reason for Wanting Rain.

Rev. Mr. Livingston, of Georgia, told this story:

"A friend of mine down in one of the small towns of Georgia has many proteges among the people in the mountain country near. Several years ago there was a long dry spell in Georgia. At about the beginning of it the wife of one of the mountaineers died. The disconsolate husband followed her to the grave and was the last to leave the burying ground. His footprints remained, large and distinct, in the clay beside the grave. Six weeks afterward my friend drove out to see how the widower was doing. He was sitting in the door of his cabin, staring hopelessly at the cloudless sky.

"Ef hit would only turn in an' rain," he said, 'I wouldn't ask nothin' of nobody.'

"The dry weather is bad for the crops," the visitor remarked.

"'Tain't crops," said the widower, 'hit's Miss Seliny Johnson. She swears she won't marry me until it rains.

"She 'lows it wouldn't be showing proper respect for my first wife to marry before my tracks in the graveyard are washed out. I shore do wish it would turn in an' rain. I've been courtin' her six weeks. Good Lord, a man kain't wait on the weather forever.'

To do the things we know to-day will mean to know the things to do to-morrow.

Buyers and Shippers of

POTATOES

in carlots. Write or telephone us.

H. ELMER MOSELEY & CO.

GRAND RAPIDS, MICH.

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2321 Majestic Building, Detroit, Mich

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

Ten Reasons Why You Should Buy

Golden Horn Flour

Reason No. 3.—Scientific Milling

Milling is a science; rather, right milling is. It is the art of knowing how to make good Flour and then doing it. We know how to do it. Our millers have spent the best part of their lives in the study of good milling; hence, it has become a science with them. They are able to select the best wheat for milling. They understand the operation of their machinery. They have learned the requirements of the trade. They test the run of the mill frequently so that it is kept uniform. They make daily comparative baking tests. They know how to make GOLDEN HORN FLOUR just as good as it is possible to make flour.

One more good reason why you should buy it.

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

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

CLOTHING

Trade Pullers Which Have Proven Satisfactory.

Probably the most forceful "tips" as trade pullers that any store can make use of just at this particular season are by means of the show windows. People are out to see and admire whatever is worth seeing, and this fine spring weather makes them more disposed to enjoy at their leisure the attractions the windows afford.

A store having a large trade in what they call their "blue ribbon" hats had a window trim recently which must have given the sale of these goods a decided boost. Blue ribbon streamers spread from a central point in the decorated ceiling to every hat in the window. The little placards on the hats were blue, with white figures. Attached to the glass inside were a number of handsomely engraved certificates, with a bow of blue ribbon in one corner of each, guaranteeing the hats to be the very best that could be obtained for the money, and offering, if not found satisfactory in every way, to replace with a new hat or refund the money if notified within thirty days from purchase. This suggests an idea for a trim for some patriotic occasion, when red, white and blue streamers might be similarly used with striking effect.

A football match in miniature made one clothing and furnishing goods store window the center of attraction for the uninitiated as well as enthusiasts of the game. The floor of the window was covered with grass-green felt, chalked off as a regulation gridiron. Figures about twelve inches in height, dressed in football costumes, were lined up as opposing teams, and arranged in playing positions, with a ball in the center of the field, apparently just ready to be kicked off. The opposing teams wore the Harvard and Yale colors, respectively, with the rival pennants suspended above. Several pithy placards were displayed, such as, "In the great game of business we fear no rivals," "If you have any kick to make regarding any purchase made in our store, please make it direct to us," "A glance over our stock will show that we have scored again in our \$15 spring suits," etc.

A yachting window was a big attraction for weeks last summer in the height of the yachting season. A good-sized yacht was placed in the center, while a very fair representation of the sea was formed by sea-green material arranged over a billowy framework beneath to form waves. Lettered on the bows of the boat was the name of the clothing house, "The Pioneer," while each of the sails bore the name of some quality claimed for their goods, such as "Style," "Quality," "Superior Workmanship," etc. One of the fea-

tures of this window was a light-house, constructed of granite-colored material, with brown goods arranged at the base to resemble rocks. The tower was illuminated at night by a red incandescent light. At the back and side of the window was a display of men's outing suits and boys' sailor suits, while the placard announcements contained a clever play upon the word "sail."

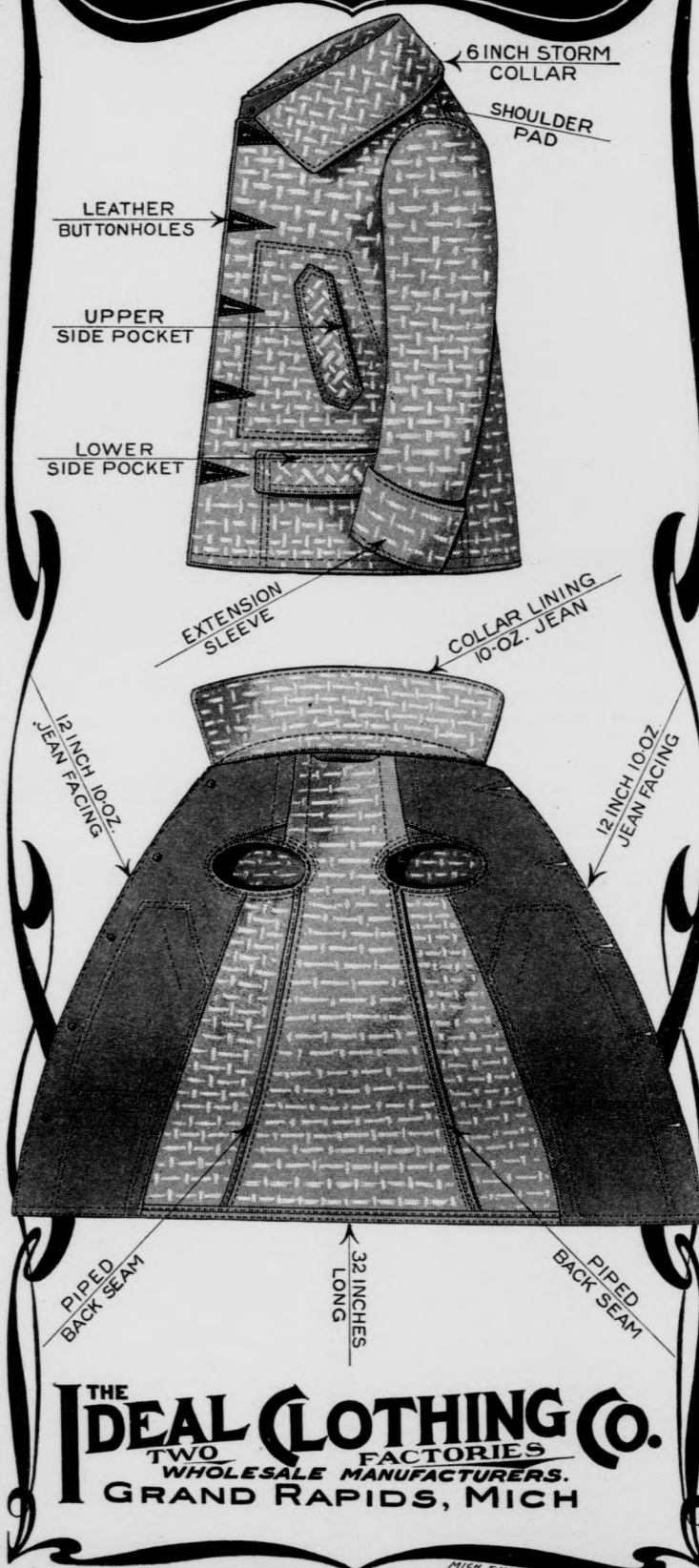
Their own make of men's linen collars was cleverly featured by one firm recently by a representation, in their big window, of a Puritan cottage with vines clambering over it, and through the open door glimpses of an old-time cleanly kitchen. A live, flesh-and-blood girl, dressed as "Priscilla," the Puritan maiden, sat outside the door diligently sewing on the collars. An old-fashioned spinning wheel, with a hank of flax on the spindle, stood beside her. All parts of the unfinished collar were shown, and particular attention was called to the fact that the lining was thoroughly shrunk before being made up. All the strong points of the collar were dwelt upon by the placards shown, and made doubly impressive by the display, which was most appropriate to the brand name of the collar.

A very unique idea, originated by one firm, was a big window display of neckwear, of every variety of seasonable style, arranged in as many different ways as the ingenuity of the window trimmer could conceive, and with panel mirrors placed at many different angles so as to still further heighten the illusion of the number of ties shown. To draw attention to these goods, a placard announced that a first prize of a lady's handsome gold bracelet, a second prize of a ten-dollar gold piece, and a third prize of a fine silk umbrella would be given to the three ladies who guessed nearest to the exact number of ties in the window. The prizes were also conspicuously displayed. Only ladies were to be eligible for the prizes, and the only string to the offer was that each contestant must make her estimate on a blank which would be furnished to each purchaser of a tie at this store. Folders showing a photograph of this window and containing particulars of the offer and much information about their goods, were mailed to customers in and out of town, and sweethearts, sisters and wives forthwith proceeded to convince their special male property that the ties sold by this firm were the very nobbiest thing in the market.—Clothier and Furnisher.

If you have no desire to spend any money on printers' ink, you can at least make the store look attractive. By all means make some kind of a window display. A poor display is better than none, but a neat one can be arranged with very little effort and expense. People will trade with the merchant who appreciates their business enough to make a bid for it, and the fellow who is asleep will not be disturbed in his slumbers except by nightmares of sheriff's levies.

A FEW REASONS

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



Greens and Reds the Favorite Autumn Colors.

Gauged by the time that salesmen have been out with fall sample lines, the new season is now advanced about ten days. According to the orders already sent in, and those taken "at home" before the men started, olive and hunter greens and wine and maroon reds are the preferred autumn colors. In grades at from \$4.50 up the three-inch four-in-hand is the choice scarf. In the best grades folded four-in-hands continue in request. In sewed scarfs the French seam is best in fine grades.

Monotones and two-toned mixtures in plain and semi-fancy weaves and self-figured designs comprise a good part of the autumn showings in all grades to sell at from popular to high prices, and the makers are confident that the heaviest business will be done on this class of goods. Effort is making to introduce all-over jacquard designs in large patterns, and with some success. The prettiest in the new ranges of heavily figured goods are the patterns in self and sister tones—the latter a dark ground with the pattern in a lighter shade of the same color, and the reverse of this blending of two shades of the same color.

The foregoing outlines the tendency for autumn. The cravatmakers have bought, from the silk mills and importers of scarfings, considerable greens and reds in solid and two-color weaves, and it is understood that they propose pushing these. They have also bought the most varied of silks for the new season, and the showings include the greatest variety of scarf silks ever displayed. In fact, it is the story of the tie silk makers that the cravat people have ordered more patterns and fabrics than ever, and include in their purchases everything that has struck their fancy as at all serviceable for a scarf, even including dress silks. Thus, while the early indications point to another solid color season, eventually things may change to a variety season.

Although the spring season at retail is ahead of last year, yet owing to the cool weather which prevailed in April, business at best is only fair, and retailers have entered the present month with large stocks of spring neckwear. The duplicate orders are consequently light.

Summer goods, however, have fared pretty well, although advance business has been heaviest on cotton goods, which the silk houses fear will cut into the sale of silks once the warm weather sets in. The sale of white cotton goods at retail has already been large. And if the demand continues as it has begun we may look for a white season in neckwear.

No previous season has given a better start to Runchundas of imported quality. And yet the domestic twills produced for the summer have never shown so much quality as characterizes the new weaves. However, when it comes to buying twills of quality the finish of the imported English twills is so vastly superior that, even although the prices of the

domestic article have been cut early, the competition this has caused is not feared by the handlers of the imported grades. When a gentleman buys a twill he wants a scarf of quality, and only the best imported goods are perspiration proof. This year the genuine English twills are obtainable in solid colors of fashionable hue, as well as in pretty block patterns. And the old-fashioned polka dot is still as staple as a twill.

Other summer silks, on which the advance orders have been satisfactory, are Cantons in extracted and block printed patterns. Pongees are again well up front, and selling in all the season's colors. Grenadines have been revived in goodly variety, and are obtainable in plain and fancy weaves in four-in-hands and Windsors.

Houses making a specialty of Windsors are immensely gratified with the amount of business already secured, and although this scarf has hitherto been the summer favorite of the South and West, the way it has taken hold in the East leads many to believe that it will be more generally worn throughout the country this summer than for some time past. Its sale will doubtless be assisted by the turndown collar, of which great expectations are entertained with the advent of warm weather. The noticeable tendency in dress this spring is a disposition to follow the careless negligee of the country, and the turndown collar and Windsor tie are both synonymous with negligee dress.

Neckwear comprised one of the chief items in Easter retailing, and much surprise was expressed because of the large demand for squares. There was more than the usual amount of high-price neckwear sold, and retailers in the large cities, who reported that they ran out of some lines during the Easter Saturday business, say that this shortage came heaviest on scarfs at from \$3.50 to \$5. An idea of how much better the good qualities were selling than the poor was had in the department stores, where the cheap stuff, piled on center aisle tables for bargain hunters, remained almost untouched, while the costlier stocks were most affected.

The favored colors in the Easter demand were white, gray, lavender, ecru and dark buff. Self-colored fancies went best, although in grays every combination of black and white and pearl was in request.—Apparel Gazette.

Judge Dugro of New York has just rendered a decision which exemplifies the wisdom of having uniform divorce laws in this country and having them administered by a federal court. By the decision mentioned the plaintiff in the case finds herself a single woman in one state and married in another. This is not the first time such a complication has arisen and there is no obstacle to prevent a recurrence, unless the question of divorce, as it should be, is made amenable to laws that are the same the country over.

Some men think they are saints because they have heavy laundry bills.

An Attractive Proposition

Owing to greatly increased facilities for the manufacture of our product, we wish to extend the territory in which

"Clothes of Quality"

are sold. We will, upon application from merchants in towns where our garments are not now handled, make one of the most liberal advertising propositions ever offered to a seller of clothes.

An advertising scheme representing the outlay such as we propose could not be made unless we had unbounded confidence in the merits of our clothes.

Better write to-day—your rival may to-morrow.

The Best Medium-Priced Clothes in the World

MADE IN BUFFALO

M. Wile & Company

ESTABLISHED 1877

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.

The Legal Aspect of the Open Shop.

In the present struggle between the employers and employes in regard to the "open shop" question, both sides have attempted to justify their conduct, and fortify their demands on moral and economic grounds.

Neither of the contending parties, not even the innocent third party, the suffering public, has ever thought of looking to the law "which governs us all" for a solution of this vexed problem. Unless this problem is solved in a legal way, it will not be solved at all, without danger to our institutions.

It is true that in a general way both parties claim that their demands are sanctioned by law, but neither of them is anxious to avail itself of legal protection by the ordinary legal methods. Both sides are anxious to succeed, and in their eagerness they sometimes make use of violent methods out of court and only resort to the courts for extraordinary legal remedies.

As the labor unions seem to be on the offensive in the present struggle, it would be well to analyze their demands, and see how many of them are legally warranted, and to fix the point, if possible, where the law says, "Thus far shalt thou go, but no farther."

The one unyielding demand of labor is the right of organization into a trades union, which involves the right:

To fix a minimum scale of wages.

To fix a schedule of working hours.

To unionize the employes in the shop.

To deal with the employer through a representative.

And as a means to gain these ends the right to strike, which involves the right:

To cease working.

To get other employes to cease working.

To prevent other workmen from taking their places.

To punish the employer by all possible means, to-wit:

By inducing his customers to cease their patronage.

By inducing others not to become his customers.

By boycotting the employer and, if necessary, by boycotting those who continue to patronize the employer after warning.

The question presents itself, therefore, are any or all of these methods employed by labor to gain its ends favored or condemned by law?

The right of labor to organize into unions, although considered illegal less than a century ago and punished as a conspiracy, is now sanctioned by statute, both in this country and in England.

Section 170 of the Penal Code of New York provides that "the orderly and peaceable assembling or co-operation

(ation of persons employed in any calling, trade or handicraft for the purpose of obtaining an advance in the rate of wages or compensation or of maintaining such rate, is not a conspiracy."

And the highest court of the State

of New York has held "that the organization, or the co-operation of workingmen is not against any public policy. Indeed, it must be regarded as having the sanction of the law, when it is for such legitimate purposes as that of obtaining an advance in the rate of wages. It is proper and praiseworthy, and, perhaps, falls within that general view of human society which perceives an underlying law that men should unite to achieve that which each by himself can not achieve, or can achieve less readily."

The Court of Appeals of New York, through Chief Justice Parker, has also decided in the recent case of National Protective Association vs. Cummings, that "workingmen have the right to organize for the purpose of securing higher wages, shorter hours of labor or improving their relations with their employers. They have the right to strike; that is to cease working in a body by pre-arrangement * * * in order to secure any lawful benefit to the several members of the organization as, for instance, to secure the re-employment of a member they regard as having been improperly discharged, and to secure employment for other members of their organization, although the effect will be to cause the discharge of other employes who are not members."

The right of an employe to insist that none but union men shall be employed in the same shop, under the penalty of a strike, is also sanctioned by the court in the same decision, for the reason that as the law compels the employe to bear the burden of the injury caused by his fellow workmen, he has the right to demand that he shall not be compelled to work with men who have not applied for admission or whom he has not deemed fit to admit into his union.

In view of the decisions and of the express legal enactments, no one will now seriously question the right of the employes to promote their interests by organization; the difference of opinion seems to exist as to the legality of the means by which they seek to gain their ends.

In the course of a strike the employes may singly or as an organization publish broadcast, both to the general public and to the patrons of the employer, the nature of the evils sought to be remedied by the strike and request them not to deal with such employer until their differences have been adjusted.

They may persuade other employes to leave the service of their employer and dissuade other workmen from seeking employment from him. They may also refuse to deal with their employer and may even refuse to patronize those who deal with their employer during the strike.

All these means may be used peaceably, and no cause of action accrues to the employer, if the strikers succeed in preventing him from getting other workmen to take their places, or if his customers are dissuaded from doing any business with him.

But to gain these ends the strikers



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

Wholesale Ready Made Clothing For Men, Boys and Children

Manufactured in our own factory and under our personal supervision. Our fall and winter line for coming season 1905-6 is making a great hit, being of very best quality, make and fit, and biggest line by long odds shown in Michigan at equitable prices, reasonable terms and one price as usual to all. Many retailers prefer to come here and make selections, but we will gladly send our representative if so desired. Mail and phone orders promptly shipped. Bell phone 1282—Citizens 1957. The founder of this business established 26 years. We still have a nice line of Spring and Summer goods to select from.

THE WILLIAM CONNOR CO.

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

For convenience of retail trade we are providing for a special order department for fall trade.

Opportunity Occasionally Knocks at Your Door.

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

Be Prepared!

The Michigan State Telephone Company

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

A lost opportunity is worse than none.

Call Local Manager, or address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

may not prevent other workmen from taking their places by force or threats of violence; they have no right to enter the employer's premises and disturb his trade, or obstruct access to those premises or block the sidewalk and prevent the passers-by from entering their employer's premises on business purposes.

All use of force, violence, threats or intimidation is illegal and will be enjoined and punished by the courts.

"A man has a right to start a store and to sell at such reduced prices as to drive the other store-keepers out of business. * * * Nor could the store-keeper be prevented from carrying out his scheme because, instead of hiding his purpose, he openly declared to those store-keepers that he intended to drive them out of business in order that he might later profit thereby. * * *

"A labor organization is endowed with precisely the same legal right as an individual to threaten to do that which it may lawfully do."

Such in substance have been the decisions of the courts whenever the opportunity has been offered to them to pass upon the important legal questions involved. The great diversity of legal decisions exists, because in most cases the judges are asked to decide questions of fact peculiar to every case, and the decisions are based on the evidence and local conditions surrounding each particular suit.

Louis Lande.

Marked Increase in Expense of Running a Store.

Within the last few years the cost of running a dry goods or department store has increased in a marked degree. This increase is visible in more than one direction. In these days everything about a store is far more elaborate than was the case a few years ago. The store itself is larger. Merchants will not tolerate the crowded conditions which they at one time were content to put up with.

Store buildings also are more costly. This is due rather to the greater attention paid to fireproof construction than to a tendency to ornament and ginger-bread work. In fact, the big stores now being erected show a tendency to excess of plainness, and it is questionable whether in the desire to avoid dust and dirt-catching ornamentation their buildings do not err on the side of severity. The tendency to erect enormous store structures, however, is apparent, and it is clear that the interest on such buildings, as well as on the sites, must reach an enormous figure.

When we come to store fittings and equipment we find even greater lavishness in expenditure. The importance of having beautiful as well as convenient fittings has become so thoroughly recognized that no merchant who deserves the epithet of progressive is content with old-fashioned and inconvenient fixtures.

In addition, an increasing amount of floor space is devoted to purposes other than those of keeping stock and selling. Resting rooms for women visitors, more or less elaborately fitted up, are essential to the modern

store. There is also the restaurant or tea room, which may or may not prove a directly paying proposition.

Many stores devote a large amount of space to the comfort of their employes, in the shape of rest and recreation rooms or places where meals can be eaten, whether the food is served by the house or not.

Another source of expense is the delivery of packages. Competing merchants vie with each other in the promptness of delivery, as well as in style and appointments of their wagons. The distance which packages are delivered free of charge, especially during the summer, when many of the customers are staying at nearby resorts, represents a decided increase in expenses.

The advertising appropriation has also grown, and many stores which formerly used a small advertisement now take a newspaper page every day in the year. Other forms of publicity, such as booklets and circulars, have assumed a more expensive character, all this being a direct result of the more general recognition of the fitness of things and of the desire on the part of the merchant to have everything connected with his store assume the best and most up-to-date appearance.

Another item of expense is the purchase of high-class costumes and millinery which are shown at the beginning of each season with a view to attracting trade and sold without profit, and in many cases at an actual loss.

To go still farther, we may cite the entertainments of various kinds nowadays provided by stores which cater to the medium and popular trade.

About these various forms of expense there is no question. They have not only attracted customers, but have imbued the public with a desire for better merchandise. In exerting this influence the merchant has been aided by the general prosperity of the country, which has greatly increased the purchasing power of the public.

With the increase in expense it seems reasonable to suppose that the public are paying relatively more for their merchandise than they did a few years ago. To determine this with any degree of accuracy would be a difficult matter. In fact, any statement that might be made on the subject would be based on guess-work. One thing, however, is certain, and that is that we seldom see the sensational price-cutting conflicts which a decade ago were everyday matters.

Nor is this an occasion for regret. Retailing to-day is conducted on far more scientific lines, and while merchants may be lavish in some respects, they are wholly averse to fooling away money as they did in the more happy-go-lucky days.—Dry Goods Economist.

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Write for Samples

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



The Little Butcher Girl Scores a Success.

Written for the Tradesman.

There is a little business woman that I know that is going to amount to something some day in the business world. Her name is Anna; or, more strictly speaking, it might be Anna but it isn't. This little woman is about fifteen or sixteen years old but has good farseeing business sense and lots of it. Anna is a butcher girl.

But first a little about what led up to Anna's becoming a butcher girl—which, by the way, is rather a peculiar and unique position for a girl to hold:

Anna, like a great many other interesting people, is the daughter of poor but honest parents. That they are not particularly refined or particularly well educated is neither here nor there. Anna's father is a Pole and, by some hook or crook becoming possessed of a small sum of money, he decided at once to go in business for himself and accordingly purchased a small meat market.

Things went along indifferently well, and I was watching the progress of the new business, as I passed daily, with a good deal of interest.

One day, as I passed and threw my casual glance into the shop, a pleasant surprise awaited me: There, in spotless white apron and face shining with the expectant light of one who awaits a new experience, was a girl. I went on to the office—and thereafter my family wondered at my sudden desire to purchase the meat for the family. Our regular meatman was also astonished at the sudden cessation of orders at No. blank Blank street. All this led to explanations and soon the whole family was as interested as myself in watching the growth of this new worker in the busy business field. To be sure, the steaks were a little doubtful in appearance and rather ragged around the edges at first, but a remark of remonstrance refused to leave the lips when Anna smiled with a dazzling display of white teeth. As I grew acquainted with the peculiarities of Anna's steaks I grew acquainted with Anna, and was pleased to note, for Anna's sake as well as my own, that the steaks grew more like their old selves.

As I grew to know more and more about Anna I learned many things from her: How her father had not the money to hire some one to stay in the shop while he was on a string butchering expedition through the country; how Anna had to give up her school, where she was an apt pupil; how she had cried at the prospect of leaving the school room to enter the shop.

This last she told me wistfully, and then, the brave little woman coming to the front, she added, "But I like it here; it's so businesslike. I

hope that some day we shall have a large shop. I will go to business college and learn to keep books and use the typewriter and then I shall take care of everything in the office."

Anna was brave. It was a far cry from the poor little shop, and the poor little maid in her long white apron, to the fine place of which she was dreaming.

As Anna learned to cut meat from her father the steaks were so noticeably improved that it became a pleasure to eat them. It was also a pleasure to buy them. In time the science of meatcutting was mastered by the little butcher girl and Anna's success was assured. I have seen countless instances that proved that Anna was cut out for nothing but a business woman, and that it would be a shame to spoil so good a business woman by letting her go to school until she was through and then sit around doing petty little household duties until some fortunate person of the male persuasion came along to carry her off and install her as manager in his own house.

I bought a good deal more meat after Anna began in the shop than I did formerly. When things looked exceedingly blue and I had lost confidence in things earthly I would suddenly discover that I wanted a certain kind of meat for supper. A visit to my little butcher girl always put me in good humor. Finally, we got very friendly, this charming little meat maiden and myself, and I used to drop in a great many times when I bought nothing at all and sit gently swinging on one of the revolving stools in front of the counter—the end stool so that I wouldn't be in the way—and watch the girl at her work.

With the utmost diplomacy she worked. Was Mrs. Jones' steak of yesterday not of the best? Too bad! The little butcher girl sympathized with Mrs. Jones in the most charming manner but—and this made her valuable as a business woman—did not offer to make the omission good. Not she. Still, she had the happy faculty of sending Mrs. Jones off feeling not the least bit dissatisfied. It was this rare quality that made her so valuable. Without losing any money she was able to placate any complaining customer with her winning smile and confidential manner; and, what made these transactions a good deal more interesting and pleasing to an onlooker like myself, the little woman was as unconscious of what she was doing as could be. Her sympathy was genuine and she sympathized in such an agreeable manner that it would be a very disgruntled person indeed who would not be pacified by her.

If Anna was unaware of her business talents so was her father. They ran the little business together, and it flourished and prospered daily and the two went calmly along congratulating themselves upon their good luck. As Anna became more proficient in the art of conducting the shop it took less of her time for routine duties and so she found time to add a thousand little improvements

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Phone or wire us.

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

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about the place which her business instinct prompted. Among the tasteful things I saw her do was to arrange choice cuts of meat about the shop where they would catch a customer's eye pleasingly. Not content with the possibilities of the counter, she introduced a new feature that was as dainty as it was novel: From home she brought a medium-sized table and a tablecloth that rivaled the snow in whiteness. Some white dishes were also procured. They were very clean and very shiny and they had the prettiest little pale green vine running around them as a decoration. The effect was pleasing beyond description. With this aid and some choice cuts of meat Anna set her table. When the whole was finished the result was all that could be desired. It was immaculateness personified, and helped to gain and keep customers for her shop as well as make the old ones more solid. When a customer would come in and say to Anna's question as to her wants, "Oh, I don't know," and glance hopelessly around the shop in the wish of finding something to do away with the vexatious question of what to get for dinner Anna would say, "Perhaps there is something here you would like." Then, in her irreproachable white apron, she would place her exquisitely-wholesome-looking self behind the table and with a flash of her white teeth and black eyes quietly wait—it usually did not take the customer long to decide.

When things were at this stage I was forced by circumstances to leave town. I very much hated to do this; and one of the reasons was that I hated to leave my little butcher girl at this very interesting stage of her career. I had to go, however, and I did not come back for three years. What I found upon my return I will tell in an early issue of the Tradesman.

Burton Allen.

He Showed the Butcher Some Clean Tricks.

An old man, his shoulders bent with age, entered a market on Third avenue. The proprietor was waiting on a lady customer. A little boy who had fallen down and torn his pants was crying loudly. Between his bursts of grief and fear of what was likely in waiting for him when he got home, he managed to say he wanted a pound of chopped beef. The old man, sizing up the situation, suggested to the butcher that he be permitted to chop the meat and end the agony of having to listen to the distressing sobs of young America. The butcher looked at the speaker doubtfully. "I had a market once," he explained. "I knew how to handle the cleavers, too, and could drum as fine an accompaniment to a street organ as you ever heard." He picked up a cleaver by the end of the handle, tossed it a few feet in the air, at the same time giving it a revolving motion, and as it came turning over and over in its descent, deftly caught the extreme end of the implement on the palm of his hand and balanced it, while the butcher looked on in astonishment. This butcher is one of those

silence-and-fun gentlemen. He enjoys things without saying so. He is as sparing of his words as of his dollars. In this case, while his face showed satisfaction at the old man's performance, he did not utter one syllable, but picking up a chunk of beef laid it on the block and went back to the customer he was serving.

In the meantime the crying of the boy was growing less violent, and the sudden bursts of woe were less frequent. The old man picked up another cleaver, clashed the flat sides of the two blades together and then brought them both down into the beef. Then he began the chopping, slow at first, and then faster and faster, until it gave the effect of a locomotive tearing along at a mile a minute. Then he began to drum. He was a magician with the cleavers. Suddenly the rapid drumming ceased, and in its place came a sound like the clatter of horses' hoofs on the pavements, that effect made so popular a few years ago in Bronson Howard's "Shenandoah." Then came his best imitation, that of a pile driver. The imitation started with the solid piece of iron ascending, and was made with a tattoo of the cleavers, first slowly and gradually faster, until it had reached the place where it is released for the descent. The release effect is produced by clashing the blades together sharply. Then the cleavers are worked rapidly into the meat to give the effect of the iron descending and the sound of the iron pounder hitting the log is made by stamping the foot sharply on the floor.

By this time the meat was well chopped, and the old man laid down the cleavers. The boy had stopped crying. The lady customer was looking on in wonder, and the butcher was lighting a cigar. "It isn't so much what you were, it's what you are to-day," said the old fellow, "and I'm as good a man to-day as any of 'em, but I'm in hard luck. There's a job waiting for me in Newark, and I need twenty cents to get there. It ought to be worth that to you. I've chopped your meat and soothed the boy, and showed you some tricks. Do I get it?" He got it.—Butchers' Advocate.

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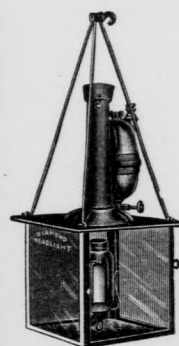
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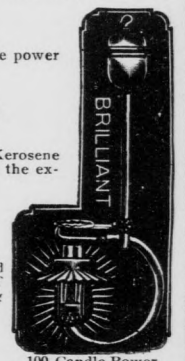
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HARDWARE

Some Changes Which Have Come To the Tin Shop.

During the last decade or two every line of business has undergone great changes. Few if any lines of industry have seen more radical changes than that of the sheet metal. I can remember as a boy watching the tinner forming with what seemed akin to magic the sheets of tin into the shining tinware. Now all that is changed. Modern machinery does these things so much better and cheaper that we would not go back to the old method if we could.

What, then, are we to do? Shall we close the tinshop entirely, or shall we adjust ourselves to changed conditions? I am aware of the fact that many successful hardware dealers have no tinshop. Yet most of us have some kind of a shop, so that the question is not so much, Shall we have it? as, How shall we make it pay?

First of all, the tinner must be different from the one of twenty years ago. The old saying, "that it is hard to teach an old dog new tricks," applies quite forcibly to the tinsmiths of the old school. They sigh for the "good old days" when the tinner never dreamed of doing a piece of work other than that strictly in his line.

Those of us who read one of our trade journals a few years ago will remember what bitter discussion there arose in the tinshop department of that journal over a workman asking his brother tinner for information regarding the erection of windmills. Here was a man who found that his particular locality demanded that he know how to erect a windmill and went to work to find out.

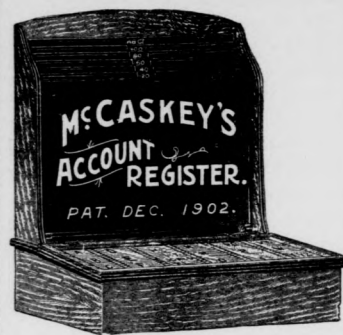
The old school tinner hurled his abuse on the fellow who was simply following as closely as possible the demands of his particular trade. It is a long way from the bench to the windmill, it is true, yet most of us sell pumps, and it is only a short step from them to windmills. The ideal tinner for the shop of which I speak must then be a mechanic of broad experience. He need not necessarily be an adept in the use of the raising hammer and some other tools of obsolete sheet metallurgy, but there are numberless other lines that he can take up with profit to his employer which require no less skill. He must be able and willing to turn his hand to such work as bicycle repairing, pumps, the simple forms of plumbing and even windmills, if his trade demands it. The tinner who is not willing to adjust himself to these changed conditions will have to move or be a back number. Personally I find the pump and windmill line one of the most profitable I handle. However, up to the present time I have had work enough for my tinner without his doing this.

Then there are many phases of the tinshop trade that we do not push as

we should. There is, for instance, that of hot air heating. This is a line that should net us a substantial profit. It is one in which catalogue house competition does not cut a permanent figure. Therefore, if we do not make a profit it is because we cut each other's throats. So much depends on having this work properly done that the customer is willing to pay for that knowledge. In order to make a success of hot air heating it is absolutely necessary that you know how. Properly managed, I find it is a line that grows very nicely after being well started. One thoroughly satisfied customer sells several, while one dissatisfied can kill the business completely in that locality.

If you do furnace work be sure it is done right. I have seen plants installed by men who did not know the first principle of air circulation and their work showed it. What is the result? Owner says, It does not heat, burns lots of coal, but little or no heat to speak of except in some parts of the house. I once lived in a locality where several plants like this had been installed, and I found it was almost impossible to get a chance to talk hot air to the prospective builder. The moment you mentioned the subject he would say, "No; I will burn stoves rather than invest \$175 or \$200 for a rig like Neighbor Jones', and then not get any benefit." It was almost impossible to persuade those men that it was the fault of the installation and not the furnace itself.

In the tinshop, as well as the rest of the store, talk quality first, last



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If your Driver takes an order on the Wagon, it does not have to be re-written or copied, it's ready for filing, it's a bill complete in itself and he has made a copy of it for the Customer with **Only One Writing** showing **all** the items and the Amount; also the Balance brought forward and the Total to Date.

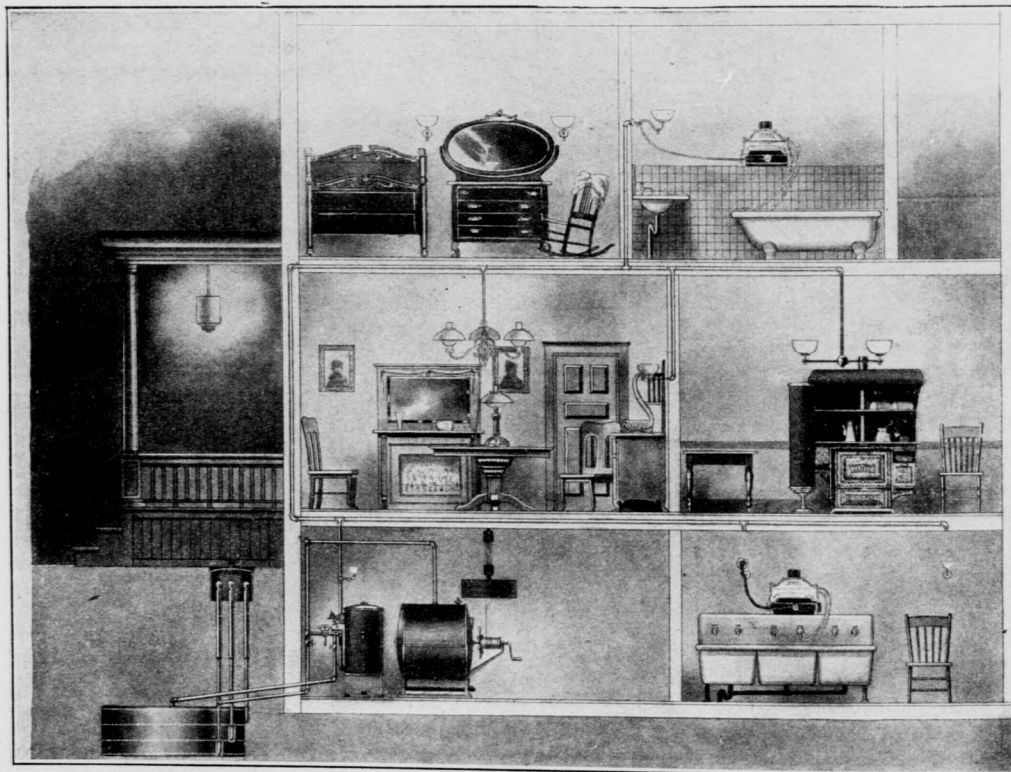
It's just the same as it would be if taken over the Phone, or over the Counter, or on the Walk in front of your Store. It's the **Easy** and **Natural** way. It's the **Sensible** way. You don't have to carry your total to the foot of the slip or carry it to the top. You don't have to serve time in a Business College to be able to handle accounts on **The McCaskey Register**.

You See It ALL. You Know it ALL.
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and all the time. If you have to figure so low that you must sacrifice quality better let the other fellow get it; keep the standard of goods and workmanship so high that your firm name will be with the public a synonym of quality. E. L. Garden.

The Catalogue House Situation in a Nutshell.

In my judgment the catalogue houses have declared war on the legitimate retail dealers and are pouring shot and shell into us on every side. They have already sentinels stationed at every point where there is business. These sentinels and carriers are paid by Uncle Sam. The catalogues are their munition of war and are at work seven days in the week, beginning Sunday morning and working continuously until the following Saturday night, every day and every night, 365 days in the year, day in and day out, year in and year out, working all the time, while the retail merchant goes to his store at 8 o'clock, looks over his mail, and watches around to see how business is going and hears his clerks tell of a few sales they have lost from catalogue house competition. He goes to dinner at 12 o'clock, back at 1:30, goes to the bank and looks up a few delinquents, tells his clerks to keep their eyes on the gun, goes home at 5 or 6 o'clock, having worked about eight hours, while our competitors, the catalogue houses, put in sixteen or more, every minute of which is used in one direction, advertising good goods and cheap goods, the very thing to induce people to trade with them, while the retail merchant gives about one-sixteenth per cent. of his time to trade getting.

I think we retail merchants should march out and line up as in battle. We should stand together as a unit. We should say to the jobber, "If you want our business stop furnishing ammunition to our enemies, and supply us with such goods as we need to fight competition," pledging ourselves at the same time individually to the jobber that we will use such goods for that purpose only, and then advertise those goods along with other things, the same as the catalogue houses do. They offer a few items at cost and catch the trade. We should do the same, and as the catalogue competition gets stronger the closer we must deal. Stop saying yes to those who want credit and tell them why, that you can not meet catalogue house competition and sell on credit; find out who among your customers buy from catalogue houses, make a list of them and you will be ready for them when they want credit.

Some of these people are buying from their home merchants on time and sending their money away. You can stop your part of that if you know who they are. Let them know that the fight is on and that you are in the battle to win. Meet any catalogue price (quality considered). I regard home competition one of the greatest drawbacks in contending with catalogue competition. I am afraid to make a fight on catalogue

houses, for fear my home competitor will reduce the price on nails, an item we do not need to cut the price on. If I say to a man, "I can't credit you because you send your money away to catalogue houses," that man will go to my competitor and get credit. If my customer sends to a catalogue house and buys all his builders' hardware for a building and then comes to me for nails, I would like to charge him a profit, but my competitor sells him nails at cost in order to get him for a customer. If every retailer would join their retail dealers' association and attend their annual meetings and get in line, read the hardware journals, get in step and fire at every command, it would not take long to control the situation. Do not try to stop the catalogue houses. If you are behind, catch up and get in the lead; if you are in the lead, work to stay there.

I sum it up about like this: If the manufacturers think more of the catalogue houses than they do of the jobbers, let them sell the catalogue houses exclusively; the jobbers can attend to that. If the jobber thinks more of the catalogue house trade than he does of the retailer's, let him sell to the catalogue house exclusively and let the retailer see to that. If the manufacturer wants to sell to us, and sells cheaper than the jobber, then it is the duty of the jobber to cut prices to meet the manufacturer's the same as we retailers have to cut prices to meet catalogue competition. Make every dealer and manufacturer declare themselves. Start at the head: let the jobber see that the manufacturers confine their sales to the jobbing trade and let the retailers see that the jobbers confine their sales to legitimate hardware dealers, and when this is done we retail dealers will understand better how to dodge the bullets. But when they are pouring hot lead into us from every side we do not know whether to stand or run; but when we know the source of the firing I think we can fortify ourselves and make a winning.

Everyone knows that the fight is to be made by the retail dealers, and if the jobbers will furnish us the right kind of ammunition and we do not waste it for profit makers, we will certainly win the battle. It takes united action to accomplish anything. The retail dealers, jobbers and manufacturers should handle this catalogue proposition through their respective associations, and in order to do that successfully every one in sympathy with us must enlist.

H. J. Hellekson.

Nothing but art on the menu is an aggravation to the appetite.

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ETHICS OF THE STREET.

Influences Which Tend To Pauperize the Soul.

Whene'er I take my walks abroad, I am fain to remark, not how many poor I see, for in that respect the cities of the United States do not appear unduly freighted, but rather how many and how potent are the street influences which tend to pauperize the soul.

The school, the home; on these two foundations, we constantly are told, the welfare of this great republic rests; and that the assertion is far from being so much barren rhetoric is amply proved by the enormous sums spent on public education to a luxurious degree, and by the pure ideal of domesticity to which the private lives of candidates for high office at the people's hands are required to testify. Many and admirable, also, are the schemes of public and private enterprise that seek to carry humanizing influences into the crowded tenement, bridging so far as they may the gap between the standards of the classroom and the illiterate or alien homes in which such vast numbers of the commonwealth's school children dwell. But there remains still a third factor to be reckoned with; a middle ground in the child's life; one which has yet to be fully recognized for its true value in the formation of character, the moulding of citizens. The larger education of mankind comes from contact with the world—and the world, for city children, is the street.

Let us take a walk abroad with eyes not introspectively turned upon our own personal concerns, nor dulled to our objective surroundings by accustomedness, but open and sensitively alert to note in what fashion we are serving the ends of enlightenment in respect to the gods we set up in the marketplace, the influences we invoke or suffer to preside over the thoroughfares our children traverse passing to and from their school, the pictures and legends with which we are wallpapering and adorning their larger nursery, their unrestricted playground, their outdoor home, the street.

The hoardings are gay with advertisements, many of them no mean examples of decorative art, and all expressly contrived to arrest attention, catch the fancy and fix the memory with phrase and symbol that shall create a want, or arouse desire for some commodity. Take any random mile of such devices, and then with closed eyes try to recall the general impression produced by their illustrated messages. You will find the average result to be a series of statements persuasive, authoritative; that it is a grinding necessity and a good thing to spend one's substance on whisky, cigars, cigarettes, tobacco, chewing-tobacco, chewing-gum, corsets, liquors, soap, whisky, cigars, washing-powder, tooth powder, face powder, tobacco, whisky, gas stoves, corsets, transportation, whisky, clothes, cigars, whisky, patent medicines, champagne, comic opera, pills, breakfast food, whisky, tobacco, con-

denser milk-or-rural-drama-impossible-to-distinguish-which, hats, whisky, cigars, foldingbeds, artificial limbs, corsets, other things, whisky, cigars, cigarettes, tobacco, tobacco, cigarettes, cigars and whisky!

It is the excess of space allotted them in the commercial exposition of the highways that renders them a baneful influence; the hideous disproportion to the needs of life in which we allow their virtues to be blazoned on the city walls.

And the blazonry! * * * See these rows on rows of besotted-looking creatures depicted in the act of mixing, proffering, drinking, with an air of specious bonhomie designed to foster the corrupting notion that in reciprocity of tipples lies good-fellowship; these rows on rows of indecently clad women recommending some bottled or capsuled remedy for the effects of a debauch!

Breakfast foods: these at least are innocuous, you say, in their bid for notoriety. Not invariably so. Whenever a foodstuff makes a merit of its theft of nature's honest industries by announcing itself as predigested, it stands a self-convicted sinner against the natural moralities.

To the thinking adult these representations are only so much advertisement, to be deprecated from an aesthetic standpoint, but no eyesore to the blunted ethical vision. But how is the child of the street to discriminate between legitimate municipal decoration and the labels of private enterprise? To him these illustrated statements stand for mental furnishings, impressions of life, ranking in authority with the inscription on the monument, the statue of the patriot, the map and motto on his classroom walls, the text and banner of his Sunday school, chaining his remembrance with a hundredfold the distinctness and allure of these because of the appeal they make to his playful fancy, the intimate colloquial note they strike.

It is the positive thing that counts with a child. Innumerable repetitions of stern Don'ts can not equal in compelling power one delusively attractive Do. Of what avail, then, for the city in school hours to lay down the principles of physiology with their ominous burden of inhibition, when at every turn the city's walls gainsay such teachings in rainbow colors, in optimistic phrase? How vital an impression does it produce upon a girl to tell her that tight lacing is injurious, while misshapen forms are presented as objects of fashionable elegance for her emulation during recreation hours? Of what use is it to warn the boy that nicotine and alcohol are bad for him, so long as the city covers the walls of his great playground with dazzling invitations to smoke and drink, at the same time jocosely assuring him that all possible unpleasant consequences will be pleasantly averted by the action of a candy bolus while he sleeps?

Put up in the marketplace some exquisite example of the sculptor's craft in classic nudity, and with what sweeping denunciations of the immorality of art does the welkin ring!

YEAST FOAM

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

PERFECT BREAD

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?
They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

What a storm of outraged protest is aroused by any humanitarian movement that, by taking into consideration the social need which the saloon supplies, endeavors to give a poor man's thirst due dignity and measure! But blind are these censors, single and incorporate, to the shameful fact staring us forever in the face, that lessons are being inculcated into the city's children daily, after the most approved pedagogic methods, pictorially, and by endlessly varied iterations of one theme—lessons in intemperance and immodesty—by the unlicensed proclamations on the city walls!

A small boy acting in the same theatrical company with his mother, not long since, was haled to court, examined, remanded, committed, because he was found to be under certified years. The mother, poor soul! had lied about his age because her earnings alone would not suffice to support the two; besides, to have her child traveling with her is all the home a wandering actress may call her own; and to the child this filial-maternal comradeship and working partnership are infinitely more a home than any of the host of institutions passing by the name. However, to keep the law the lad must now be committed to some such organization, or become a charge on unwilling relatives for the period of his scholastic liability, until at sixteen he will be turned loose, practically orphaned, to drift, if he so elect, back to the stage. At eleven, under his mother's wing, tutored in the crude but definite morality of the melodrama, there was nothing harmful in the child's bread-winning connection with the theater. He is far more likely to be endangered by it at sixteen, but of that human aspect of the case the law takes no cognizance. Neither does it concern itself with the fact that the most degrading feature of the playhouse, the poster of so-called comic opera and farce, with its ever recurrent variation on the motif of marital duplicity, the elderly fool in evening dress wantoning with high kickers of the ballet, is offered year in and year out for the contemplation of the city children in the street! I doubt if one child in thousands ever came to moral shipwreck by being on and of the real stage. Can it be doubted that thousands are being coarsened, if not corrupted, all the time by the pictures on the walls?

Clean streets in the maintenance of whose cleanliness the children are enlisted as allies may be counted as one of the saving graces of the day. But here also cities are not free from blame in their ethical responsibility. The exposure of dead animals to the public gaze is a shameful thing. To the children it is a coarsening influence that the household pet is suffered to become a thing of opprobrium in the gutter. Civilization demands that even for the dumb animal there shall be dignity and decency in death.

The press always should be, and more often is than not, friend of the children, the poor, the weak. Yet has the press a few sins to answer for in its relation to the morals of

these wards of the commonwealth. We find ourselves in a populous district, although a far from poor one. We come upon a knot of small girls, seated at an improvised table on which are displayed pin-wheels and paper dolls for sale. The proceeds, they proudly inform us, are destined to swell such-and-such a paper's Fresh-Air Fund. How sweet and touching that sounds: children working that less fortunate children may enjoy! But as we further chat with them we discover that Fresh-Air Fund is as empty a term to them as Borrioboola-Gha. All they know about it is that a reporter-gentleman has promised that the one who hands him the largest contribution shall have her picture in the paper! Next day we buy that paper, and there, sure enough, is the portrait of the most forth-putting little saleswoman, accompanied with a letter that does great credit to the inventiveness of the reporter-gentleman, positively lisping the joy the little heroine feels in aiding the sick babes of this noble charity! A love of cheap notoriety is one of the most pernicious teachings of the street.

Still further downtown we encounter a party of young men and women preparing to board an Atlantic liner. The aggressively vulgar quality of their good humor astounds us when we are told that they are school-teachers. Astonishment, however, is modified on learning these to be winners of a newspaper contest that bestows a vacation in Europe on the ten most popular educators of a certain district; this spurious popularity being purchased by the suffrages of their pupils on newspaper coupons. Clearly not the most popular, but the least particular, members of their calling are they; but what can be said of the authorities who allow the dignity of the whole corps to suffer by the misrepresentation of a thoughtless few! The day has gone by when education was supposed to be vested in a prig claiming omniscience with a ferule, and teachers are permitted to be human, even during school!

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YEAST you sell not only increases
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The Fleischmann Co.,

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

hours; but, so long as in their capacity of educators they lend themselves to advertisement, they aim a mortal blow at the ethics of the street.

In a public park we fall in with a bright-faced company of shopgirls eagerly devouring an extra which contains news of one of their associates. The heading reads, "Love Laughs at Locksmiths. Cupid Defies Cruelty. Pretty Miss Outwits Stern Parents and Goes Off With the Man of Her Heart!"

The facts of the incident happen to be known to one of us. The girl was not pretty—although, for that matter, she might have been. She was an anaemic weakling, lacking even the fresh-skinned comeliness of youth. The cruelty of her parents, worthy souls, consisted in their loving efforts to cure her of her infatuation for a middle-aged man who had been turned out of a reputable profession and divorced by a good wife. But the press with jaunty unmorality gave the crooked situation the twist that made it read like spirited romance, with the effect—so great the power of the printed word!—that at the moment any one of those decent girls would have leapt with even a bad bargain of a man for the pleasure of seeing herself described as Dashing Brunette or Dainty Blonde in print!

"Pretty Stenographer Corralled Another Woman's Husband!" Naturally the woman that steals another woman's man may be expected to possess some weapon of added beauty, or superior attraction, of one sort or another. This, however, is not going to save her from miserable consequences in the long run. But of that ephemeral literature takes no heed; and so long as with flattering emphasis it urges such possession as condonation for error, it simply makes the first step of the easy descent still easier for the children of the street.

These children are not ignorant. A bald statement of the facts of life can not harm them, for in one form or another they know all there is to tell. It is the meretricious coloring imparted to these facts that counts for ill; the suppressions that ignore violated faith, make light of legitimate ties; the perversions employed at all costs to get a hurrah headline for a domestic tragedy.

We fear the judgment of the man in the street, not because we can not rely on his solid understanding, but because we have learned to rate that understanding individually low. We tremble lest collectively his inflammable passions should be roused, knowing well that the brute in him will demand a victim before law and order may resume their sway. We grieve over the fallacies with which we see him clog his own progress, delaying by centuries the day when the mighty truth shall prevail in his life. But do we sufficiently assume our share of responsibility for him when we thus grossly overlook the fact that the child in the street is the father of the man in the street with all our sins of omission and commission on his head?

A day will come when the common-

wealth will realize that the character of its citizens is its valuable commercial asset and that the mural areas of the highways are too precious to the nation's higher life to be given over to the exploitation of merchandise. Advertising will then be relegated to an urban supplement, as in magazines, and a high restricting license fee will be charged, not only to those who sell liquor, but also to those who advertise that and all other articles in which mankind is tempted to injurious excess, while the city walls will be preserved to suggest great thoughts, commemorate good deeds and announce the latest inventions destined to benefit mankind.

That of course will be Utopia—but, after all, why not Utopia? Meanwhile public sentiment can be up and doing. Nowadays it is a common occurrence to see a frail woman standing in the road, compelling a burly truck-driver to relieve his overladen cattle, or causing some poor chafed and goaded beast to be unharnessed and mercifully cared for. Schools, libraries and settlements, fresh-air funds and private charities, all are doing vital work along the lines of neighborliness. Let us hope, then, for a speedy betterment of the influences of the street.—Marguerite Merington in Atlantic.

Employed Girl Should Dress Properly for Her Work.

Written for the Tradesman.

When will the plain common American working girl learn to dress properly for the everyday part she plays in life?

As a general thing, she attends the theater with a degree of regularity, where, if she opens her eyes wide enough to see beyond her nose, she may observe the actors dressed for the part they are playing. If the play is a society drama the leading lady is not found wearing the garb of a servant, and the maid will be neatly gowned in print or gingham, with white apron tied around her shapely waist in a big bow and a coquettish little cap perched on her—more or less—devoted head. Neither usurps the costume-rights of the other. And the villain dresses according to his station. Fathers and mothers are clad as such and not as young flibbertigibbets. The doctor will display clothes that befit his dignified bearing, while the lawyer will don the elegant suit looked for in his profession.

And not only to his clothes does the conscientious actor pay the greatest of heed—his make-up must be in strictest accord with the part he essays to play. His face, his hair, all the little tricks of manner and speech—everything about the character he represents is given the most earnest study to render a perfect whole.

If, then, those who tread the boards "dress the part" with such fidelity to detail, why can not the ordinary office and shop girl learn a lesson in this regard from the "show folks" if they possess not enough common sense to know for themselves? If they did we would not see, in the

morning when they go to their labor, so many hundreds of working girls trigged out in the bravery of all the colors of the rainbow. Jet collars of alarming proportions would be left in their bureau drawers and fussy lace-betrimmed dresses would be hanging up in their closets, where they belong during working hours. Sensible low-heeled shoes would encase their tired feet and French-heeled footwear of perishably-fine leather would be saved for the dressy occasions for which they are en regle. Fancy ribbon bows and elaborately beaded stocks would be tabooed and white kid gloves would be kept to bring out on a Sunday. A nice coat would be used "for best," instead of switching it out in the rain, and frilly parasols of airy fluffiness would be reserved for garden fetes and like functions. And all accessories senseless in themselves and tasteless, not to say hideous, as personal adornment would be "conspicuous by their absence."

The ordinary girl wage earner appears verily possessed with the spirit of pile-on-ativeness. She seems to go on the principle of "the more the merrier," in the selection of garments and the "fixin's" to accompany the same. With her, dress discretion looks to be the unknown quantity—the algebraic x . Everything goes on at once and the more kaleidoscopic the array of colors the more self-satisfied she strikes one as being with herself. "'Tis pity, and pity 'tis 'tis true" that there is a prominent lack of intuitiveness continually observable on the part of the employed girl, in the matter of her apparel. In every city in the land there should be some sort of night school—I don't know what it would be called—which any girl and every girl, self-supporting or drone, could attend and "profit by the instruction" there to be obtained on the very important subject of dress. I feel strongly on this subject—really it is a pitiful one when sifted down—and, being a working girl myself, I know, from close personal observation, whereof I speak.

Several times in this preachment have I used the words "ordinary working girl." Please don't infer from the expression that I deprecate labor or its necessity. All honest labor is not only honorable but it serves the very good purpose of keeping us out of the mischief that Satan finds for the idle manus to do. I employed the word "ordinary" in the meaning of "average," "normal."

One thought more and I am through with this little homily:

If the wage-earning young woman ever gets away from her work of an afternoon sufficiently long to stroll through the downtown store district, she will be surprised at the plain gowns of the ultra fashionable, the acknowledged leaders in society. Their elaborate dresses are not seen on the street, and the general tone of their shopping costumes is quiet.

And always remember this, wherever you may go: It is better to be under than overdressed.

Ethel E. Clarke.

How the Book Salesman Sold Dr. Andrews.

Dr. E. Benjamin Andrews, Chancellor of Nebraska University, recently figured in a humorous incident illustrating the quick repartee bred by experience in a veteran book agent. Notwithstanding the glaring protrusion at the entrance of the main university building of the usual placard, "No canvassers, peddlers or solicitors allowed," the unabashed bookman had boldly entered the learned halls and by cleverly utilizing the intermissions between lectures had managed to secure an audience with each instructor in the building—in most instances with successful result. After having practically finished his visit he had pushed his way into the executive office, where he greeted the occupant with effusive cordiality.

"Didn't you see that sign as you came in?" interrogated Dr. Andrews, sharply.

"What sign? I saw no sign," came the reply.

"Why, the sign prohibiting solicitors and canvassers from entering the building."

"Was there such a sign?" queried the visitor. "Well, I am sorry I didn't notice it, for I should certainly have observed it, but I have completed my rounds here and have sold nearly everybody. If you want me to obey the sign now I will do so. Before I go, however, may I not know with whom I have the honor of speaking? No one else has ventured to tell me I am not wanted in the building."

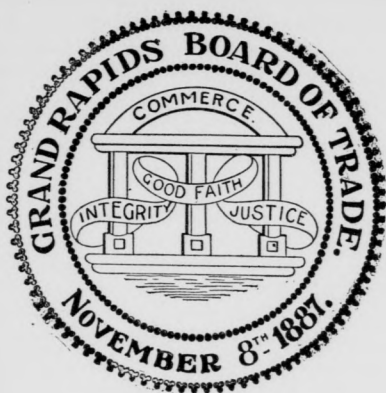
"I am the Chancellor," quietly responded Dr. Andrews.

"You are the Chancellor!" exclaimed the astonished book agent. But, then, quickly regaining his composure, "Not Chancellor Andrews? Not Dr. E. Benjamin Andrews? Well, well, I never would have thought it. Dr. E. Benjamin Andrews! Why, you know, I canvassed for one of your books, your history of the United States, and I told every one I sold what a great scholar you were and what a fine fellow you were and sold lots of those books. But I never would have thought it—that the author of that book should one day tell me I must not sell books in the same building with him. It's really too bad!"

And the story is that the reminiscent book agent had an order from Dr. Andrews before he closed his day's labor.

A Copper Roach Powder.

Ansil Moffat, city chemist of Indianapolis, recommends the following formula for a cockroach exterminator: Dissolve 1 pound of copper sulphate in hot water; add a pint of the cheapest molasses and half a can of concentrated lye dissolved in a little water; boil the whole and a red powder will settle; wash this in fresh water a time or two, drain on a cloth, and dry by exposure to heat or otherwise. When dry put it through a sieve and for use mix one part with two parts of powdered mustard, and dust around.



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

Amount of Purchases Required

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

Read Carefully the Names

you are through buying in each place.

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

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

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



Love, a Virtue, Changed Into a Vice.

If men were put through their catechism and the question asked, "What is the chief end of woman?" they would reply in chorus, "To love." And in this they would be merely expressing the universal public sentiment on the subject.

From time immemorial it has been held that it was woman's sacred mission to furnish the most of the visible capital of affection on which the world was run, while man drew most of the dividends. Love has ever been held up before woman as a career and a reward, a steady business and a holy duty. Her obligation to love has been preached to her; her ability to love, with reason or without it, has been extolled as her greatest charm; her faithfulness in loving the unlovable has been exploited as her greatest virtue, and it has generally been felt that she was most an ornament to womanhood when she was so full of love that she could festoon her affections about anything that was handy. For woman it has been love, love, love that made the treadmill go round.

This abnormal development of a single faculty is the greatest misfortune that has ever befallen the feminine sex, for in the majority of cases woman's enlargement of the heart has crowded out her brain and backbone, and the result has been disastrous both for herself and society. It is her superabundant supply of affection, which, like an overful lake, seeks any outlet, that causes her to fancy herself in love with any make-shift man and is at the bottom of half of the divorce cases. It is her inability to see straight or use any judgment where her heart is concerned that leads her to make mistakes in her family that are criminal. It is because she is long on affection and short on self-respect, where a question of love is involved, that she so often bankrupts herself in life.

It is our way to think that love is one of the good things of which we can not have too much. This is a mistake. Nothing is more easily overdone and women are the chief offenders in this respect. With them love is a virtue changed into a vice, a flower gone to seed and degenerated into a noxious weed. If it were not for the sanity of men in matters of the affections we should live in a bedlam peopled by crazy Juliets and Romeos.

The mere fact that a broken heart is a peculiarly feminine complaint shows how much wiser men are about love than women. A man seldom ruins himself for love of a woman, but you can not pick up any newspaper without reading of some woman who has thrown away everything for love of a man. Men take love calmly, as they do any other fortune. If it comes to them, well

and good. If it does not come, also well and good. They are cheerfully aware that there are a number of other things worth having beyond the doubtful joy of loving and being loved; but, to a woman, to have missed la grande passion—never to love or to be loved—is the supreme tragedy of existence.

No old bachelor commiserates himself or feels that his life has been a failure just because he didn't marry; but in the secret chambers of an old maid's heart there are always dust and ashes on the altar and she feels that her lamp has been lighted in vain. It is this false value that women put on love, this making it the whole instead of a part of life, that is responsible for half the woes and disappointments that they suffer.

Primarily, it is the reason for more unsuitable and uncongenial marriages than all other causes combined. No thinking person can fail to see that our glorification of woman's love—our great exaggeration of its power and its influence and its beauty—makes thousands of women, intoxicated with sentiment and romance, rush into heedless marriages with utterly unworthy men just because there is a fool tradition that a woman is bound to have somebody to love. And in this crime we aid and abet them. Instead of erecting barriers before our daughters' hearts so high and so strong that it would take a Cupid with a jimmy and a dark lantern and a ton of blasting-powder to get into them, we throw all the doors wide open so that any marauding thief who chances to pass that way may walk in and purloin the treasure of their affections.

From the minute a girl baby is old enough to understand anything we teach her, directly or indirectly, that love is to be the business of her life; it is assumed to be the one thing for which she is being prepared.

Her emotions are cultivated instead of her reason. Every appeal is made to her feelings instead of to her judgment. To an inherited talent for loving we add a cultivated facility and the result is inevitable. The girl grows up simply bubbling over with affection, and this excess of sentiment she is dying to expend upon some man, it does not matter much whom. Like the "pretty maidens" in "Florodora," she is ready to cry to every youth she meets, "I must love some one, and it might as well be you," not because the youth in question rouses any particular thrill of passion in her breast but because she is overstocked with love that she must unload on some one. All of the talk about awakening a maiden's heart is nonsense. From the time she wears her hair in pigtaileds and is in short frocks every girl's heart is a watch-tower with a lookout from which she scans the horizon in search of somebody on whom to bestow her affections. She has been told that woman's destiny is to love, it is what she is here for, and so eager is she to give away her heart that she does not take the trouble to see that the applicant is worthy. She is like a child with a coin in its purse—mis-

erable until it is spent and too ignorant to see if she is given a fair return for its value.

Nor is this folly confined to youth. There is no other such pathetic phase of this overdeveloped ability to love and this over-anxious craving for love as that which leads educated and refined women, when they see spinsterhood creeping upon them, to throw themselves away upon the lame, the halt and the blind just because they must have some object upon which to lavish their affection. How often do you see a cultivated old maid marrying an ignorant boor, a dainty aristocrat condescending to a parvenu, one delicately reared and used to luxury becoming the household slave of the widower with many children just because they feel that a woman ought to have somebody to love. Be sure that, if women had only been taught that love is not the whole aim of life, the noble army of martyrs would have missed most of its feminine recruits.

Next to the fatal theory that every woman must love is the equally mischievous doctrine of the power of woman's love. One of the greatest and the cruellest delusions practiced in this world is that which leads us to make a generous and enthusiastic woman believe that she can change a man by loving him. It is what induces a woman to marry a man on trust instead of on appraisement. She never looks at what he is. She only contemplates the miracle that she is going to work by her affection. If he has no money, no business training, no way of making a living, it does not matter; she is sure that people in love are never hungry, anyway, and that her love will inspire him with financial sagacity. If he drinks it does not matter either. She is anxious to make a Keeley cure of herself. If he has a past she shuts her eyes to it. She knows that he will never sin again when she places her little hand in his, and it is only after she has brought misery on herself that she finds out that the efficacy of a woman's love is a fairy story and that as a reformatory agent it is not worth a row of pins. You can not love a lazy man into being industrious or a drunken sot into sobriety—and that is all there is to it.

Another place where woman's chief virtue in loving is her undoing is in its faithfulness. Women and dogs are the only creatures that possess the faculty of loving what is unlovable and of keeping on loving, through mere force of habit, long after all cause for affection is gone, and that is the reason they both get so many kicks. They make their love cheap and men do not value it. When a woman once loves a man he knows he can not lose her and so he takes no trouble to keep her. All over the country there are thousands of physical-culture classes in which middle-aged wives are hopping solemnly around on one foot and teetering about, trying to keep the waist measure and the lithe figure they had in their youth, in order that they may retain their husbands' affection; but

nobody ever heard of a fat, bald, red-faced, middle-aged man being massaged for his complexion so that he might present to his wife the same attractive appearance that he did when she fell in love with him in his youth.

We recognize that a man's love may be killed by unworthy conduct or worn out by friction, but we look for no such aberration in a woman's devotion. We expect her to go on loving those who have a legal right to her affections, no matter how they ill-use and despitely treat her. And she seldom disappoints our expectations. Earth has no greater marvel than the tenacity of a woman's affection and the way it will cling to a brutal husband or an unworthy son or brother. Disgrace will not alienate it, cruelty will not kill it, ingratitude and treachery will not harm it. It needs no more sustenance than the air-fed orchid and will cling and bloom on the stone walls of a prison as well as it will in the hothouse of a millionaire.

"He was very good to me, judge," said a poor wretch, defending the drunken hoodlum who had beaten her; "he never hit me where the blows would show."

"John was heartbroken because he couldn't come," lies the society woman whose husband neglects her and shames her with his open attentions to other women, "but he had an appointment that he couldn't neglect. He's such a slave to business."

It is the same old story of woman's love that we have heard a thousand times, and shall hear a thousand times again—unrequited, unappreciated, but deathless as the God who made it. When men were done with quixotic chivalry they passed it on to women, and the world is full of wives and mothers who not only cast the cloak of their love around some man's weakness but throw it in the mud for him to trample upon.

Women also add to their transgressions in love by loving not wisely but too much. As long as a woman is perfectly devoted to her family she feels that the mere state of her feelings justifies any sin of omission or commission against it. Her children may be the most unmannerly, neglected and ill-reared in the community, but she feels she has done her full duty by them by loving them so well she can not make them behave. She may spend her time nagging her husband, wasting his hard-earned money and neglecting his comfort, but so long as she knows she would die for him, if necessary, she esteems herself a model wife. Many a man, worn out with his wife's senseless demands and lack of reason and wearied of the protestations of affection that never bore tangible fruit, must have felt like exclaiming with Solomon—who was also a married man, with probably a thousand devoted wives—"Stay me with flagons, and comfort me with apples, for I am sick of love."

The final vice of woman's love, however, is when it is selfish. Then it is the thing on earth most to be dreaded. Sometimes, because she

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loves a man, a woman keeps him tied to her apron-string and lets opportunity go by him. Sometimes she loves her daughters so well she will not let them marry. Sometimes she loves her sons so well she binds them to uncongenial tasks and meager chances, instead of letting them go forth into the world to seek their fortunes and take their place among men. There are crimes committed in the name of love before which malice would hide its face ashamed.

Women need a newer and broader light on the subject of love, and to realize that affection is not enough just of itself. It must be wise, it must be unselfish, it must be controlled, it must have the gentle brooding of the dove, the wisdom of the serpent, the faithful strength of the watchdog, if it is to bless the world and not curse it. Lacking these, love is often a crueler thing than hate.

Dorothy Dix.

Embargo Placed on the Female Sex by Landlords.

Outside the door there was a sign announcing rooms for rent. The woman went up the steps and rang the bell.

Finally a man opening the door asked her what she wanted. He was a dark complexioned man with bias eyes and straight hair plastered carefully down on each side of his head. The woman thought he seemed to be fatigued.

"I should like," she said politely, "to see a furnished room."

"We rent rooms to gentlemen," said the man, "never to women."

"Why?" asked the woman.

The man shrugged his shoulders.

"I don't know," he answered, "except that we prefer men."

Then, although he still stood there, he maintained a silence so profound that the only thing for the woman to do was to take her leave, which she did.

She went to another place on the same street. A little touseled girl opened the door.

"Sit down, will you," she smiled, "while I go for mamma?"

But the woman seeing nothing to sit down on but a wabby tabouret and the hatrack concluded to stand.

Mamma presently put in her appearance from the other end of the hall. She had been washing her hair. She apologized because it was not dry. The woman said it didn't matter, then asked about the room.

"We haven't a room to rent in the house," said mamma. "Not a single room."

The woman wished to ask a few questions that ran through her head. One, if she happened to have any outside the house for rent—on the roof, perhaps, or in the garden somewhere—why, if her house was full she didn't take the sign off the door; but concluding that it was hardly worth while she said good morning and went out into the street examining the advertisement in that day's paper concerning rooms in that particular house, and discovering that it read: "Gentlemen preferred."

She wended her way wearily to an-

other house, this time a building of flats, where, ringing the bell and groping through a long, dark, narrow hall, she ascended stairs after stairs until somebody said: "Here!" and she halted abruptly.

She stood a moment looking at a small, wiry woman, who looked back at her.

"I see by the paper," the woman began, "that you have a furnished room for rent."

"Yes," was the reply, "one—a large room with an alcove. But you are a woman."

"Yes," returned the woman, in a melancholy way, "I am," and hung her head.

"And I would prefer to rent my room to a man. When I had a large house I didn't mind women so much. I took a few of them. But now I much prefer men since I am so cramped for room."

"Why?" asked the woman.

"Well, for one thing, because a man isn't half the trouble about a house that a woman is. He never wants to putter around half the day ironing handkerchiefs or neckties and burning the gas just for the fun of it, as a woman does, and he isn't always trying to find out how much rent you pay and whether you have paid it or not, or how much the other roomers pay or whether they have paid it or not."

"But they are not all like that, are they?" interposed the woman. "Surely not!"

"Nearly all," decidedly. "That is, all I've ever had anything to do with. A man is different, you see. For one thing, he is hardly ever about the house at all."

"Well," reasoned the woman, "a woman who is out at work all day long, who isn't about the house at all,

she wouldn't be more trouble than a man, would she?"

"You never know when they are coming snooping in to see what's going on. You can't count on them. Now, when a man's away he's away. And while he is away you have the use of his room. It's nearly always the same as if it wasn't rented. It's yours until he comes home again at night, and that's a mighty good thing, I can tell you, to have the use of your rented room all day when you are cooped up in a little flat. A woman is mean. She always wants to get the use of her money. Because she has rented a room she wants to stay in it all the time, day in and day out—every blessed day and night she wants to stay in it. Women are mean. But you can look at the room if you like, as long as you are here," she finished.

But the woman said it was hardly worth while and maybe she would call again, and went down the steps and through the long, dark hall, half ashamed of her sex for being so

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mean as to want to stop in a room all day long and night, too, just because she paid for it.

She rang an old-fashioned bell at a house this time, and an old-fashioned woman opened the door.

"I should like to see your rooms," she said, smiling pleasantly in an apologetic way.

The old-fashioned woman looked at her hard.

"Be you one o' them actress wimmin?" she queried.

The woman started back with a suppressed cry. She wished she had a looking glass to see what was the matter with her hat or her dress to make the old-fashioned woman ask her that, but there was not a glass in sight.

"No," she answered. "Why?"

"You sort of had the look of one," explained the old-fashioned woman. "Yes, we've rooms, but we don't take nobody but gentlemen. You're less liable to accidents with gentlemen. Now, you, you earn your own living, don't you?"

The woman had to own that she did.

"And I suppose, earnin' your own livin', you are often hard up?"

It was the truth. The woman had to acknowledge it.

"And I suppose, earnin' your own livin', you have money in the bank now?"

The woman shook her head sadly. "None," she said.

"Then what would you do if you should happen to get sick on my hands?"

"There are hospitals," returned the woman, stubbornly. She had been in one.

"But the trouble and the worry and the expense," objected the old-fashioned woman, "of getting you off to a hospital. Think of that. And all falling on me. No. We don't take women here. We take men."

And the door suddenly shut.

The woman went slowly down the steps, and, seeing a sign of furnished rooms on the other side of the street with a full-grown tree in front, she crossed over and, going up the steps, rang the bell. It was a neat house. The steps showed much evidence of scrubbing. The window panes glistened. The curtains hung as spotless and white as much washing could make them.

The woman loved cleanliness. She was so busy rejoicing in this immaculate spot that she failed to hear the opening of the door. Soon a voice said impatiently: "Well!" and looking around she saw an old lady in a white apron.

The old lady's hair was white. Her cap was white. She kept the house in neatness.

The woman kept thinking to herself, "This is the place for me. If I can find a room here I camp here for life," and there was joy in her eye and a smile on her lips as she repeated her formula in regard to a room.

"We don't usually rent rooms to wimmin," said the old lady, looking critically at her over her spectacles, "but if you are a steady going busi-

ness woman and behave yourself, I don't mind."

The woman said very meekly that she tried to behave herself, whereupon the old lady seemed to melt.

"That's right, that's right," she said briskly. "A woman's got to behave herself or she can't stay in this house a minute, not a single minute. I won't have none o' them there painted and powdered wimmin here a settin' round; I won't."

The woman couldn't help laughing, and there was where she made her mistake.

"Do the men always behave themselves?" she asked, making another.

"Of course they do," flashed the old lady. "They go out in the morning and come back at night and that's all there is to it. Now, are you a married woman?"

The woman was meeker than Moses by now.

"No," she said, "I am a widow."

"A widder!" repeated the old lady in a tone which filled the woman's soul with dire foreboding. "Well! this room I've got wouldn't suit you. I know it wouldn't. Not at all. It costs too much for a widow woman. If you had a husband now bringing in money all the time you might afford to take it, but a widow with nobody to support her! No. The room wouldn't suit you at all."

"But suppose I am able to earn my own living," interposed the woman. "What then?"

The old lady was not to be appeased.

"No," she reiterated, "this is no widow's room. It's a man's room." The woman kept wondering what the difference was, but didn't dare to ask. "It's a man's room," the other declared.

"How much is it?" questioned the woman.

The old lady fixed her firmly through the glitter of her glasses.

"Sixteen dollars!" she replied.

"A week?" frowned the woman.

"A week," replied the old lady.

"With board?" further questioned the woman.

"Without board," said the old lady with a clank of lips which served to end the interview.

The door then closed on the woman.

All the doors appeared to have shut on her. She didn't know whether to laugh or to cry. She wished she might sit down on the steps a minute and find out, but she was too much afraid of the lynx eye of the old lady to do that. She thought she saw it peer out at her through the snowy lace of the curtains, so she

went down the steps and along the street, wondering what was to become of the women who wanted furnished rooms, and nearly wishing she were a man and done with it, so she could get one—nearly, but not quite.

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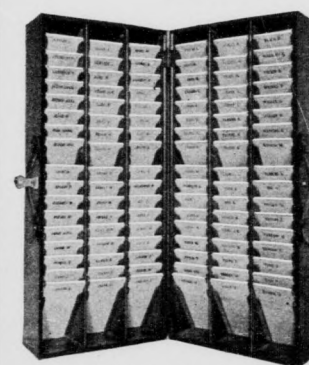
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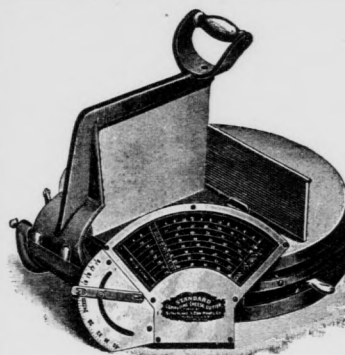
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The Making of Good Sole Leather.

One of the maxims of the trade is that good leather can only be made from good hides. Damaged green-salted hides or sunburned dry hides are not good material for leather making. Give me plump green-salted hides, and I will guarantee to return them as first-class marketable sole leather.

The tanning of sole leather is comparatively simple. It has been described as a gentleman's business. No dressings, blackings or stains are required, as the leather itself is all that is wanted.

After the hides reach the tannery they are thrown into a pit of cold water. They are pulled out the next day, the dirty water withdrawn and fresh water run in, and the hides again immersed. In two or three days the hides are thoroughly softened and fairly freed from blood and dirt. They are now placed on a convex beam, and the adhering pieces of fat and flesh pulled off by a two-handled dull knife worked by a beamsman. There are excellent machines for fleshing hides, and they are largely used. After fleshing the hides are put in pits of lime water and hauled from one to the other for about three days, and this results in swelling the fiber so that the hides when pulled up on a convex beam and worked by hand or machine can be readily deprived of the hair. After this process they are thrown into cold water again, and twelve hours later are hauled out and again worked on the grain, so as to force out as much lime as possible. Some tanners bate hides after liming so that the lime may be more thoroughly expelled.

The dirty and odorous hides which we began working a few days ago are now clean and white on both sides, and smell sweet enough to be put into a dairy. Instead of a dairy, however, the hides, which may be whole or split from face to tail, are now put into vats containing very weak and sour tan liquor. There is little tannin in this liquor, as it was drawn from a vat to make way for fresh tan liquor. These handlers are the nursery of what is known as non-acid sole leather, and the hides are handled or rocked in these sour liquors for about a week. The skillful tanner sees that the liquors are mild and clean, so that the fiber of the hide when ready for the fresh or sweet tan liquor is in proper condition to receive it. The hides are now placed in a vat of fresh bark liquor, commonly spoken of as "sweet" liquor, and left there for a week or ten days. At the end of that time this liquor is quite sour, and is pumped to the handlers to feed new or "green stock," and a fresh, sweet liquor is given for the second lay-away.

In like manner the third and fourth lay-away are given, and probably from two and a half to four months

are required for tanning, all depending on the thickness of the hides. To supply the sweet bark liquors for tanning large quantities of bark are ground up in iron mills, and in this ground condition conveyed in endless elevator belts to great tanks, called leaches, which hold from eight to ten tons of ground bark. Each tannery contains a number of such leaches, and each new one receives the liquor of the next one in strength, so there is a great pumping all the time all around. In a few hours the tannin in the bark is dissolved, the plug pulled, and the liquor run to large pits called coolers, and from there pumped as necessary to the tan pits.

In making what is known as vitriol or acid sole leather the handlers are not used, as this early work is done in vats containing a mixture of sulphuric acid and water, in which the stock remains forty-eight hours. This acid water is very weak, and its purpose is to swell and plump the fiber of the hide so as to put it in shape for being fed by the tan liquors.

Sweat sole leather is made from dry hides which are thoroughly soaked and softened in water, and then hung in rooms with thick walls and roofs, which are dampened and moderately warm. When the doors of such rooms are closed after hides are put in them, decomposition sets in, and in a few days the hair of the hide yields to the pressure of the fingers. The hides are then taken away to be unhaired. The sweating process makes hides feel very thin and soft, yet after being pumped in vitriol and given good tan liquor they thicken up and yield good weight in leather.

The preliminary or beam-house work for oak and hemlock sole leather are alike, so far as soaking, liming, leaching and unhairing are concerned. Hides for oak tanning are pumped in the handlers, and not suspended in vitriol vats. Union sole leather is pumped in sour tan liquors, and tanned by ordinary hemlock bark liquors, with this difference—that as each side of leather is laid away it receives a heavy coat of ground oak bark. By degrees the oak bark moderates and tempers the action of the hemlock liquors, and explains what the term union means—mellow and easy sole leather.

These are brief outlines of the making of sole leather, but the best results are only obtainable when every step is carefully studied. Successful tanners make a point of bunching hides of about the same weight together through the different processes. Few tanners would be so negligent as to put light and heavy hides in one pack, and thus run the risk of producing unsatisfactory leather.

After tanning the leather is hauled out and allowed to drain, and then scrubbed with plenty of water with a strong machine and sent to the drying loft. Here the surface is smeared with a mixture of oil and water, and the leather hung up to dry, which takes about a week. Each side is now sprinkled with water, or dipped in a water tank, and put away in



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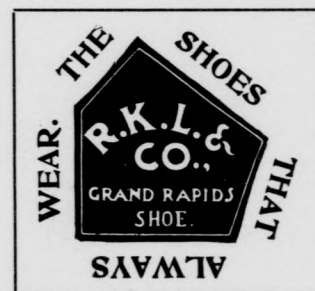
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a damp and cool place to mellow, or sammy. Two days later it will be found that the water has penetrated the fiber of the leather and given it a certain elasticity, which yields and flattens under the presence of the rolling machine. The brass roller not only makes the leather firm and solid, but also gives it a fine polish. After being suspended for a few hours the leather is re-rolled, and is then ready to be weighed, sorted and shipped to market.

I have not said anything about the quick processes for making sole leather, that has to stand the test of time, and there is still ready sale for sole leather made in the slow, old-fashioned manner. It should not be inferred that sole leather tanning has remained stationary; far from it. The processes are being better understood and less time is employed than formerly, but it should not be forgotten that it takes time to produce mellow and durable sole leather, with strong fiber and excellent wearing qualities. Some tanners use extract alone for making sole leather, and many others use a percentage of it. Bark extract does good work in strengthening leach liquors, particularly when used with heavy hides.

It is not difficult to make good leather, and it is also easy to make bad leather. A careless tanner may let the hides soak too long in water, or the limes may be so strong as to swell the hide fiber unduly, so that when it goes to the tan liquors the action will be too quick and penetrating, and brittle material will be produced. Or if it is a non-acid process the handler liquors may be so weak that, instead of feeding the hides, the hides will feed them. If the "sweet" leach liquors are too weak the hides will suffer. If permitted to stay too long in tan liquor which has turned sour, the leather will be dead to all appearances when it goes under the rolling machine. If leather is rolled when too damp it will show it, and if rolled when too dry will always be unsatisfactory.

Many buyers and sellers of sole leather and bottom stock go through the world from year to year without knowing how their familiar material is changed from raw stock. While it has not been possible to do more than lightly touch on sole leather tanning, during this brief article, what I have said may possibly stimulate those who have never visited a sole leather tannery to do so at the first opportunity, and they will be well repaid for their enterprise.—Shoe Trade Journal.

Footwear for June Brides.

From Easter time to June there may be noticed in certain factories an occasional pair of white slippers marked with a special order tag. To the average mind there is nothing out of the ordinary about these white slippers, but the man who looks for a little romance in his industry readily recognizes the footwear as bridal slippers. The fad for such slippers is growing steadily. Of course, for a multitude of Easter and June brides the ready-made white kid or calf

slippers to be found in the retail stores are very satisfactory. But the particular girl, the girl who wants "just the very nicest" for trousseau, has her wedding slippers made to order.

Particular attention is paid to these made-to-order shoes, partly from the fact that a particular price is paid for them, and also because there is in making them just that sentiment that makes the whole world akin, and the busy shoemaker wants to do his best to make the bride happy, even although he does not know her.

Most of these slippers are made up in white kid to-day. Occasionally a pair of slippers of white satin or of some material to match a dress, is called for. Everything about these slippers is made in white, and special attention is paid to having the edges and the heels a pure snowy color.

As long as men can trace back in this civilization white has been the bridal color, the symbol of innocence. Lynn shoemakers have been making white shoes for brides since the early days of the trade, and many excellent specimens of shoemaking of cordwainers of other days are preserved, for bridal slippers and other wedding fineries are handed down as heirlooms in many a family.

One pair of these old-time wedding slippers, which has lately come to light, was made probably before the war. The material is kid, and the linings are of sateen and cotton. A broad bow of kid ornaments the instep, and two baby ribbons passed over the instep to hold the slipper on. The slippers were made on a straight last, and they had broad, almost brick square, toes. A clever turned workman made them and he skived down the sole and sewed it so neatly that the seam between the sole and the upper is not visible. The vamp was also sewed by hand, and a narrow ribbon binding was also sewed in the same manner. The work was done in a skillful manner, and it is doubtful if it could be duplicated to-day, for few, if any, are skilled in "binding" shoes in these days of labor-saving machinery.

The slippers are without heels or counters, and they are so flexible that they can readily be doubled up so that the toes touch the backstays.—Shoe Retailer.

HARNESS

Special Machine Made

1½, 1¾, 2 in.

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

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

ALWAYS A LEADER IN FASHION



\$3.50

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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.

No.
442

Men's Kangaroo

Bellows Tongue Bal

½ D. S. Standard Screw

French Toe Plain

This Shoe is Made for Hard Service

Nothing to equal it at the price

\$1.60

Hirth, Krause & Co.

Grand Rapids, Mich.

Some Sketches of the Customers Who Chance In.

"Did you ever see anything so exaggerated in your life?"

"No, I never did; you never run across any such people in real life."

"I would think they would try and be true to nature in their characters. They would be just as funny."

These were some of the expressions I heard in coming out of a theater the other day, where an attempt at a rural play was being made. It was true that from very ignorance some of the actors got their inspiration of rural characters entirely from the colored supplements which Sunday papers did not draw very close, but it was surprising how close more of them came and how little real exaggeration there was, even when a conscientious attempt had evidently been made to exaggerate.

The fact of the matter is that, to the observing person in a shoe store, rural or city, it does not make much difference a large proportion of the characters who come in, if they were put upon the stage just as they were, would be considered as over-drawn, incorrectly made up and in every way without duplicates in real, every-day life.

Hi. Ball and I got to talking about this thing after I got back from my trip to the city and the theater, and we resolved that, for half of a day we would keep close track of the characters who came into our store who were a little out of the ordinary, and we selected last Friday morning for it.

So as to be ready for all hours we got down quite early, to the great astonishment of little Willie Fitem and A. Small Sizer, who were sweeping out. We resolved not to wait on any customers ourselves unless we had to, but just to keep watch.

The work in the shoe store went on. Willie and A. Small were giving an object lesson of how thoroughly they did their morning's work, although I am uncharitable enough to fancy that their efforts were, perhaps, a trifle exaggerated, like the characters on the stage, because of the presence of one of the bosses and the senior clerk.

We waited half an hour before the first character stepped on the stage in the daily drama of shoe store life, and then it was a well-known village celebrity, "Misery Miller." Now, if any of the theatrical patrons whom I had heard criticising could have seen "Misery" just as we saw him that morning, only taking a part on a real stage, they would have insisted that the characterization was a libel. "Misery" has a fringe of black hair around his head, which has never seen a comb. The top and back of his head are bald. He is clean shaven, or rather was, about ten days ago, and he wore, on entering, a derby hat with the crown so low that, if you saw it on the stage you would say it was a stage hat, made especially for low comedy and never worn in real life. His coat was a Methodist minister's cast-off distinctive coat, cut off just below the waist, and buttoned tight around; that is, it was

buttoned where there were buttons, and where there were no buttons it was pinned. And it was pinned so tight that I strongly suspected that if there was any shirt at all it was only a wrapper and not a Sumatra wrapper at that. His trousers must have been fished out of the bottom of the trunk of a man who was a dude eighteen years and six months ago. They must have been tight for the original owner, but on "Misery's" plump legs they fitted like fleshings. His shoes never came from this store. If they did I won't admit it.

But he was not a customer, after all. His entrance was prompted entirely by the thought of a possible nickel loan from A. Small, for whom, I have learned, he sometimes performs favors with the furnace ash can in the cellar.

The two other customers came, both of them the sort that are kept in type. Man with derby hat, mustache, cutaway coat, creased trousers, stand-up collar, black four-in-hand tie, and lady with ready-made cloth suit, shovel hat, with feathers close down and a teasing veil.

Then came another character sketch. Uncle William Mauser, from Abrams Forks. Uncle had a wool boot, covered by an arctic on one foot, and a rubber boot, covered by the foot part of a ragged old arctic stocking on the other. One trousers leg was outside the rubber boot, and the other was inside the felt boot.

He had on a blue army overcoat with cape of the old style, tied around the middle by a piece of wool twine, and a straw hat with a narrow brim and polka dot ribbon band. I can figure where he got the other articles, but that straw hat gets me. Uncle has a set of whiskers which look as though they were glued onto his chin with sorit gum and that a slight pull would reveal him as a 22-year-old, made up as a farmer, for his eyes are blue and his face above his chin is that of a school boy. And would you believe it, Uncle carried a grip made of carpet, and when he opened it he pulled out a woman's shoe, size 8, which had been worn in all sorts of weather, and a boy's shoe, size 4, which had been worn in all sorts of weather, and a girl's shoe, size 13, which had been worn in all sorts of weather, and a farm hand's plow shoe, which had been worn in all sorts of weather, and some other kinds of weather besides. He wanted duplicates of each one of them, and he got them and paid the cash without much conversation or quibbling, so he disgusted Hi. and me because he didn't make any sort of a sketch of character.

But he hadn't wandered out of the door before a woman came in with a man's undercoat on for a jacket, a skirt which some athletic woman must have worn once, because it was very short, and this woman must have been taller than the other woman, and she wore a large bustle, which both Hi. and I were sure was never worn by the original woman. She had a hat which is called a "felt shape" by milliners, and it certainly was. It had been a trimmed hat

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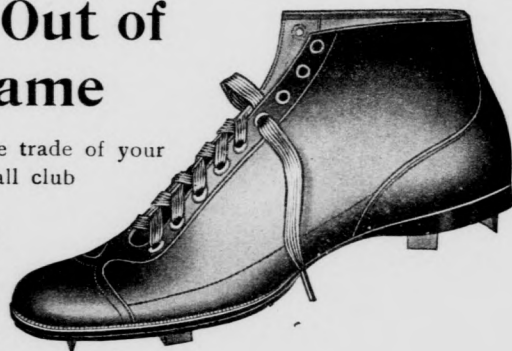
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You Are Out of The Game

Unless you solicit the trade of your local base ball club

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Order Sample Dozen



And Be in the Game

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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.

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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.

once, but somebody had ripped off all the trimming before our party got it, but she went on wearing it just the same, merely pinning a wing on one side. Hi. swears that it was just such a wing as his grandmother used to save when she killed hens or turkeys to brush up the stove hearth and little Sizer admits that he thought it had been used for the purpose and merely caught up and pinned on for special adornment, and would be used for brushing up again when the customer got home.

The original designer of the hat had planned to use stick pins to hold

to take them as they came.—Ike N. Fitem in Boot and Shoe Recorder.

A Phenomenal Hen.

A recent number of the New York "Sun" states: "After five years of careful breeding for egg production, regardless of all other accomplishments, Professor George M. Gowell, Agricultural expert at the University of Maine, has succeeded in obtaining more than forty hens that have yielded more than 200 eggs each in a year, and has produced one hen which has laid 251 eggs within twelve months, thus beating all previous re-

THE LESSON FOR THE UNION MAN.



"Is this true, John? Did your union do this?"
 "Yes, the men have confessed."
 "Did—did you have anything to do with it?"
 "Of course not! That hurts unionism a lot more than losing a strike. The officers planned it and paid the money."
 "The money paid in as dues by you and your friends?"
 "Yes."
 "How do these bad men become officers?"
 "Oh, they and their friends attend all the meetings and sort of run things."
 "But there are a great many more good men than bad ones in the union?"
 "Yes."
 "But they don't get out to the meetings and sort of run things?"
 "I suppose that's it."
 "Well, what are you and your friends going to do about it?"—Chicago Tribune.

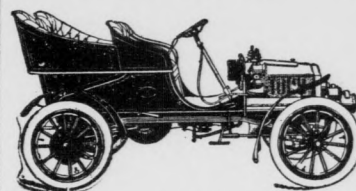
it on, but our model didn't have hair enough for that purpose, and so she had sewed on rubber tape, such as you make garters of, to go under the knob of hair on the back of her head, and had also pieces of soiled ribbon, one piece white and one piece light blue, tied in a bow under her chin. And she also would have done nicely as a character on the vaudeville stage but she would have been called an exaggeration on real life.

And then an Indian squaw came in, followed by a Polander, and an Italian and the regular grind of the day's work being ready Hi. and I had to stop our observations and begin

ported records in egg yield. The hen is a small Plymouth Rock of pure strain, although not shaped according to the standard type. She is not only under the size demanded for perfect specimens of the breed, but her wing barring is imperfect and her neck is too slim for her body. In spite of her defects, as viewed from the standpoint of the fancier, she is in actual performance the most valuable hen in the world, being capable, under average Maine conditions, of returning to her owner a net profit of 176 per cent. a year."

Happiness is wholly of the heart.

Mack the Mechanic New Oldsmobile



Touring Car \$950.

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

Adams & Hart

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

Mack the mechanic, who makes machines, is a man who always says what he means.

And you may bet with all your might What he says is surely right, And if you bet you can not lose, For Mack says HARD-PAN are the shoes to use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

Grand Rapids, Mich.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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



Come With Us

We are after the live, pushing, money-getting shoe retailers who read the Tradesman. We know you are intelligent, keen, far-seeing fellows with an eye to business and the almighty dollar. That's why we talk our great specialty

The Skreemer Shoe

to you. We have something to offer one dealer in each town, and the thing for you to do is to send for our salesman and let him explain matters to you. We will help make your shoe business the largest in your town.

MICHIGAN SHOE CO., Distributors
 DETROIT, MICH.

THE PRICE OF SUCCESS.

It is not stopping when the fight is won;
 It is not resting when the march is made—
 But it is pressing ever on and on.
 It is not ceasing when the game is played
 Nor folding hands when one task has an end—
 The laurel withers and the bay will fade
 When the last hill is climbed, the last song penned,
 The last nail driven, the last girder laid.
 One prize achieved? Ahead then glows the next;
 He who would win must make the further quest.
 Success is his who, wearied and perplexed,
 Still ever onward to new goals has pressed,
 Who sees each day more misty heights to climb,
 Who feels each day new thrillings in his breast,
 Who does not count the loss of thought or time
 That brings him step by step up to his best.

W. D. Nesbit.

THE TURNING POINT.

Two Salesmen Effect Reformation in Fellow Worker.

Written for the Tradesman.

The two young fellows had just come out of the Broadway. It was "no snide of a play," as one of them remarked, "but while those things are always fine, and ought to be in stories and on the stage, it can not be done anywhere else.—I've a letter to drop into the postoffice. Come on down. It isn't so very late," and they turned down Seventeenth street to the postoffice. "Here is a cigar to keep you awake. There's no mistake but that play's a dinger, all right, but that's the sort of friend a fellow wants if he's going to have any; but it isn't the kind that's hanging around this old town."

"Oh, I don't know. You can't always sometimes tell. Pretty tough outlook when all that's good is dead and the world goes poking along any old way towards the everlasting bonfire! I guess you're off, Jim. Don't get pessimistic. Friendship—the genuine thing—isn't lying around loose anywhere, but it's right here in 'our midst' just the same. It's its rarity that increases its value, but it stands, Jim, as true as when our grandfather, ages back, said it, and that numerous army of grandchildren of ours that are going to rise up and call us blessed are going to believe as strongly as we do that 'a friend in need is a friend indeed.'"

"Let us hope so. There will be need enough of it. That makes me think of Jack Grovener. Do you know, Joe, that he's one of the best fellows that walks with two legs?"

"M-no, I don't. He gangs it too much and his isn't the right sort of gang. When he first came here—that's something over a year ago—he seemed all right—I guess he was all right—but that confounded, dirty-lived Miles got hold of him and the boy isn't the same fellow. He's been going down ever since the intimacy began and it's a question in my mind, and has been for some time, whether the time isn't pretty near at hand when it's going to be too late to mend."

"What was it you said a minute ago about the good's being alive all right? Why not bring it to the front and see how it works? Jack Grovener is going to the—well, we'll say the dogs—because he's got into bad

company. He's a good fellow at heart; is, in fact, his own worst enemy. He comes from his far-off home among the New England orchards with a mother's kiss upon his—brow sounds best, so brow it is, if it does interfere with the facts—and he gets into bad company. Down hill he goes, when just as he gets to the ditch at the bottom of the—hold on! Did you hear that? 'Rocked in the cradle of the deep,' that's Jack Grovener's voice. Isn't it grand! He's just swallowed his third drink. What do you say to taking him in hand and save him for himself—for to-night anyway? I'll put down my pessimism, I'll swap it for your optimism, and let's try the truth of the proverb on Jack. Faugh! the idea of Jack Grovener's being down there in that hole! Come on, brother Samaritan, let's turn up trousers and wade in!"

Down the wide steps they went—"facilis descensus Averno"—Virgil's way of saying that the way to the place downstairs is easy—guided by the song that has made writer and composer immortal, and they entered the gorgeous saloon in time for Jim Damon's rich tenor to harmonize with the magnificent bass that, from the curtained compartment where Jack Grovener and his party were enjoying themselves, was flooding the beer-scented air with

"And calm and peaceful be my sleep
 Rocked in the cradle of the deep."

"Jim Damon, by all that's good! and down here! Let's have him in here and sing that last verse over again. Come in, you Jim!" shouted the basso, and to the utter astonishment of the bibulous party in came the "aristocrats," as the rest of the clerking force of "Warman & Wye" dubbed them.

In this mood there was no putting Grovener off and up from that basement clear and sweet and beautiful rose the sacred song. The effect was the usual one. There was no filling of glasses and as the party came from the compartment Jim and Joe flanked the man who was his own worst enemy and went off with him up Capitol hill, singing as they went, more than one home-going pedestrian, as he climbed the hill, stopping to listen to the "Stars of the Summer Night," that the splendid duet poured forth on their homeward way.

"Heavens! What a bass, Jack!" exclaimed the other two as the song died away; "and heavens! what a

tenor," exclaimed the astonished and equally delighted Jack, "what's to hinder some more of this sort of thing sometime when we feel like it? Good night, Damon, my sweet singer! Good night, Gerald. That 'Cradle of the deep' always makes me think of my own cradle and the face bending over me in it. I hope you'll have as pleasant dreams as I know I'm going to have. So long."

"Joe and I are going to luncheon at the Home Dairy, Grovener, and we want you to go along," was Jim's invitation a few minutes before 12 o'clock the next day. "We've been talking over last night's soiree and we can't wait until night without doing something about it. We've a piano at the den and Joe fancies he can play on the fiddle. We've a lot of stuff we like to run over once in a while and we want to see how that 'Cradle of the deep' will go under more favorable circumstances."

"Tisn't exactly a saloon song, that's a fact; but it wants a good baritone to lift a fellow off his feet!"

"There's just the place where Joe comes in, or thinks he does! You ought to hear him and you will if you come over to-night. Do you think you can?"

"Well, I guess! I had a sort of a date with Miles; but that will keep, and if it doesn't it's no matter."

So the three went over to the Home Dairy and had a good luncheon together. They talked music from the down-sitting to the uprising. They found as all music-lovers find that, while each has his favorites, they agree on the stand-bys and by the time they got back to business, the evening's programme was made out, and all the afternoon long each was busy with "The Song He Loved the Best."

"Shall I come around for you, Jack?" asked Miles as they left the store. "You know this is the night," a heavy accent on the "the."

"I know; but we shall have to give it the go-by to-night, anyway. It's one of those things that'll keep."

"Better come around and have our after-dinner cigar, hadn't I? I've got a banger for you."

"Have got!" The New England blue blood turned up its critical nose.

"I'm afraid not. I'm urged to come early and stay late and 'circumstances over which,' and so forth, preclude," and Gerald and Damon then coming up the three left the store together.

That trio had a good time that night. They began with "Rocked in the cradle" and they made a magnificent "go" of it. The first bar told each of them he had found what he had all along been looking for and when that song was sung they had to have a prolonged session of the newly formed mutual admiration society. Of course the "Stars of the Summer Night" followed and after that the real fun began. They found they all knew the same songs, rag-time and all, and they had hardly finished their first selection when there was a gentle rap on the door, followed by the request that they would "leave the door open," if they

didn't mind. They didn't, and the applause that came thundering up the stairway was received as gladly as it was given.

That wasn't the best of it, though. They got tired of singing after a while and when Damon wondered how a little instrumental music would go, Gerald thought it would be all right and taking up his violin began tuning it. At that Damon, already at the piano, began to turn over his music, when to the delight of the other two Grovener took a flute case from his overcoat pocket and began to put it together. After that I guess it was "Begone, dull care" and no mistake! For two good hours the ears downstairs and the stars high overhead were equally interested; and there isn't any doubt but that the applause below was surpassed by that above, only the distance was too great to be overcome in the last instance! Then they closed the door and there were refreshments—without beer, thank Heaven!—and a little wholesome talk of matters and things that had drifted into their daily lives. Then Jack Grovener went home, saying as he left his new friends at the threshold, "The best evening I've had outside of New England, thanks to you two."

That was their first good time together, but it was by no means the last. The fame of the trio spread, especially Jack Grovener's bass, and the basement saloon and the basement companions never knew that singer more. No, there was no cutting nor was there any dodging. After two or three determined attempts to establish the old relations, Jack in reply to Miles' appeal simply said, "No, I guess not. I don't care for that sort of thing any more. I know now that I never cared for it. I was not born that way and I was not brought up that way. We Eastern fellows admire your freedom from conventionalism and your breezy manhood; but we don't like your unbridled animalism and that's a fact. We'll stand toe to toe with you on the dividing line for the manhood on both sides to shake hands, but anything more for me degrades and I'm not equal to it," and so each went his way.

One evening months after the "Concert Night," as the boys always called their first singing together, the three were making the most of a quiet Sunday afternoon in their pleasant quarters, for their rooms were together now and Jack, sending skyward a tremendous puff of fragrant blue and watching its graceful curls, said:

"I guess you two fellows don't know what you did for me the night you came down into Grutchers' and helped me out with 'Rocked in the cradle of the deep.' I'd got so I did not care for anybody or anything. I got to going with Miles and—well, he's rotten clear through and I know now the rotten specks were coming out pretty thick on me. Miles had made out a night for us, and he was working me up to it for all he was worth. I had reached my singing line and sing I had to. I had heard

Damon's tenor before but somehow I got the notion into my head that you two were high-flyers, if you know what that means—something a good ways above human, you know—and the idea of your coming down—that was a come down indeed!—into Grutchers' fairly took me off my pins! It was your taking me each by an arm and getting me out of there that did the business for me. It showed me that the world and the people in it are not so bad after all. I thought they didn't care, and they do; that they didn't care for me, anyway, and then you two took me in hand and showed me that you did; that friendship wasn't dead—hadn't even gone to sleep; and loony as I surely was that night when you took me home I had sense enough left in me to think and to say that 'a friend in need is a friend indeed'—say nothing about two friends!

"That was the turning point for me, boys. If you had not taken me in hand I should have been 'a goner,' as Miles is now. If you'll look back you'll see how things have been coming my way ever since. Two promotions; and—what do you think Mr. Wye said only the other day? 'We'd about made up our minds, boy, to give you the grand bounce and if you hadn't stopped just as you did we'd sent you overboard.' So here's to the old proverb and here's to the two fellows who proved its truth!" and you can bet your bottom dollar that Jack Groverner's toast wasn't "done" in beer! Richard Malcolm Strong.

The Morality of Business.

Exposed in all its nakedness, what is the morality of "business" under the competitive system? It is the morality of the flesh-eating carnivora, curbed and bitted, so far as may be, by those restraints of civilization, the criminal laws. Men call its results "the survival of the fittest," a phrase borrowed from laboratories, really signifying the triumph of ruthless force and the strongest intellect unswayed by the emotion of pity or the spirit of love. The mere phrase, so common, "business is business," exposes the low moral basis of the whole fabric of our industrial life. Widespread is the belief, especially in the highest financial circles, that the cleverest lawyer is the best custodian of business morals, because he well knows the hide-and-seek convolutions of the criminal code. Great corporations do not retain moral philosophers, they retain the best lawyers; and the question they ask them is not, is this right, but is it within the possible pale of the law? If a thing is not actually and specifically forbidden, like housebreaking, then, according to this standard, it may be done. And, as everybody knows, what is forbidden often becomes respectable provided you are not found out. That a business morality of this muddy aspect has a widespread vogue no one can deny, although we should be prompt to recognize how many honorable men of never-failing honesty there are in all the walks of business life.—Springfield Republican.

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	Shot	Per
120	4	1 1/2	100
129	4	1 1/4	10
128	4	1 1/8	10
126	4	1 1/2	10
135	4 1/4	1 1/8	10
154	4 1/2	1 1/4	10
200	3	1	10
208	3	1	10
236	3 1/4	1 1/8	10
265	3 1/2	1 1/4	10
264	3 1/2	1 1/2	10
Discount, one-third and five per cent.			
Paper Shells—Not Loaded			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg.	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60		
Shot			
In sacks containing 25 lbs			
Drop, all sizes smaller than B.	1 85		
Augurs and Bits			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
Axes			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze.	9 00		
First Quality, S. B. S. Steel.	7 00		
First Quality, D. B. Steel.	10 50		
Barrows			
Railroad.	15 00		
Garden.	33 00		
Bolts			
Stove	70		
Carriage, new list.	70		
Plow.	50		
Buckets			
Well, plain.	4 50		
Butts, Cast			
Cast Loose Pin, figured	70		
Wrought, narrow.	60		
Chain			
Common.	7 1/2	1/2 in. 1/2 in.	
BB.	8 1/2	3/4 in. 3/4 in.	
BBB.	9 1/2	1 in. 1 in.	
Crowbars			
Cast Steel, per lb.	5		
Chisels			
Socket Firmer.	65		
Socket Framing.	65		
Socket Corner.	65		
Socket Slicks.	65		
Elbows			
Com. 4 piece, 6 in., per doz.	75		
Corrugated, per doz.	1 25		
Adjustable	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		
Glass			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
Hammers			
Maydole & Co.'s new list.	dis. 33 1/2		
Yerkes & Plumb's	dis. 40 & 10		
Mason's Solid Cast Steel	30c list 70		
Hinges			
Gate, Clark's 1, 2, 3.	dis 60 & 10		
Hollow Ware			
Pots.	50 & 10		
Kettles.	50 & 10		
Spiders.	50 & 10		
Horse Nails			
Au Sable.	dis. 40 & 10		
House Furnishing Goods			
Stamped Tinware, new list.	70		
Japanned Tinware.	60 & 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.
Metals—Zinc	
600 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd. No. 24-27.	10 80
"B" Wood's pat. plan'd. No. 25-27.	9 80
Broken packages 1/2c 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	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade.	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IX, Charcoal, Allaway Grade	15 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz.	5 50
Second Grade, Doz.	5 00
Soldier	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 3 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's.	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright.	80-10
Screw Eyes.	80-10
Hooks.	80-10
Gate Hooks and Eyes.	80-10
Wrenches	
Baxter's Adjustable, Nickled.	30
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought, 70lb	40

Crockery and Glassware

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



Weekly Market Review of the Principal Staples.

Bleached Goods—The shortage of the coarse and extremely fine lines of bleached goods in jobbing circles is reflected in the primary markets, where large orders are being constantly taken for jobbing accounts. The whole bleached goods division is in an extremely strong position and bleachers have given out notices that further business will be taken at full values only. Spot goods are being sold at very solid prices and buyers do not care so much at what prices goods are quoted as long as they can get quick deliveries. On nainsooks, batistes and cambrics the trend of values is steady and the feeling exists that the coarser grades will advance before the very fine lines. Fine cambrics have advanced $\frac{1}{4}$ c during the past four weeks.

Gray Goods—The gray goods market is even stronger than was the case a week ago and it is more difficult to place orders on lines that are in demand. For export accounts mills are either sold away ahead on 3-yard, 3.25-yard or 3.50-yard sheetings and drills, or they are busy on goods lighter than 3.50-yard sheetings. Export business centers now on goods lighter than 4-yard sheetings, and mills are soon to experience a sold-up condition in productions on these goods similar to what now exists with heavy goods. Some business is being done for September and October delivery, but the majority of cases show that deliveries can not be made as early as this. Domestic buyers find the market against them, but they do not seem to comprehend the situation concerning the future of the market, for, if they did they would have come in more freely, regardless of the prices asked. The manufacturing trades have bought whatever was available in the market, but even so they are sadly in need of a great deal more goods. The bagging trade are in need of drills and duck as well as osnaburgs and heavy browns.

Ginghams—On fine dress ginghams and ginghams of the semi-fine order a very excellent showing has been made in fall lines. The best known mills are on a fair road to being well sold up and are not seeking business at other than to-day's prices. The styles for fall and for spring are very much different from the styles of past seasons' goods and the success of the designers' recent skill is already assured. In novelty lines demand are tending to more simple and serviceable cloths and less is seen of Persian and other two-warp effects. The mercerized and part-silk goods are showing up fairly well at this early date, but more stress is given to the fine cloths of the real gingham order. Manufacturers are paying more attention to finish and weave than they were and

these points bring the new cloths quite on a par with English and Scotch goods. The end and end effects in the cheaper lines of goods are taking very well and apron ginghams are credited with a large business. There is a demand from the exporters for standard staple ginghams and the market is decidedly firm and regular in regard to such goods. The sale of ginghams from first hands within the past month has been larger, so it is stated by the factors in the trade, than was the business done a year ago.

Shirtings and Waistings—Gray and green effects in shirtings and waistings are beginning to show more or less prominence in the designs of cloths that are in demand, and these colors correspond with the tones wanted in woolen and worsted goods. In shirtings floating warp effects in small and regular motifs are taking well, also printed warp-colored woven goods. The cutting-up trade are buying more heavily of shirtings than was anticipated and the best lines are taking as well as the cheaper goods. Waist cutters are paying more attention to staple lines than novelties, although monotone novelties, such as brocades and poplins, are quite active. Novelty lines must necessarily hold off until the last moment, owing to the usual trouble that exists in finding out just what ideas are favored by the makers of fashion. In dress flannels the demand promises to be very good, both for shirtings as well as waistings.

Dress Goods—While in many instances there is not room for improvement—the lines being well sold up—there are many other fabrics which have not as yet attracted their fair share of business; but this week has seen these lines placed in a better light. Duplicate dress goods orders are reported as being placed with more freedom. The buying trade, up to the present time being busy with a late spring business, have been uninterested in dress goods. It is now reported that this condition is changing and that in the primary market increased activity is apparent.

Cotton Underwear—There seems to be no let-up in the demands for heavy cotton underwear. This statement does not necessarily mean that there was a very heavy business done during the week, because there was not. A very good business was done, nevertheless, for so late in the season, and there promises to be considerable done next week. The character of the buying done was of a filling-in kind and there were many buyers who bought more than they usually would because they believe in a very heavy retail demand for cotton goods. Men's heavy fleeces at \$3.37½ were bought where business could be taken and women's-ribbed goods were more active than usual. Some fair business was done in seasonable goods with manufacturers who continue to operate on light goods year in and year out. Concerning prices on spring of 1906 goods, the views of one large commission house may be of interest in this con-

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

For the Benefit of Whom It
May Concern:

For Sale

Without Reserves and in Lots to Suit
Big or Little Buyers, the

Entire Stock of the

Morse Dept. Store

Absolute Dispersal Sale of Goods Un-
injured and Those Damaged by
Fire, Smoke and Water

Craig, Wright & Walker
Fire Insurance Adjusters

nection: This house does not believe that values will be any higher than usual, whether yarns go skyward or the bottom drops out of the market. According to this concern it makes no difference what the conditions are in the market, underwear generally sells around the same figures. If reports are circulated that the knit goods market has advanced 25c per dozen in price, then it can be safely said that the most of the business was done before the advance. According to this house, the business is done at the same values as usual and the advances are made when the productions are all or nearly all sold up. This statement fits well with the trend of values during the present season. Reports of the heavy business done in woolen and worsted goods have hurt cotton goods to no extent whatever, but it remains to be seen what will be done when it comes to the decisions of the wearers of the garments. Statistics will tell you that the public are gradually coming to a point where woolen or worsted underwear will be wholly discarded, but according to the manufacturers of woolen and worsted garments the demands are increasing rather than diminishing.

Jacquard Shirtings—Many of the most attractive fancy cotton fabrics of the season were all white goods with jacquard figures. For instance, one fancy shirting is all white with a groundwork of plain weave and a diamond shaped figure formed by warp and filling floats. It is this figure which makes necessary the employment of a jacquard loom in weaving. Besides the figure there are a series of four-line stripes formed by twisted yarns giving a corded effect.

Carpets—So far as announced, the prices for the new season are not satisfactory to all the manufacturers. On ingrain the advance is ostensibly $2\frac{1}{4}$ c a yard. This does not cover the increased cost of the raw materials, but when a manufacturer also spins his own yarn and is fortunate enough to have some low-priced wool on hand, by mixing the low and high priced wools together he will be able to put his goods on the market at a small profit. All carpet manufacturers do not spin yarn; in fact, the great majority of them purchase all the yarn they use. Spinners are not doing business for pleasure, and as a result the manufacturer who has to buy yarn made from all new wool can not make a profit on his goods unless he lowers their quality by using inferior yarns. Jobbers appear to be well satisfied with the new price list, taken as a whole. They are not expecting a very active opening, in fact, they think it will be early fall before business shows much activity. The past season has been the dullest that house-furnishing men in general have experienced for several years. There are incipient signs that the dullness is passing, but no one expects any great revival during the warm weather. Dealers are at a loss to account for the dullness.



"I'm from Chicago."

Thunder Attracts Attention

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

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

Puritan Corsets

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

Puritan Corset Co.

Kalamazoo, Mich.



A NEW LOT

of leather goods just received.

We desire to call your special attention to the \$2.25 and \$4.50 per dozen Hand Bags, which are exceptional values. We also have grades at \$4.25, \$9 and \$12 per dozen. Will make up an assorted lot if you say so.

Grand Rapids Dry Goods Co.

Exclusively Wholesale

Grand
Rapids
Michigan





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

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

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

Commercial Travelers the Real Diplomats in America.

Europeans sometimes say that we in the United States have no diplomats, that we have not trained or grown any, that we do not know what diplomacy is, says an American manufacturer. Their definition of diplomacy is to obtain what you want by intrigue, indirection and corruption, and they confine diplomacy to politics and statecraft. This half sneer of Europeans is true if we look only at foreign politics. Our foreign ministers and ambassadors have usually wanted little, but have clearly known what they wanted and have gone straight for it with so much vigor that the other side generally yielded, with much astonishment at such queer, direct methods.

But our foreign friends have made the mistake of thinking that politics, and particularly foreign politics, is with us, as with them, a life interest. It is not. When it becomes necessary we will train men to diplomacy or take them out of the vast and growing army of business diplomats. To business has our talent—yes, genius—for diplomacy turned, and in business have we trained a vast and growing army of diplomats, men who travel all over the country selling goods, closing deals, making contracts. These are our real diplomats and of these foreign critics know little.

About six months ago, my business took me to San Francisco. It is a long ride and for two days we met on the common footing of the sleeping and dining cars, with nothing to do but talk, play cards, write an occasional letter and eat. The second day out four or five travelers who had got well acquainted started talking on this subject of business diplomacy. It could easily be seen that all were masters in the art of adapting themselves to each other and to circumstances. In the freedom of this enforced intimacy and leisure each spoke candidly.

One was selling cloaks and dresses, representing one of the largest manufacturers in the country. He said: "Why, of course, I give presents, or, if you prefer to call it so, commissions and bribes. You can't do business in any other way. I'm not paid a salary of \$10,000 a year to hesitate at a little check-giving when I can't get the business otherwise. They all do it. You know the case of Brown, who bought for A. & B. (mentioning one of the largest department stores in New York City). He used to turn

over to C. & D. (a prominent manufacturer of cloaks and dresses) business to the amount of \$300,000 or \$400,000 a year. They gave him a brown-stone house uptown in New York, where he lived for years.

"Everyone knew it, and it is said that both A. and B. knew it at the time, but they said they did not care if Brown did get houses and money; that he had made his department pay big profits and that was what they looked at. Later on C. & D. actually made Brown one of the partners in their firm, so that he shared in their profits, and he was still the buyer for A. & B."

Later, when others had talked, he said: "I have an understanding with my house that I can draw up to \$25,000 a year and no questions asked. I always carry several thousand dollars with me." And here he showed a roll of bills. "Ofttimes I meet a squeamish cuss and have to handle him with gloves. I'll get him around to my hotel in the evening and we'll have drinks and cigars served and a little game of poker; of course, I always lose. Nothing is said, but I book a good-sized order before I go, and really that is one of the cheapest methods. When the man comes right out and asks for money then I usually have to pay a big price.

"Once, after I had lost \$300 at cards, the buyer wasn't going to give me a decent order. If I had not suggested that his boss would not like to know how heavily he had played poker with me I'd have lost both that order and my money. The next time I went to his city he came to my rooms and we had our game of poker, but I can play when I want to and handle the cards a little.

"I saw that he drank heavily, and before midnight he owed me \$700. You never saw such a scared man. I got his I. O. U.'s before he left. Then I persuaded him to have just one more round and I lost \$100 to him and gave him back part of his signatures. The next morning I said he need not worry, but pay me when he could. Then I got him to my sample rooms, and when we got half through the order I saw it was not going to be as large as I wanted, so I suggested that he increase this item and add that other.

"He looked a little queer; so I took out one of the I. O. U.'s and tore it up and handed it to him. He increased the order as I wished, and before we got through it was over \$10,000. I then tore the others up and gave them to him; he was mightily relieved. The next day I gave him three \$100 bills. Since then he never plays poker with me, but I always give him money."

There was silence for a moment, and then an elderly, fine-looking man said, meditatively "I am an insurance adjuster, and you would not think that I ever had to use money, but I do. On the small losses and in the country there is never any trouble, although often we have to pay far more than the value of the goods burned. But these losses I do not attend to, but only see to the big ones in the large cities, where the

loss will amount to hundreds of thousands and occasionally to millions. They usually get one of these firms of adjusters—I work for the companies—to manage their interests. If I only had the principals to deal with it would be an easy matter.

"It would take time, because the owners naturally think their property is worth more than it really is, but tact and management will usually pull the toughest matter through. But when one of these infernal Jew or Yankee adjusters gets hold of a big loss and ties up the owners with a contract to do all the business through him there is only one thing to do, and that is to buy the adjuster. Why, in that big fire of — hotel there was only a partial loss and we hitched and haggled how much it should be for three weary weeks.

"That adjuster would not come into the open and say how much he wanted; if he had I would have gone straight to the old man and then we'd have had a row. I did suggest one day to the owner that the adjuster was crooked, and found for my pains that the adjuster had informed him that I wanted a bribe. Well, it went on, and one day I said to that adjuster that if he'd settle for \$250,000—they wanted \$350,000—I'd leave an envelope at his hotel in the morning. He was shrewd and replied: 'You leave the envelope and I'll see.' So next morning I left an envelope with two \$1,000 bills in it.

"He met me with a smile and said: 'Oh, why leave so small an envelope? Leave a larger one.' I had to leave three envelopes containing \$15,000 before he came down, and I positively refused to leave any more, but said that it could go to the courts. We then settled for a little more than \$260,000. The amount over the \$250,000 was put on to save my friend's face, as the Chinese say. But this was really a saving to the companies, as they had planned to come up to \$300,000 if necessary. It always hurts an insurance company to let anything go into the courts. Some months after I accidentally found out that the adjuster had got over \$10,000 from the old man to use as a bribe for me."—Independent.

Nothing accrues to our credit with God until our debts to man have been deducted.

There is no merit in a sullen sacrifice.

LIVINGSTON HOTEL

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

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

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.

Don't Buy an Awning

Until you get our prices.



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

CHAS. A. COYE
11 and 9 Pearl St., Grand Rapids, Mich.

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

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.

Returning, **Through Grand Rapids** Sleeper leaves New York 4:30 P. M., arrives Grand Rapids 1:30 P. M.

Elegant up-to-date equipment.
Take a trip on the Wolverine.

Gripsack Brigade.

Frank Siebel, the Portland printer, has gone on the road for the Hammell Cracker Co., of Lansing. His territory comprises all the towns on the Pere Marquette between Ludington and Bay City.

Marquette Mining Journal: C. W. Hall, formerly of Marquette, where he was connected with local dry goods stores for a number of years, was in the city this week. He is now on the road as a representative of the manufacturing department of Edson, Moore & Co., of Detroit, of which William Pohlman is general manager for the territory of Northern Michigan and Wisconsin.

The sudden death of Chas. E. Hall (National Biscuit Co.), which occurred at the Halladay Inn, at Battle Creek, sometime during Monday night, will be greatly deplored by a large circle of friends and acquaintances. The deceased had been on the road about eighteen years, prior to which time he was connected with the Muskegon Baking Co. Before that he was engaged in general trade at North Muskegon. The remains will arrive here to-day, after which the funeral arrangements will be made.

Samuel R. Evans, who has covered Central and Eastern Michigan the past seven years for W. F. McLaughlin & Co., of Chicago, has transferred himself to Renfro Bros. & Co., tea jobbers at the same market. He will cover the entire State under this arrangement, continuing to make Grand Rapids his headquarters, the same as heretofore. "Sammy" has been led to make the change solely for financial reasons, his relations with his former house having always been extremely pleasant, as well as profitable to both parties.

Divided on the Location of Annual Outing.

Kalamazoo, May 23—Much business was transacted at the meeting of the Kalamazoo Grocers' Association at the Auditorium last evening. The new officers, John E. Steketee, President; John E. VanBochove, Vice-President; Frank Toonder, Treasurer, and Henry Schaberg, Secretary, were installed. Mr. Schaberg was chosen both Vice-President and Secretary at the election two weeks ago, but last night he resigned the former office and Mr. VanBochove was chosen in his stead.

Most interesting to the grocers themselves of the many other matters discussed was that of the annual excursion. The Association has received invitations from the Retail Butchers' and Retail Grocers' Associations of Grand Rapids to come there the first week in August, at the time of the convention of the National Butchers' Association, from Ottawa Beach and from Belle Isle at Detroit. An informal ballot was taken last night and Ottawa Beach came out first, with Grand Rapids a close second. No decision was made, however, because during the evening Secretary Schaberg received a telephone message from Grand Rapids to the effect that the Association there had

another proposition to offer and that a joint committee would come here to confer with representatives of the local Association next Wednesday evening if the local Association would wait that long before deciding. The vote was thereupon rescinded and a committee was appointed for the conference consisting of H. R. VanBochove, chairman, Walter C. Hipp, Oliver Rasmus, William Moredyk and E. Hoekstra.

The Committee on Sunday Closing reported that the signatures of all but three of the grocers and butchers of the city have been secured to the pledge to close their stores and shops all day Sunday. The Committee was given two weeks longer to try and bring the recalcitrant three into line. The matter of closing all day Decoration day was also discussed and, although no action was taken, it was the general sentiment of the meeting that it was the proper thing to do.

The committee in charge of the civil service petition, asking Congress for a law punishing Federal employees who fail to pay their household bills, reported that the signatures of all but two of the grocers in the city had been secured and that those two names were absent simply because the committee had not had time to see the men. It was also stated that many men in other lines of business had asked to be allowed to sign and it is probable that the petition will be widely circulated outside the Grocers' Association.

Other matters brought up were the report of the retiring Treasurer, H. R. VanBochove, who stated that the Association was in fine shape financially and that a good balance was in the treasury. A resolution regarding the annual fishing excursion and contest was introduced, but was tabled for a time.

Will Work to Increase the Membership.

Lansing, May 23—At the last meeting of the Board of Directors of the Lansing Business Men's Association, the subject considered was that of increasing the membership. The Association now numbers four hundred members, and the Secretary was directed to take active steps to increase this number by one hundred at least. Personal letters and interviews will be the method used to secure this increase.

An envelope having on the back a map of the city, with the railroad connections, and some information in regard to the city, was shown to the members, and its use whenever possible was recommended to the members as a means of advertising the city.

Bay City Grocers to Picnic at Port Huron.

Bay City, May 23—The Bay City Retail Grocers' Association has decided to hold the annual picnic in Port Huron this year. The picnic will be given during August, but the exact date is not set. A special meeting to arrange details will be held May 31.

Plea for More Brotherliness Toward the Drummer.

Let's make a little plea for the drummer. Not that he is unable to plead for himself, but that he is not undeserving of a little friendly assistance from sources other than his own.

About this time of the year he comes to your store when you are very busy. He is liable to strike you on a rush day, or at a time when you have hardly three minutes of your own all day. You may be selling goods so freely that you think there is no use in taking any time to look over samples and that you will be able to take care of your trade without anything new for some time to come. You consequently swing the drummer off with scant ceremony.

The drummer considers that your business, and he is willing that you should be the judge of what you want, but he is entitled to the best of treatment while in your presence. His time is not only valuable, but it is really limited, and the chances are that he is as completely driven to find time to do all his work as are you. He knows he must subserve all his affairs to your convenience and pleasure, and he is prepared to do it. All he wants is fair and gentlemanly treatment.

If you want nothing of the drummer, it is easy to tell him so pleasantly—as easy as it is to jump on him for some past error on the part of the house, and cause him to feel like a kicked dog that wants to slink under a bench. If you make an appointment with him, do your best to keep that appointment, even although it be at the cost of something on your part, for the drummer's time is as valuable as yours, and he has laid aside that period for your use, leaving its selection to you. If he wants to get away on a certain train in order to make another town tomorrow, do your best to let him out at that time.

Every drummer doesn't expect that he will sell to every retailer upon whom he calls, nor does every drummer expect the soft side of business as represented by a retailer who will put aside all his own affairs in order to accommodate the drummer, but the house is watching his progress even more closely than the retailer watches the work of his clerks, and the drummer feels the uneasiness that comes with the knowledge that he must make good at every corner.

He comes with neither a begging plea nor whining supplication (that is, if he be a drummer worthy the calling), but he comes with a square business proposition which you can accept or reject on its merits, but for which he knows he has a right to expect honest and fair consideration. He is a fellow who fleeces you of good orders as often as he can, but he is a fellow than whom you have no better friend and than whom there is no better fighter for your rights in the house for which he sells goods.

Any drummer who is insistent beyond reason, tells you how you

should and should not conduct your business, or conducts himself in any other than a square business manner is not worthy of your consideration in any sense, no matter what his line of goods, and we can neither defend him nor ask for your better consideration. Such men on the road are few and their days are always numbered.

Just put yourself in the drummer's place for one busy day, and you will understand why we plead for more brotherliness toward the drummer.—Drygoodsman.

All Hands to Take a Day Off.

Clinton, May 23—The members of the Business Men's Association have agreed to close all their places of business on the night of Tuesday, June 13, and not open them again until Thursday morning, June 15, take their families, their help and their families and all go to Wampler's Lake for an outing on Wednesday, June 14.

All business men, whether members of the Association or not, are cordially invited to go with them and have one of the good old-fashioned picnic days.

The Association has started out right in making it a point to have a little recreation now and then, and if everyone closes up there will be no loss to anyone.

There is only one thing against their having a good time and that will be the weather. The affair is dated far enough ahead that satisfactory arrangements ought to be made with the weather man for a favorable day.

Propose To Terminate Local Graft.

Eaton Rapids, May 22—At the last meeting of the Eaton Rapids Business Men's Association the following resolution was introduced and will be voted on at the next regular meeting:

Resolved—That no member of this Association shall buy a ticket or make a donation in his place of business or advertise in any program or publication other than the local newspapers, without the sanction of the Advertising Committee, which shall consist of three members of the Association, to be appointed by the President, and to be a secret committee, known only to the President and Secretary.

This does not prohibit any member of this Association from buying a ticket as an individual at the regular place of sale or advertising in any other legitimate way. Any member of the Association who violates this agreement shall be subject to a fine of \$2.

Resolved—That a printed copy of this resolution shall be sent to each member of the Association.

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

To storekeepers: Make your windows work for you. There is no frost on the glass at this season of the year.



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

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
 Vice Presidents—W. C. Kirchgessner, Detroit; Charles P. Baker, St. Johns; H. G. Spring, Unionville.
 Secretary—W. H. Burke, Detroit.
 Treasurer—E. E. Russell, Jackson.
 Executive Committee—John D. Muir, Grand Rapids; E. E. Calkins, Ann Arbor; L. A. Seitzer, Detroit; John Wallace, Kalamazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year term—J. M. Lemen, Shepherd, and H. Dolson, St. Charles.

Difference Between Koumyss, Matzoon and Kephir.

These are practically the same thing as they are all made from fermented milk, although there may be a difference in taste and appearance. Originally koumyss was prepared exclusively from goats' milk, kephir from ewes' milk and matzoon from cows' milk, but the various preparations of the market are now usually made from cows' milk.

Koumyss is best made according to the formula for fermented milk given in the National Formulary, which is as follows:

Cows' milk, fresh 1000 cc.
 Yeast, semiliquid 5 cc.
 Sugar 35 gms.

Dissolve the sugar in the milk contained in a strong bottle, add the yeast, cork the bottle securely and keep it at a temperature between 73.4 to 89.6 deg. Fahrenheit, for six hours, then transfer to a cool place.

Kephir is made by the action of a special kephir grain or ferment upon milk. The active kephir grains are added to fresh milk kept at a temperature of 70 to 80 deg. Fahrenheit, until the effect of fermentation becomes apparent by the rising of the grains to the surface. The grains may then be strained off and the milk, which now contains enough yeast cells to insure continuance of the fermentation, left to itself in well-corked bottles.

Matzoon is the koumyss of the Armenians. It is a thick, curdy liquid, which is probably prepared like koumyss or kephir, stopping the fermentation after one or two days and expelling the gas, as it is not effervescent and gas is emitted when the cork of the bottle is drawn.

H. W. Sparker.

Simple Method of Removing Superfluous Hair.

There is no simple method of removing the hair by which the growth of new hair will be prevented. Electrical destruction of the hair bulb is the only means of doing this; it is not always certain, we believe, and, what is worse, carries the risk of disfigurement. Each introduction of the electric needle produces a minute scar, it is said, and if the hair is in a

prominent position, the disfigurement of the surface will be more or less perceptible.

By the use of certain alkaline sulphides, hair can be readily removed with little or no discomfort, but the application has to be repeated from time to time.

Strontium sulphide is an efficient depilatory when in its normal condition. A convenient form of applying it is as here directed:

Strontium sulphide 2 drs.
 Zinc oxide 3 drs.
 Powdered starch 3 drs.

Mix well and keep in the dry state until wanted for use, taking then a sufficient quantity, forming into a paste with warm water and applying to the surface to be deprived of hair. Allow to remain from one to five minutes, according to the nature of the hair and skin; it is not advisable to continue the application longer than the last-named period. Remove in all cases at once when any caustic action is felt. After the removal of the paste, scrape the skin gently but firmly with a blunt-edged blade (a paper knife, for instance) until the loosened hair is removed. Then immediately wash the denuded surface well with warm water, and apply cold cream or some similar emollient as a dressing.

P. W. Lendower.

Formula for Preparing Culinary Mustard.

A mustard for the table is extemporaneously prepared by mixing the ground mustard with water or with a little vinegar. We suppose you want the composition of the French article, which comes in pots, and keeps a long time.

1. Take salt, 1 1/4 lbs., scraped horseradish, 1 lb., garlic, 2 cloves, boiling vinegar, a gal. Macerate in a covered vessel for twenty-four hours, strain and add sufficient flour of mustard.

2. Soyer's Table Mustard—Steep 1 pint mustard seed in 1 quart of distilled vinegar for eight days. Grind into paste and put in pots, thrusting a red hot poker into each.

3. Lenormand's Mustard—Flour of mustard, 2 lbs., fresh parsley, chervil, celery and tarragon, of each 1/2 oz., garlic, 1 clove, 12 salt anchovies; grind well together, add salt 1 oz., grape juice or sugar to sweeten, and sufficient water to form the mass into a thin paste. When put into pots a red hot iron is momentarily thrust into the contents of each, and a little wine vinegar added. The addition of a small portion of glycerine would also be an improvement, as it would prevent the rapid drying of the paste.

Thos. Willets.

The Free Trial Bottle Nuisance.

I have noticed of late a great increase in the number of patent medicine houses that offer a free trial of their remedies to the public, with the guarantee of a cure or money back. Unfortunately there are many customers who come back for their money, especially in chronic cases. Then we have to refund and send in the return guarantee coupon to the

manufacturer, who, after a certain amount of red tape, returns the actual cost of the goods. I must confess that I do not see what there is in it for the druggist, who is out wrapping paper, twine, freight and last, but not least, his time. Unless some concerted action is taken the retailer will speedily be swamped with this doubtful class of "business." I believe we should turn down every proposition that has not the proper ratio of profit and insist upon no further extension of the free-trial-bottle plan on which our direct profit is a problematical quantity.

City Druggist.

The Drug Market.

Opium—The decline in cost has been checked and an advance has taken place of 5c per pound. Higher prices are looked for.

Morphine—Is unchanged.

Quinine—Is weak and on the decline. The present price is the lowest it has been in years.

Oil Peppermint—Continues to decline on account of the new crop soon to be distilled.

Oil Wormwood—Is in better supply and has declined.

American Saffron—Has declined.
 Gum Camphor—Competition of Japanese refined holds the price down.

Short Buchu Leaves—Are tending lower.

Linseed Oil—Has advanced and is tending upward on account of higher price for seed.

When a man really knows God he always rejoices at the prospect of a chance to give.

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.



This is a picture of **ANDREW B. SPINNEY, M.D.**, the only Dr. Spinney in this country. He has had forty-eight years experience in the study and practice of medicine, two years Prof. in the medical college, ten years in sanitarium work and he never fails in his diagnosis. He gives special attention to throat and lung diseases making some wonderful cures. Also all forms of nervous diseases, epilepsy, St. Vitus dance, paralysis, etc. He never fails to cure piles. There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply. **ANDREW B. SPINNEY, M.D.**
 Prop. Reed City Sanitarium, Reed City, Mich.

PILES CURED

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

Special Offer

For June

The Month of Roses

**Sweet Alsatian
 Roses**

PACKED

1 Pint Sweet Alsatian Roses
 16 Double Sheets Music
 2 Yards Roses
 4 Plates Roses
 50 Cards Music
 Printed hangers and streamers
 All in carton for \$5.00 net.
 Order through your jobber or direct.

The Jennings Perfumery Co.
 Grand Rapids, Mich.

Base Ball Supplies

Croquet
 Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.
 29 N. Ionia St.
 GRAND RAPIDS, MICH.

**Invincible
 119**

As good as cigars can be made for \$33 and \$30 respectively. If you are not handling these brands include a sample lot in your next order.

Handled by all jobbers and by the manufacturers

Geo. H. Seymour & Co.
 Grand Rapids

**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

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—Quinine, Cod Liver Oil, Saffron.

Acidum		Eucalyptus	
Aceticum	40 8	Eucalyptus	1 00 1 10
Benzolcum, Ger.	70 75	Geranium	1 00 1 10
Boracic	17	Gossypii Sem gal	50 60
Carbolicum	26 29	Hedeoma	1 40 1 50
Citricum	42 45	Juniper	40 1 20
Hydrochlor	3 8	Lavendula	90 2 75
Nitricum	8 10	Limonis	90 1 10
Oxalicum	10 12	Mentha Piper	3 75 4 00
Phosphoricum, dil.	12	Mentha Verid	5 00 5 50
Salicylicum	42 45	Morruae gal.	1 25 1 50
Sulphuricum	1 12 5	Myrica	3 00 3 50
Tannicum	75 80	Olive	75 3 00
Tartaricum	35 40	Picea Liquida	10 12
Ammonia		Picea Liquida sal	10 12
Aqua, 18 deg	40 6	Ricina	92 96
Aqua, 20 deg	50 8	Rosmarini	50 60
Carbonas	15 18	Rosae oz	50 60
Chloridum	12 14	Succini	40 45
Aniline		Sabina	90 1 00
Black	2 00 2 25	Santal	2 25 4 50
Brown	30 1 90	Sassafras	90 1 00
Red	45 50	Sinapis, ess. oz.	6 65
Yellow	2 50 3 00	Tigill	1 10 1 20
Baccas		Thyme	40 50
Cubebae	15 18	Thyme, opt	1 60
Juniperus	5 6	Theobroma	15 20
Xanthoxylum	30 35	Potassium	
Balsamum		Bl-Carb	15 18
Copaiba	45 50	Blechnate	13 15
Peru	1 50	Bromide	25 30
Terabin, Canada	60 65	Carb	12 15
Tolutan	35 40	Chlorate	12 14
Cortex		Cyanide	34 38
Abies, Canadian	18	Iridine	30 35
Cassia	20	Potassa, bitart pr	30 32
Cinchona Flava	20	Potass Nitras opt	7 10
Buonymus atro.	20	Potass Nitras	6 8
Myrica Cerifera	20	Prussiate	23 26
Prunus Virgin	12	Sulphate po	15 18
Quillaia, gr'd	12	Radix	
Sassafras	24	Aconitum	20 25
Ulmus	40	Althae	30 35
Extractum		Anchusa	10 12
Glycyrrhiza, Gl.	24 30	Arum po	10 12
Glycyrrhiza, po.	24 30	Calamus	20 40
Haematox	11 12	Gentiana po 15	12 15
Haematox, 1s	13 14	Glycyrrhiza pv 15	16 18
Haematox, 1/2s	14 15	Hydrastis, Canada	1 90
Haematox, 1/4s	16 17	Hydrastis, Can. po	2 00
Flora		Hellebore, Alba	12 15
Arnica	15 18	Inula, po	18 22
Anthemis	22 25	Ipecac, po	2 00 2 10
Matricaria	30 35	Iris plox	35 40
Folia		Jalapa, pr	25 30
Barosma	30 33	Maranta, 1/4s	30 35
Cassia Acutifol.	15 20	Podophyllum po.	15 18
Cassia, Acutifol.	25 30	Rhel	75 1 00
Salvia officinalis,	18 20	Rhel, cut	1 00 1 25
1/2s and 1/4s	18 20	Rhel, pv	75 1 00
Uva Ursi	30 35	Spigella	30 35
Gummi		Sanguinari, po 24	50 55
Acacia, 1st pkd.	2 65	Serpentaria	50 55
Acacia, 2nd pkd.	2 45	Senega	40 45
Acacia, 3rd pkd.	2 35	Smilax, om's H.	40 45
Acacia, sifted sts.	2 28	Smilax, M.	40 45
Acacia, po	45 50	Scilla po 35	10 12
Aloe, Barb	12 14	Symplocarpus	25 30
Aloe, Cape	20 25	Valeriana Eng	15 20
Aloe, Socotri	40 45	Valeriana, Ger	15 20
Ammoniac	55 60	Zingiber a	12 14
Asafoetida	35 40	Zingiber j	16 20
Benzoinum	50 55	Semen	
Catechu, 1s	2 15	Anisum po. 20	2 15
Catechu, 1/2s	2 14	Aptum (gravel's)	13 15
Catechu, 1/4s	2 14	Bird, 1s	4 6
Camphorae	81 85	Carul po 15	10 11
Euphorbium	40 45	Cardamon	70 90
Galbanum	20 25	Coriandrum	12 14
Gamboge	25 30	Cannabis Sativa	5 7
Gualacum	35 40	Cydonium	75 1 00
Kino	45 50	Chenopodium	25 30
Mastic	2 60	Dipterix Odorate	80 1 00
Myrrh	15 20	Foeniculum	7 9
Opl.	15 20	Foenugreek, po.	7 9
Shellac	40 50	Lini	4 6
Shellac, bleached	45 50	Lini, gr'd. bbl. 2%	3 20
Tragacanth	70 1 00	Lobelia	75 80
Herba		Pharlaris Cana'n	9 10
Absinthium	4 50 4 60	Rapa	5 6
Eupatorium oz pk	20	Sinapis Alba	7 9
Lobelia	25	Sinapis Nigra	9 10
Majorana	25	Spiritus	
Mentha Pip oz pk	25	Frumentum W D. 2	2 00 2 50
Mentha Ver oz pk	25	Frumentum	1 25 1 50
Rue	25	Juniperis Co O T. 1	65 2 00
Tanacetum V	25	Juniperis Co	1 75 2 00
Thymus V oz pk	25	Saccharum N B. 1	90 2 10
Magnesia		Spt Vini Galli	1 75 6 50
Calcined, Pat	55 60	Vini Oporto	1 25 2 00
Carbonate, Pat	18 20	Vina Alba	1 25 2 00
Carbonate K-M	18 20	Sponges	
Carbonate	18 20	Florida Sheep's wl	3 00 3 50
Oleum		Nassau sheep's wl	3 50 3 75
Absinthium	4 90 5 00	Velvet extra shps'	2 20
Amygdalae, Dulc.	50 60	wool, carriage	2 20
Amygdalae Ama.	50 60	Extra yellow shps'	2 20
Anisi	1 45 1 50	wool, carriage	2 20
Aurant Cortex	2 20 2 40	Grass sheep's wl	1 25
Bergamit	2 25 3 25	carriage	1 25
Cajiputi	85 90	Hard, slate use	1 00
Caryophylli	80 85	Yellow Reef, for	1 40
Cedar	50 55	slate use	1 40
Chenopadi	3 75 4 00	Syrups	
Cinnamon	1 00 1 10	Acacia	2 50
Citronella	60 65	Aurant Cortex	2 50
Conium	80 85	Zingiber	2 50
Copaiba	1 15 1 25	Ipecac	2 50
Cubebae	1 20 1 30	Ferri Iod	2 50

Mannia, S F	45 50	Sapo, M	10 12	Lard, extra	70 80
Menthol	2 40 2 60	Sapo, G	15	Lard, No. 1	60 65
Morphia, S P & W2	35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	48 53
Morphia, S N Y Q2	35 2 60	Sinapis	18	Linseed, boiled	49 54
Morphia, Mal.	2 35 2 60	Sinapis, opt	30	Neat's-foot, w str	65 70
Moschus Canton.	40	Snuff, Maccaboy	51	Spts. Turpentine	61 66
Myristica, No. 1	28 30	DeVos	51	Paints	
Nux Vomica po 15	10	Snuff, S'h DeVos	51	Red Venetian	1 1/2 2 3/4
Os Sepia	25 28	Soda, Boras, po.	9 11	Ochre, yel Mars	1 1/2 2 3/4
Pepsin Saac, H &	1 00	Soda et Pot's Tart	25 28	Ochre, yel Ber	1 1/2 2 3/4
P D Co	1 00	Soda, Carb	1 1/2 2	Putty, commer	1 1/2 2 3/4
Picis Liq N N 1/2	2 00	Soda, Bl-Carb	3 4	Putty, strictly pr	2 1/2 3 3/4
gal doz	2 00	Soda, Ash	3 4	Vermillion, Prime	13 15
Picis Liq qts	1 00	Soda, Sulphas	2 60	American	13 15
Picis Liq. pints	1 00	Spts, Cologne	2 60	Vermillion, Eng.	75 80
Pil Hydrarg po 20	50	Spts, Ether Co.	50 55	Green, Paris	14 18
Piper Nigra po 80	50	Spts, Myrcia Dom	2 00	Green, Peninsular	13 16
Piper Alba po 35	30	Spts, Vini Rect bbl	2 00	Lead, red	6 1/2 7
Pix Burgun	12 15	Spts, Vini Rect 1/2 b	2 00	Lead, white	6 1/2 7
Plumbi Acet	12 15	Spts, Vini R't 10 gal	2 00	Whiting, white S'n	90
Pulvis Ip'c et Oplii	30 1 50	Spts, Vini R't 5 gal	2 00	Whiting, Gilders	95
Pyrethrum, bxs H	1 00	Strachnia, Crystall	05 1 25	White, Paris Am'r	1 25
& P D Co. doz.	75	Sulphur Subl	2 1/2 4	Whit'g Paris Eng	1 40
Pyrethrum, pv	20 25	Sulphur, Roll	2 1/2 3 1/4	cliff	1 40
Quassia	8 10	Tamarinds	8 10	Universal Prep'd	1 10 1 20
Quina, S P & W.	22 32	Terebenth Venice	28 30	Varnishes	
Quina, S Ger.	22 32	Theobromae	45 50	No 1 Turp Coach	1 10 1 20
Quina, N. Y.	22 32	Vanilla	9 00 9 50	Extra Turp	1 60 1 70
Rubia Tinctorum	12 14	Zinci Sulph	7 8	Coach Body	2 75 3 00
Saccharum La's	22 25	Oils		No 1 Turp Furni	09 1 10
Salicin	4 50 4 75	Whale, winter	70 70	Extra T Damar	1 55 1 60
Sanguis Drac's	40 50			Jap Dryer No 1 T	70 70
Sapo, W	12 14				

Drugs

We are Importers and Jobbers of Drugs,
Chemicals and Patent Medicines.

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

We are the sole proprietors of Weatherly's
Michigan Catarrh Remedy.

We always have in stock a full line of
Whiskies, Brandies, Gins, Wines and
Rums for medical purposes only.

We give our personal attention to mail
orders and guarantee satisfaction.

All orders shipped and invoiced the same
day received. Send a trial order.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED		DECLINED	
Index to Markets		Index to Markets	
By Columns		By Columns	
A		1	
B		2	
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MUSTARD Horse Radish, 1 dz. . . 1.75 Horse Radish, 2 dz. . . 3.50 Bayle's Celery, 1 dz. . . 3.00 OLIVES Bulk, 1 gal. kegs. . . 1.00 Bulk, 2 gal. kegs. . . .95 Bulk, 5 gal. kegs. . . .90 Manzanilla, 8 oz. . . .90 Queen, pints. . . .2.35 Queen, 19 oz. . . .4.50 Queen, 28 oz. . . .7.00 Stuffed, 5 oz. . . .90 Stuffed, 8 oz. . . .1.45 Stuffed, 10 oz. . . .2.30 PIPES Clay, No. 216. . . .1.70 Clay, T. D., full count. . . 65 Cob, No. 3. . . .85 PICKLES Medium Barrels, 1,200 count. . . 5.00 Half bbls., 600 count. . . 3.00 Small Barrels, 2,400 count. . . 7.00 Half bbls., 1,200 count. . . 4.00 PLAYING CARDS No. 90 Steamboat. . . .85 No. 16, Rival, assorted. . . 20 No. 20, Rover enameled. . . 60 No. 572, Special. . . .1.75 No. 98, Golf, satin finish. . . 20 No. 808 Bicycle. . . .2.00 No. 632 Tourist's whist. . . 25 POTASH 48 cans in case. . . .4.00 Babbitt's. . . .3.00 Penna Salt. . . .3.00 PROVISIONS Barreled Pork Mess. . . .13.00 Fat Back. . . .14.00 Back Fat. . . .14.50 Short Cut. . . .13.50 Bean. . . .12.50 Pig. . . .18.00 Brisket. . . .15.00 Clear Family. . . .12.50 Dry Salt Meats S P Bellies. . . .9 1/2 Bellies. . . .9 1/2 Extra Shorts. . . .8 1/4 Smoked Meats Hams, 12lb. average. . . 10 1/2 Hams, 14lb. average. . . 10 1/2 Hams, 16lb. average. . . 10 1/2 Hams, 18lb. average. . . 10 1/2 Skinned Hams. . . .11 1/2 Ham, dried beef sets. . . 11 1/2 Shoulders, (N. Y. cut). . . 7 1/2 Bacon, clear. . . .10 1/2 California Hams. . . .11 Picnic Boiled Ham. . . 11 1/2 Boiled Ham. . . .17 Berlin Ham pr's'd. . . 10 Mince Ham. . . .10 Lard Compound. . . .5 1/2 Pure. . . .8 50lb. tubs. advance. . . 1/2 50lb. tubs. advance. . . 1/2 50lb. tubs. advance. . . 1/2 20lb. pails. advance. . . 1/2 10lb. pails. advance. . . 1/2 5lb. pails. advance. . . 1/2 3lb. pails. advance. . . 1/2 Sausages Bologna. . . .5 Liver. . . .6 1/2 Frankfort. . . .7 Pork. . . .6 1/2 Veal. . . .8 Tongue. . . .9 1/2 Headcheese. . . .6 1/2 Beef Extra Mess. . . .9.50 Boneless. . . .10.50 Rump, new. . . .10.50 Pig's Feet. 1/4 bbls. . . .1.10 1/2 bbls., 40lbs. . . .1.85 1 bbl. . . .3.75 Tripe Kits, 15 lbs. . . .70 1/4 bbls., 40 lbs. . . .1.50 1/2 bbls., 80 lbs. . . .3.00 Casings Hogs, per lb. . . .28 Beef rounds, set. . . .16 Beef middles, set. . . .45 Sheep, per bundle. . . .70 Uncolored Butterline Solid, dairy. . . .19 Rolls, dairy. . . .10 1/2 @ 11 1/2 Canned Meats Corned beef, 14. . . .17.50 Roast Beef. . . .2.00 @ 2.50 Potted ham, 1/4. . . .45 Potted ham, 1/2. . . .85 Deviled ham, 1/4. . . .45 Deviled ham, 1/2. . . .85 Potted tongue, 1/4. . . .45 Potted tongue, 1/2. . . .85 RICE Screenings. . . .2 @ 2 1/2 Fair Japan. . . .2 1/2 Choice Japan. . . .2 1/2 Imported Japan. . . .2 1/2 Fair Louisiana hd. . . .2 1/2 Choice La. hd. . . .2 1/2 Carolina ex. fancy. . . .2 1/2 SALAD DRESSING Columbia, 1/2 pint. . . .2.25 Columbia, 1 pint. . . .4.00 Durkee's large, 1 doz. 4.50 Durkee's small, 2 doz. 2.25 Snider's large, 1 doz. 2.35 Snider's small, 2 doz. 1.35 SALARATUS Packed 60lbs. in box. Arm and Hammer. . . .3.15	Deland's. . . .3.00 Dwight's Cow. . . .3.15 Emblem. . . .2.10 L. P. . . .3.00 Wyandotte, 100 3/4s. . . 3.00 SAL SODA Granulated, bbls. . . .85 Granulated, 100lb cases. . . 100 Lump, bbls. . . .75 Lump, 145lb kegs. . . .95 SALT Common Grades 100 3lb sacks. . . .1.95 60 5lb sacks. . . .1.85 28 10 1/2 sacks. . . .1.75 56 lb. sacks. . . .30 28 lb sacks. . . .15 Warsaw 56 lb. dairy in drill bags 28 lb. dairy in drill bags 56lb. sacks. . . .20 Common Granulated, fine. . . .80 Medium fine. . . .85 SALT FISH Cod Large whole. . . .@ 7 Small Whole. . . .@ 6 1/2 Strips or bricks. 7 1/2 @ 11 Pollock. . . .@ 3 1/2 Hallbut Strips. . . .14 Chunks. . . .14 1/2 Herring Holland White Hoop, bbls 8 25 @ 9 25 White Hoop, 1/2 bbl 25 @ 50 00 White Hoop, keg. 60 @ 70 White Hoop mchs. . . .4 1/2 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 Mackerel Mess, 100lbs. . . .13.50 Mess, 40lbs. . . .5.80 Mess, 10lbs. . . .1.65 Mess, 8lbs. . . .1.35 No. 1, 100lbs. . . .12.00 No. 1, 40lbs. . . .5.20 No. 1, 10lbs. . . .1.55 No. 1, 8lbs. . . .1.25 Whitefish No. 1 No. 2 Fam 100lb. . . .9.50 5.50 50lb. . . .5.00 2.10 10lb. . . .1.10 52 8lb. . . .90 44 SEEDS Anise. . . .15 Canary, Smyrna. . . .6 Caraway. . . .8 Cardamom, Malabar. . . 1.00 Celery. . . .10 Hemp, Russian. . . .4 Mixed Bird. . . .4 Mustard, white. . . .8 Poppy. . . .8 Rape. . . .4 1/2 Cattle Bone. . . .25 SHOE BLACKING Handy Box, large, 3 dz. 2.50 Handy Box, small. . . .1.25 Bixby's Royal Polish. . . 85 Miller's Crown Polish. . . 85 SNUFF Scotch, in bladders. . . 37 Maccaboy, in jars. . . 35 French 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 Borax. . . .3.40 Calumet Family. . . .3.35 China, large cakes. . . 3.75 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. . . .2.30 cakes. . . .2.30 Scotch Family, 100 cakes. . . .3.80 Weldon. . . .2.85 Assorted Toilet, 50 car- tons. . . .3.85 Assorted Toilet, 100 cartons. . . .7.50 Cocoa Bar, 6 oz. . . .3.25 Cocoa Bar, 10 oz. . . .5.25 Senate Castile. . . .3.50 Palm Olive, toilet. . . .4.00 Palm Olive, bath. . . .4.00 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. . . .3.10 Dome, oval bars. . . .2.85 Satinet, oval. . . .2.15 Snowberry, 100 cakes. . . 4.00 LAUTZ BROS. & CO. Acme soap, 100 cakes 2.85 Naptha soap, 100 cakes 4.00	Big Master, 100 bars 4.00 Marseilles White soap. 4.00 Snow Boy Wash Pwr 4.00 Proctor & Gamble Co. Lenox. . . .2.85 Ivory, 6 oz. . . .4.00 Ivory, 10 oz. . . .6.75 Star. . . .3.10 A. E. Wrisley Good Cheer. . . .4.00 Old Country. . . .3.40 Soap Powders Central City Soap Co. Jackson, 16 oz. . . .2.40 Wisdom Gold Dust, 24 large. . . 4.50 Gold Dust, 100-5c. . . 4.00 Kirkoline, 24 4lb. . . .3.80 Pearline. . . .3.75 Soapine. . . .4.10 Babbitt's 1776. . . .3.75 Roseine. . . .3.50 Armour's. . . .3.70 Wisdom. . . .3.80 Soap Compounds Johnson's Fine. . . .5.10 Johnson's XXX. . . .4.25 Nine O'clock. . . .3.35 Rub-No-More. . . .3.75 Scouring Enoch Morgan's Sons. Sapolio, gross lots. . . 9.00 Sapolio, half gross lots 4.50 Sapolio, single boxes. . . 2.25 Sapolio, hand. . . .2.25 Scouring Manufacturing Co. Scourine, 50 cakes. . . 1.80 Scourine, 100 cakes. . . 3.50 SODA Boxes. . . .5 1/2 Kegs, English. . . .4 1/2 SOUPS Columbia. . . .3.00 Red Letter. . . .90 SPICES Whole Spices Allspice. . . .12 Cassia, China in mats. . . 12 Cassia, Canton. . . .16 Cassia, Batavia, bund. . . 28 Cassia, Saigon, broken. . . 40 Cassia, Saigon, in rolls. . 55 Cloves, Amboyna. . . .18 Cloves, Zanzibar. . . .12 Mace. . . .55 Nutmegs, 75-10. . . .45 Nutmegs, 105-10. . . .30 Nutmegs, 115-20. . . .30 Pepper, Singapore, blk. . . 15 Pepper, Singsp. white. . . 25 Pepper, shot. . . .17 Pure Ground in Bulk Allspice. . . .16 Cassia, Batavia. . . .28 Cassia, Saigon. . . .48 Cloves, Zanzibar. . . .16 Ginger, African. . . .15 Ginger, Cochinchina. . . 18 Ginger, Jamaica. . . .25 Mace. . . .25 Mustard. . . .18 Pepper, Singapore, blk. . . 17 Pepper, Singsp. white. . . 23 Pepper, Cayenne. . . .20 Sage. . . .20 STARCH Common Gloss 1lb packages. . . .4 @ 5 3lb packages. . . .4 1/2 @ 5 5lb packages. . . .5 1/2 @ 5 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels. . . .2 @ 3 1/2 Combed Corn 20lb packages. . . .5 40lb packages. . . .4 1/2 @ 7 SYRUPS Corn Barrels. . . .22 Half Barrels. . . .24 20lb cans 1/2 dz in case 1.55 10lb cans 1/2 dz in case 1.50 5lb cans 2 dz in case 1.65 2 1/2lb cans 2 dz in case 1.70 Pure Cane Fair. . . .16 Good. . . .20 Choice. . . .25 TEA Japan Sundried, medium. . . .24 Sundried, choice. . . .32 Sundried, fancy. . . .36 Regular, medium. . . .24 Regular, choice. . . .32 Regular, fancy. . . .36 Basket-fired, medium. . . 31 Basket-fired, choice. . . 38 Basket-fired, fancy. . . 43 Nibs. . . .22 @ 24 Siftings. . . .9 @ 11 Fannings. . . .12 @ 14 Gunpowder Moyune, medium. . . .30 Moyune, choice. . . .32 Moyune, fancy. . . .40 Pingsuey, medium. . . .30 Pingsuey, choice. . . .30 Pingsuey, fancy. . . .40 Young Hyson Choice. . . .30 Fancy. . . .36 Oolong Formosa, fancy. . . .42 Amoy, medium. . . .25 Amoy, choice. . . .32 English Breakfast Medium. . . .20 Choice. . . .30 Fancy. . . .40 India Ceylon, choice. . . .32 Fancy. . . .42	TOBACCO Fine Cut Cadillac. . . .54 Sweet Loma. . . .34 Hiawatha, 5lb pails. . . 56 Hiawatha, 10lb pails. . . 54 Telegram. . . .30 Pay Car. . . .33 Prairie Rose. . . .49 Protection. . . .40 Sweet Burley. . . .44 Tiger. . . .40 Plug Red Cross. . . .31 Palo. . . .35 Hiawatha. . . .41 Kilo. . . .35 Battle Ax. . . .37 American Eagle. . . .33 Standard Navy. . . .37 Spear Head. . . .44 Spear Head, 1 1/2 oz. . . 44 Nobby Twist. . . .55 Jolly Tar. . . .39 Old Honesty. . . .43 Toddy. . . .34 J. T. . . .38 Piper Heidsieck. . . .66 Boot Jack. . . .80 Honey Dip Twist. . . .40 Black Standard. . . .40 Cadillac. . . .40 Ronge. . . .34 Single Twist. . . .52 Mill. . . .42 Great Navy. . . .36 Smoking Sweet Core. . . .34 Flat Car. . . .32 Warpath. . . .26 Bamboo, 16 oz. . . .25 I X L, 5lb. . . .27 I X L, 16 oz. pails. . . 31 Honey Dew. . . .40 Gold Block. . . .40 Flagman. . . .40 Chips. . . .33 Kilo Dried. . . .21 Duke's Mixture. . . .40 Duke's Cameo. . . .43 Myrtle Navy. . . .44 Yum Yum, 1 1/2 oz. . . 39 Yum Yum, 1lb. pails. . . 40 Cream. . . .38 Corn Cake, 2 1/2 oz. . . 25 Corn Cake, 1lb. . . .22 Plover Boy, 1 1/2 oz. . . 39 Plover Boy, 3 1/2 oz. . . 39 Peerless, 3 1/2 oz. . . 35 Peerless, 1 1/2 oz. . . 38 Air Brake. . . .36 Cant Hook. . . .30 Country Club. . . .32-34 Forex-XXXX. . . .25 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. . . .14 Hemp, 6 ply. . . .13 Flax, medium. . . .20 Wool, 1lb. balls. . . .6 VINEGAR Malt White Wine, 40gr 8 Malt White Wine, 80 grill 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 Split, large. . . .6.00 Split, medium. . . .6.00 Split, small. . . .4.00 Willow, Clothes, large. . . 7.00 Willow, Clothes, med'm. . . 6.00 Willow, Clothes, small. . . 5.50 Bradley Butter Boxes 2lb size, 24 in case. . . 72 3lb size, 16 in case. . . 68 5lb size, 12 in case. . . 63 10lb size, 6 in case. . . 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal, each. . . .2.40 Barrel, 10 gal, each. . . 2.55 Barrel, 15 gal, each. . . 2.70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons. . . 75 Egg Crates Humpty Dumpty. . . .2.40 No. 1, complete. . . .32 No. 2, complete. . . .18 Faucets Cork lined, 8 in. . . .65 Cork lined, 9 in. . . .75 Cork lined, 10 in. . . .85 Cedar, 8 in. . . .55 Mop Sticks Trojan spring. . . .90 Eclipse patent spring. . . 95 No. 1 common. . . .75 No. 2 pat. brush holder. . . 85 12lb. cotton mop heads 1.40 Ideal No. 7. . . .90	Pails 2-hoop Standard. . . .1.60 3-hoop Standard. . . .1.75 2-wire, Cable. . . .1.70 3-wire, Cable. . . .1.90 Cedar, all red, brass. . . 1.25 Paper, Eureka. . . .2.25 Fibre. . . .2.70 Toothpicks Hardwood. . . .2.50 Softwood. . . .2.75 Banquet. . . .1.50 Ideal. . . .1.50 Traps Mouse, wood, 2 holes. . . 22 Mouse, wood, 4 holes. . . 45 Mouse, wood, 6 holes. . . 70 Mouse, tin, 5 holes. . . .65 Rat, wood. . . .80 Rat, spring. . . .75 Tubs 20-in., Standard, No. 1.7 00 18-in., Standard, No. 2.6 00 16-in., Standard, No. 3.5 00 20-in., Cable, No. 1. . . 7.50 18-in., Cable, No. 2. . . 6.50 16-in., Cable, No. 3. . . 5.50 No. 2 Fibre. . . .9.45 No. 3 Fibre. . . .8.55 Wash Boards Bronze Globe. . . .2.50 Dewey. . . .1.75 Double Acme. . . .2.25 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. . . .2.25 19 in. Butter. . . .4.75 Assorted, 13-15-17. . . 2.25 Assorted 15-17-19. . . 3.25 WRAPPING PAPER Common Straw. . . .1 1/2 Fibre Manila, white. . . 2 1/2 Fibre Manila, colored. . . 4 No. 1 Manila. . . .3 Cream Manila. . . .3 Butcher's Manila. . . .2 1/2 Wax Butter, short cut. . . 13 Wax Butter, full count. . 20 Wax Butter, rolls. . . .15 YEAST CAKE Magic, 3 doz. . . .1.15 Sunlight, 3 doz. . . .1.00 Sunlight, 1 1/2 doz. . . .50 Yeast Foam, 3 doz. . . .1.15 Yeast Cream, 3 doz. . . .1.00 Yeast Foam, 1 1/2 doz. . . 58 FRESH FISH Per lb. Jumbo Whitefish. . . 11 @ 12 No. 1 Whitefish. . . .9 Trout. . . .10 Halibut. . . .10 Clisoes or Herring. . . 5 Bluefish. . . .10 @ 11 Live Lobster. . . .25 Boiled Lobster. . . .25 Cod. . . .12 1/2 Haddock. . . .8 No. Pickrel. . . .3 Pike. . . .7 Perch, dressed. . . .7 Smoked White. . . .12 1/2 Red Snapper. . . .@ Col. River Salmon. . . 11 Mackerel. . . .15 @ 16 OYSTERS Cans F. H. Counts. . . .Per can Bulk Oysters F. H. Counts. . . .2.25 Shell Goods Per 100 Clams. . . .1.25 Oysters. . . .1.25 HIDES AND PELTS Hides Green No. 1. . . .9 Green No. 2. . . .8 Cured No. 1. . . .10 1/2 Cured No. 2. . . .9 1/2 Calfskins, green No. 1. . . 13.00 Calfskins, green No. 2. . . 11 1/2 Calfskins, cured No. 1. . . 13 1/2 Calfskins, cured No. 2. . . 12 Steer Hides, 60lbs over 1 1/2 Pelts Old Wool. . . .90 @ 2.00 Lamb. . . .25 @ 2.00 Shearlings. . . .25 @ 80 Tallow No. 1. . . .4 1/2 No. 2. . . .3 1/2 Wool Unwashed, medium 30 @ 31 Unwashed, fine. . . .23 @ 26 CONFECTIONS Stick Candy Pails Standard. . . .8 Standard H. H. . . .8 Standard Twist. . . .8 1/2 Cut Leaf. . . .9	Mixed Candy Grocers. . . .6 1/2 Competition. . . .7 1/2 Special. . . .7 1/2 Conserve. . . .7 1/2 Royal. . . .8 1/2 Ribbon. . . .8 Broken. . . .8 Cut Leaf. . . .9 Leader. . . .8 1/2 Kindergarten. . . .10 Bon Ton Cream. . . .9 French Cream. . . .10 Star. . . .10 Hand Made Cream. . . 15 Premio Cream mixed 13 O F Horehound Drop 11 Fancy-In Pails Gypsy Hearts. . . .14 Coco Bon Bons. . . .12 Fudge Squares. . . .12 1/2 Peanut Squares. . . .9 Sugared Peanuts. . . .11 Salted Peanuts. . . .11 Starlight Kisses. . . .11 San Blas Goodies. . . 12 Lozenges, plain. . . .11 Lozenges, printed. . . 11 Champion Chocolate. . . 11 Eclipse Chocolates. . . 13 Eureka Chocolates. . . 13 Quintette Chocolates. . . 12 Champion Gum Drops 8 1/2 Moss Drops. . . .11 Lemon Sours. . . .11 Imperial. . . .11 Ital. Cream Opera. . . 12 Ital. Cream Bon Bons 20lb pails. . . .12 Molasses Chews, 15lb. cases. . . .12 Golden Waffles. . . .12 Topazolas. . . .12 Fancy-In 5lb. Boxes Lemon Sours. . . .60 Peppermint Drops. . . 60 Chocolate Drops. . . 60 H. M. Choc. Drops. . . 35 H. M. Choc. Lt. and Dark No. 12. . . .1.00 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. . . .55 G. M. Peanut Bar. . . 55 Hand Made Cr'ms. 80 @ 90 Cream Buttons. . . .Pep. and Wintergreen. . . 65 String Rock. . . .65 Wintergreen Berries. . . 60 Old Time Assorted. . . 25 lb. case. . . .2.75 Buster Brown Goodies 30lb. case. . . .3.50 Up-to-Date Assmt. 32 lb. case. . . .3.75 Ten Strike Assort- ment No. 1. . . .6.50 Ten Strike No. 2. . . .6.00 Ten Strike No. 3. . . .8.00 Ten Strike, Summer as- sessment. . . .6.75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malze. . . .18 Gold Medal Chocolate Almonds. . . .18 Chocolate Nugatines. . . 18 Quadruple Chocolate. . . 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails. . . .13 1/2 Pop Corn Dandy Smack, 24s. . . .65 Dandy Smack, 100s. . . 2.75 Pop Corn Fritters, 100s Pop Corn Toast, 100s 50 Cracker Jack. . . .3.00 Pop Corn Balls, 200s. . . 1.27 NUTS-Whole Almonds, Tarragona. . . 15 Almonds, Avica. . . .15 Almonds, California sft shell, new. . . .15 @ 16 Brazil. . . .13 @ 14 Filberts. . . .13 Cal. No. 1. . . .14 @ 15 Walnuts, soft shelled. Walnuts, Chili. . . .12 Table nuts, fancy. . . 13 Pecans Med. . . .10 Pecans, ex. large. . . 11 Pecans, Jumbos. . . .12 Hickory Nuts pr bu Ohio new. . . .1.75 Cocoanuts, New York State, per bu. . . .4 Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves. . . .45 Walnut Halves. . . .24 Filbert Meats. . . .25 Alicante Almonds. . . 33 Jordan Almonds. . . .47 Peanuts Fancy, H. P. Suns. . . 6 Fancy, H. P. Suns, Roasted. . . .7 Choice, H. P. Jbo. . . .7 1/2 Choice, H. P. Jum- bo, Roasted. . . .@

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. 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
Puritans 35
Panatellas, Finas. . . 35
Panatellas, Bock . . . 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
35 1/2 lb pkg. per case 2 60
38 1/4 lb pkg. per case 2 60
16 1/2 lb pkg. per case 2 60

FRESH MEATS

Beef
Carcass 7 @ 9 1/2
Forequarters. 6 @ 7
Hindquarters 8 @ 10
Loins 9 @ 16
Ribs 8 @ 14
Rounds 8 @ 9
Chucks 5 1/2 @ 6 1/2
Plates. @ 4

Pork.

Loins @ 10 1/2
Dressed. @ 7 1/4
Boston Butts @ 9 1/2
Shoulders. @ 8 1/2
Leaf Lard. @ 7 3/4

Mutton

Carcass @ 8 1/2
Lambs. @ 12

Veal

Carcass 5 1/2 @ 8



24 10c cans 1 84
12 25c cans 2 30
6 50c cans 2 30

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb . . .
Excelsior, M & J, 2lb . . .
Tip Top, M & J, 1lb . . .
Royal Java 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.



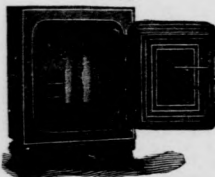
CONDENSED MILK
4 doz. in case

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

FIREWORKS

Our Special Catalogue



cover design of which is here shown—is ready for mailing and a copy is any merchant's free for the asking.

"Yellow label" goods are famous for satisfying both user and seller. Why risk other makes when we sell "Yellow Label" fireworks for

less than what you're asked for commoner kinds?

Better goods and lower prices—how can we give both? Immense sales and a saving way of selling are the main reasons.

Any one of our houses alone sells more fireworks than the next largest jobber, while the "mileage" of our catalogue is merely a postage stamp and its hotel bills are nothing at all.

It's easy to prove whether we're right or wrong for in our special catalogue we print guaranteed prices that are net and not subject to this discount for one man and that for another.

Tell us to send you our Fireworks catalogue, get the other fellow's price down to our Net level and then compare—not forgetting that, in addition, ours are the famous "Yellow Label" goods.

Mention No. J541 when you write and we'll also take your name for our complete June catalogue now nearly ready to mail.

Butler Brothers

Wholesalers of Everything
By Catalogue Only

New York

Chicago

St. Louis

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Chance in a lifetime to right party. First-class bakery, restaurant, ice cream and soda fountain business. Thriving Michigan town of 1,800. Good clean stock. Two-story brick building, seven furnished rooms. Will rent or sell. Good reasons for selling. Bank reference to anyone concerned. Address No. 602, care Michigan Tradesman. 602

Wanted—A practical carriage man to buy stock in a well-established carriage factory; the president retiring from business; established 1872; incorporated 1904; open shop. The Johnston Carriage Co., Oak Park, Ill. 591

For Sale, Hotel Property—Steam heated, electric lighted, 21 rooms, \$2 per day. New hotel with plumbing, city water, etc. Conveniently located in one of the best towns in Northern Michigan. Population of village upward of 2,000. Hotel is located within a few rods of the water—deep water transportation—and near center of business. Has the bulk of the commercial trade and is turning away business much of the time. Is now rented, but no time lease. Town has two railroads, excellent buildings, waterworks, electric lights and is thoroughly up-to-date, with the best of farming country surrounding it. \$4,000 cash takes the property. Address No. 590, care Michigan Tradesman. 590

For Sale—For cash; a clean \$7,500 stock dry goods, shoes and groceries, centrally located in splendid county seat; prosperous farming community; the opportunity of a lifetime; best of reasons for selling. Box 116, Rochester, Ind. 592

For Sale—Iron working plant, machine shops, equipped with modern machinery. Foundry, large floor space, complete with all appliances. Wood working department, all new and modern machinery; 3 large brick buildings; new roofs and otherwise in good condition; two 80x160, one and two stories; one 50x130 foundry; with 7½ acres ground; switches running through the shops; plant within 50 to 500 yards of four trunk lines; coal mines in switching distance; buildings have their own lighting system; with concession of 30 years' lease at \$1 a year rental; water \$1 a year; city of 8,000; present concessionaries wholly inexperienced men and will sell at right price. Address L. C. Spooner, Agent, General Delivery, Blue Mound, Ill. 593

Jewelry stock for sale in a good town, good location, fine store and fixtures; no old stock. A money-maker; cheap and easy terms. A. C. Chittenden, Marshall, Minn. 597

For Sale or Trade—One hundred shares of the Watson, Durand-Kasper Grocery Co.'s capital stock, of Salina. Enquire W. J. Hughes, Box 367, Enid, O. T. 598

For Sale—Clean stock hardware, invoicing \$3,000. First-class location. Town of 2,000, alive with oil workers. Best and most prosperous farming community in Eastern Indiana. Trade will be considered. This is a money-maker. Reasons for selling, owner's oil interests demand his exclusive attention. For particulars address G. W. Whiteman, Albany, Ind. 600

For Sale—A stock of new and up-to-date shoes and fixtures. Address No. 603, care Michigan Tradesman. 603

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—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—First-class general stock, \$3,500. Live town, 25 miles from Grand Rapids. Apply E. D. Wright, care Muselman Grocery Co., Grand Rapids, Mich. 576

For Rent—Storeroom, 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—\$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

Best wholesale bakery in Southern Michigan, doing good business; all up-to-date machinery, including No. 4 Middleby 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. Yost & Co., Detroit, Mich. 520

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

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

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

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

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

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 stock 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

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

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

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

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—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

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

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

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

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

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 324

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.

Agents Wanted—Thirty good agents wanted at once; good pay; good opportunity for good men who are willing to work. Write us at once for full particulars. Address Grand Rapids Novelty Mfg. Co., 74-76 Monroe St., Grand Rapids, Mich. 599

Wanted—Salesman, none but the best of specialty salesmen need apply, on an article on which we allow a large commission and which will soon be in use in nearly every hardware store in the country. Address C. A. Peck Hardware Co., Berlin, Wis. 601

Representative wanted to introduce the only burner made in the United States which will make natural gas out of oil and properly heat any kind of a stove or furnace. Cheaper and cleaner than coal and wood. For full information, write Gem Oil Burner Co., Willoughby, Ohio. 594

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

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, 490 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 3½ miles southeast of Lowell, 10 acres improved, 5 acres timber and 60 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto Mich. 511

Want Ads. continued on next page

Bankrupt Sale

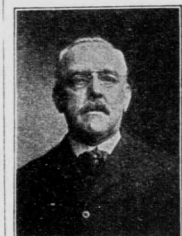
The Stock of General Hardware, Agricultural Implements, Wire Fencing, Store Fixtures, Notes and Book Accounts of Ivan C. Elsby, bankrupt, Rockford, Mich., are offered for private sale. On June 3d, 10 a. m., at the village of Rockford, any of the above property remaining unsold, and the real estate of 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

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F. M. SMITH

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Taylor & Smith, 53 River St., Chicago

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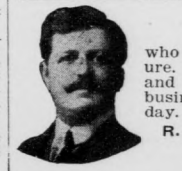
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R. H. B. MACRORIE
AUCTION CO.,
Davenport, Ia.

MENU OF THE JUNGLE.

"Hunger the Best Sauce" the World Over.

The bill of fare of the jungle is as extensive as it is unusual; and no one can form any idea of it unless necessity has compelled him to use it. Personally, having been obliged on my numerous journeys in the interior of South America to partake of these unconventional tidbits, I much prefer diet to the limited and monotonous diet of the natives. In Bolivia, for example, the daily food consists of the so-called "chupe," which is made of cooked Indian corn and chunes—that is, frozen potatoes. This remarkable dish is hardly inviting to the American, especially as the chunes are like stewed corks in flavor and consistency.

My introduction to the jungle bill of fare was made by a black and yellow water snake about seven feet long, which I killed one day, and actually cooked, but only because a ravenous hunger drove me to it. I see myself now, sitting qually before this curious repast and debating whether to taste it, while an appetizing smell, which only increased my hunger, poured forth from it. Hesitatingly, I took from the pot a morsel of the inviting looking meat, slowly laid the delicious smelling bit to my lips, and gingerly began to taste it. Having made a beginning, it did not take long to finish, for the flavor was extremely delicate. I fell to heartily until I had satisfied my hunger. Now all my prejudices on the larder question were dispelled, and without more ado I investigated everything which looked eatable to me.

After several attempts I have been obliged to give up all of the cat species as uneatable, for the flesh is far from palatable and remarkably tough. Almost all kinds of snakes may be eaten. They make splendid roasts and soups. The flesh of most varieties resembles in flavor and appearance that of our eels. Indeed, I am inclined to think that it is better than that of eels. I must make an exception of the boa constrictor, the flesh of which more resembles that of a rabbit.

I find roast monkey an especially tempting delicacy. There are, however, several kinds of monkeys whose flesh is uneatable. The meat of the South American howler tastes horrible, and I never ate it except when driven to it by hunger. All kinds of raccoons make fine dinners and taste like turkey. The armadillo makes as delicious a meal and tastes something like pork. A well roasted armadillo is as great a treat for me as a sucking pig.

Most kinds of feathered creatures make good roasts, but I have found that the chicken tribes have much more palatable flesh than the rest except certain kinds of ducks. Of the great delicacy which roast parrot is said to yield I have never become convinced, and can only testify that the flesh is remarkably tough. The South American river crabs, which I found in several places in Peru, were

fine, and not to be compared with their North American cousins. Various kinds of snails are just as good.

Most kinds of turtles taste good, but the meat must be cooked a long time or it will have a strong, unpleasant after taste. Almost all kinds of the deer and pigs of these countries make excellent dinners, and the sloth is not bad. Tapir foot makes a veal roast fit to tempt an epicure.

Eggs of turtles, ostriches and alligators are edible in every form. Ostrich eggs are cooked in their shells. The first thing is to make a hole in one side of the egg. Then you take a short stick with a piece of twine tied to the middle, put it through the hole in the egg shell, and brace it against the sides. Then suspend the egg by the string over a good coal fire until the contents are cooked to the desired degree of hardness.

Then, too, various vegetable dishes can be prepared out of the most diverse kinds of vegetable growths. Thus, for example, a good substitute for asparagus may be made out of the young shoots of many kinds of ferns, while the upper part of the marrow of all kinds of palms yields an excellent salad, which tastes good even without vinegar and oil. Many kinds of tuberous plants make good substitutes for potatoes, while a great number of plants lend themselves kindly to preparation as spinach.

The most peculiar roast which, in all the course of my travels, it ever fell to my lot to eat was a roast sea cow, or manatee. This seal-like animal has four different kinds of meat, which are as dissimilar as possible, both in appearance and in taste. The meat from the head tastes and looks like good veal; that of the back is like pork. The under part of the body has a pronounced fishy flavor, but so strong that there is no enjoyment in eating it. The tail fins are held in great esteem as a delicacy by the natives, but I could discover nothing in them except a flavor as unpleasant to me as it was unfamiliar.

The wilds of the mountains yield fewer palatable articles of food. Vicunas have flesh which is like goat's meat in flavor, but not so tender. The deer of that region are extremely good to eat. Under all circumstances, and in all parts of the world, it is true that "hunger is the best sauce."

O. Sperber.

In some parts of the West and South the people are getting interested in a new paving material, called Kentucky rock asphalt, that is said to have peculiar qualities fitting it for road making. It is ground up, spread over a prepared roadbed to the thickness of three-fourths of an inch and thoroughly rolled. Without heating it becomes in the course of a few days solid, resembling any asphalt pavement. It is said to be dustless, free from mud and not slippery.

It isn't possible to sell shoes while your feet are higher than your head. Deliver your convincing arguments in fitting the customer.

AFTER THE GRAFTERS.

Graft and grafters are not confined to the city of Grand Rapids or the State of Michigan. Other cities, counties and states have them in greater or less numbers and the better element in all communities is anxious to be rid of them. Now and again legislatures introduce bills calculated to lessen this evil and occasionally one passes. Everyone admits that there is need for reform. The only question is how it can best be accomplished. The last Wisconsin Legislature passed such a bill. Its framers aimed to make it include gratuities to buyers for commercial houses, tips to porters, servants, etc., as well as corruption in politics. All gratuities in return for service supposed to be paid for by another employer are held to be a species of objectionable graft. The important section in the Wisconsin statute is as follows:

"Whoever corruptly gives or offers any agent, servant or employe any gift or gratuity whatever with intention to influence his actions in relation to his gift shall be liable to a fine from \$10 to \$500, or to such fine and imprisonment for one year."

It is not perfectly plain that this law can be invoked against such gratuities as go by the popular name of "tips," because they are not "corruptly" given. A man who gives a Pullman porter a quarter does it at the end of the journey, not to corrupt him, but in recognition of courtesies. That defense, however, can not be invoked in behalf of the man who gives or promises to give a city or county official money or something else valuable for his influence and assistance in securing a contract. It is notorious that corrupt methods are often resorted to in making sales of goods to municipalities. While it is not bruited abroad and boasted of, it is still sort of an open secret, something that many people know about and wink at and for which they say there is no practical remedy. This State has laws against this sort of thing, but the real difficulty is in enforcing them. The man who receives the bribe of course denies it and the man who gives it must of necessity protect the man with whom he did the business if he proposes ever to do business with him and his associates again. It is not at all probable that any state will have too many laws against grafters and graft, but it is a fact that most states have laws enough already, provided they were rigidly and fearlessly enforced.

It Is a Bogardus Kicker.

Owosso, May 23—Prosecutor C. M. Hamper and W. E. Hall were informed at Lansing by the Attorney General that grocers' peddling wagons which make trips into the country should pay the yearly license of \$75 each.

The law, however, is so broad that grocery and meat clerks who make daily visits to their customers to take orders are classed as peddlers also. Mr. Hall says if he is forced to pay the license fee, he will insist that the law be enforced all the way down the

line. As the license money goes to the State, no one in this immediate vicinity would be benefited by enforcing the law. The opposition to the peddling wagons, in view of the statute's very ample provisions, is expected to peter out.

The Boys Behind the Counter.

Traverse City—Harry Dean, who has been employed in the clothing department of the Hannah & Lay Mercantile Co. store some months past, has gone to Rapid City to take a position in the general store of Way & Son.

Marshall—Clifford Page has resigned his position with B. A. Kelleher to accept one with H. A. Woodruff & Sons, a shoe concern in Lansing, and will assume the duties of his new position in about two weeks. Mr. Page has been salesman at Kelleher's for five and a half years.

Kalkaska—Miss Alice Hoffman, who has been in the employ of the Palmer & Hobbs Co. as head saleslady, has resigned her position. She is succeeded by Miss Izzie Neier.

Detroit—The Magic Gas Mantle Co. has been organized with \$30,000 capital stock, of which \$19,000 has been paid in in cash. The stockholders are A. Egestorff, Jr., A. W. Lewis, Henry B. Schantz and Henry B. Schantz, trustee.

Business Wants

BUSINESS CHANCES.

For Sale—Bakery and grocery. New stock. Doing good business. Sickness reason for selling. Lock Box 158, Paw Paw, Mich. 604

For Sale—A complete and up-to-date set of grocery fixtures, oak finish, cost \$800. Will be sold at a big sacrifice if taken at once. Schulz & Pixley, St. Joseph, Mich. 611

For Sale and Trade—We have good, first-class stocks of goods; general merchandise, clothing, hardware, shoes, implements, drugs, jewelry, racket stocks, etc.; some for sale for cash, some for trade, some for part trade and part cash. Located in Indiana, Indian Territory, Illinois, Iowa, the Dakotas, Minnesota, Missouri, Nebraska, Kansas and Michigan. If you are in the market for any kind of a stock, we have it. Somers & Warren, 500 Manhattan Bldg., St. Paul, Minnesota. 610

For Sale—A large number of selected Delaware farms, beautifully located. Write for free 1905 catalogue to Chas. M. Hammond, Real Estate Broker, Milford, Delaware. 609

Wanted—Location for dry goods and notions. Population 2,000 to 10,000. Address R. Sabel, 58 Eureka Ave., Wyandotte, Mich. 608

I want to rent clothing department in live department store and live town anywhere, or will divide store with some good up-to-date shoe or gents' furnishing or dry goods man and inaugurate a big sale. My clothing is A1, very low price and want immediate action. Rhea Clothing Co., 12 State St., Chicago. 606

We Buy For Spot Cash—Part or your whole shoe and general merchandise stock. Write us to-day and our representative will call at once ready to do business. Merchandise Buyers Syndicate, 12 State St., Chicago. 607

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

HELP WANTED.

Wanted—Experienced grocery deliveryman. German. Must be recommended and willing to work. Steady employment. State age and married or single. Answer, stating wages expected and experience. C. B. Mansfield & Co., Colling, Mich. 605