

MICHIGAN TRADESMAN

GRAND RAPIDS PUBLIC LIBRARY

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JUNE 7, 1905

Number 1133

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

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
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THE MAN WHO LAUGHS.

The man who laughs is a doctor without a diploma. His face does more good in a sick room than a bushel of powders or a gallon of bitter draughts. People are always glad to see him. Their hands instinctively go out halfway to meet his grasp, while they turn involuntarily from the clammy touch of the dyspeptic who speaks in the groaning key. He laughs you out of your faults, while you never dream of being offended with him, and you never know what a pleasant world you are living in until he points out the sunny streaks in its pathway.

Chauncey M. Depew.

THE OREGON EXPOSITION.

World's fairs in various countries have become of such frequent occurrence that they do not always attract the attention they deserve; nevertheless, as they commemorate some important event when they are held in this country, they stand for much that is of note and are not only expressions of material progress, but they are landmarks along the highways of history in the Western World.

There have been held in the limits of the United States world's fairs commemorating the Discovery of America, the signing of the Declaration of Independence, the first exportation of cotton from the Southern States, the purchase of Louisiana from France, and some others of lesser note. There was opened last week at Portland, Oregon, the centennial of the occupying by forces of the United States of territory on the Pacific coast, and two years hence there will be celebrated by an exposition in Virginia the tercentenary or three hundredth anniversary of the landing of English settlers at Jamestown in 1607.

The Oregon celebration grew naturally out of the purchase of the Louisiana territory from France. The treaty by which the United States acquired Louisiana gives a very indefinite description of the territory

conveyed by its terms. The eastern boundary was the Mississippi River, except in Louisiana proper, where it includes the Island of Orleans, which is east of the river, and in Minnesota, where the eastern boundary extends to Lake Superior. The western boundary was the line of the Spanish possessions to the Rocky Mountains, and along the main line of that range to the British territory in the North. The Gulf of Mexico formed the southern boundary.

No sooner had that vast region become the property of the United States than it was desired to secure some information concerning its quality and extent. President Jefferson obtained an appropriation from Congress for the purpose, and he sent out an expedition under Captains Meriwether Lewis and William Clark, of the Army, both able and accomplished officers.

The party as first organized consisted of the two officers, fourteen United States soldiers, nine Kentucky hunters, two French Canadian voyageurs who were specially skilled in canoe navigation, a Western hunter and a negro servant. These were twenty-nine in all. At St. Louis, then a frontier village, sixteen additional men were enlisted. They started from St. Louis May 14, 1804, following the Missouri, the great branch of the Mississippi River flowing in from the Northwest and joining the main river just above St. Louis.

Late in October of that year the party reached the country of the Mandan Indians, in what is now South Dakota, some 1,600 miles from St. Louis, and wintered among the natives. In September of 1805 the explorers crossed the Rocky Mountains, and on November 7 reached the Pacific Ocean near the mouth of the Columbia River. They took possession of what are now the States of Oregon and Washington, for the United States, and in March, 1806, they started back to St. Louis, reaching that place on September 23, 1806.

The journals and records made by Lewis and Clark are of extreme interest for their romantic adventures, as well as of great value for the scientific facts contained in them. Lewis was made the first Governor of the Louisiana Territory, and at his death he was succeeded by Clark, who had become a general in the Army.

SECRECY AND PREPARATION.

Old as is the proverb that "In time of peace prepare for war," the world is constantly furnishing examples of foolhardy recklessness in this respect. The war with Spain of seven years ago found this country entirely unprepared, and it was only the fact that our adversary was in even worse

shape in the matter of preparation that saved us from such a lesson as would not have been readily forgotten. The Boer war showed that Great Britain had been living in a fool's paradise, as the actual test of war proved that many of the important departments of the British Army were far from being equipped to bear the strain of a campaign.

Perhaps never in history has the evil of unpreparedness been more glaringly demonstrated than in the present war in the Far East. Despite the fact that Russia provoked the war and entered upon it with supreme confidence in an easy victory, the developments of the past eighteen months have proven that Russia's military establishment was totally unprepared to cope with such an antagonist as the Japanese. Transportation, commissariat and the task of re-enforcing the army at the front have all broken down. This applies to both army and navy, and probably more so to the latter than the former branch of the service. On the other hand, the history of the struggle proves that the Japanese were most thorough in their preparations. Everything has been planned in advance and the needed supplies of munitions, stores and men have been accumulated where most needed. The needs of the campaign have been so thoroughly worked out in advance that there does not appear to have been a single hitch or contretemps since the beginning of the war by the breakdown of any branch of the Japanese military service.

Next to thorough preparation, the thing that has helped the Japanese most has been secrecy. Mere censorship, no matter how rigorous, would not suffice to so completely conceal every military move from the outside world. The whole people have been educated to the importance of not revealing military movements, and this obligation is felt by every one, with the result that Japan has been able to keep the movements of her armies and fleets profoundly secret. It was the inability of the Russians to locate Togo's fleet that was largely responsible for the blunder Rojostevsky made of sailing into the Tsushima Channel.

The lesson of the present war which every country should learn is the importance of keeping fully prepared at all times for emergencies. It might also be well to imitate, within bounds, the remarkable secrecy with which the Japanese veil all their operations.

There are more ways than one of losing money, which merely demonstrates that money can be lost in more ways than won.



Views of a Trimmer Long in the Business.

I was talking one day last week with a windowman who is an acknowledged expert in his chosen field. Or, rather, I asked a question here and there and let him do all the talking.

Said he:

"Yes, as you say, window dressing has worked itself up to the place where it might be called an art. One can not do well at the business unless his whole heart and soul are in it—unless he throws himself into the work with a fine enthusiasm. A man who is half-hearted, no matter what the affair in hand, can never do as well as the one who believes himself especially fitted for it and makes everything else subservient to his calling.

"A window trimmer should, above all things, aim at originality. Of course, he must take one or more magazines devoted to the subject whereby he makes his bread and butter. These should be the best published, and when he has paid his year's subscription he should peruse them to the extent of getting his money's worth—and more—from his purchase. I said, he should aim at originality; but this does not mean that he shall never glean a hint or suggestion from the efforts of others in the same field of exertion. He may absorb much from observing the accomplishments of fellows engaged in the same operation as himself. But at the same time he must not allow himself to become a mere copyist. Such a course would be fatal to progress, would kill the incentive to advance to the highest pinnacle of success.

"The first thing a beginner in the business has to learn is to overcome the desire to show a great quantity of objects all at once. He seems to be possessed with the idea that he must display a sample of everything in the shop. Really, the less articles in a window the better, so as to focus the attention of the pedestrian on the few goods. If a great lot of stuff is used in a trim the average beholder has no clear idea of what he has seen and, perhaps, could not name a half dozen articles when he has passed on.

"It goes without saying that many shoppers are of many minds and the merchandise that would appeal specifically to one person's taste would be spurned by another as spurious. Even so; but avoid the danger of overcrowding if you would enjoy the reputation of being a first-class windowman is always my advice when a novice asks my ideas.

"How did I come to take up the occupation?"

"Oh, like a great many others in the line, I simply dropped into it. Regular man was sick for a long time, I, as his 'helper,' took his place

temporarily, sick man had to go to Arizona for his lungs, didn't come back—and here I am.

"That's the way a great many of us get our start. From being what you might call a 'supe' we develop into a man about the store who is looked up to by all the rest. The position is one in which there is promotion ahead, if one improves continually, because there is always demand for the clever men. In the large city stores window trimmers get big wages, but it is hard to get a position in those places. Oftentimes the head trimmer in one of the largest stores in a State is more than glad to give his services for several months to get the experience as a 'helper' in a mammoth Chicago store like Marshall Field's. Then he has an equipment that stands him in good stead to get a better position than the one where he drew his last wages.

"There are quite a number of women who have taken up this work. In many instances they are the wife or other relative of the head man. In Philadelphia there is one great store where all the window displays are arranged at night, and those employed for this are a man and his wife—and she is declared to be really 'the better man of the two.' In many ways women are better fitted for this occupation than men. They generally have finer taste and, whereas a man has to study up on colors and combinations of colors, a woman seems to possess this knowledge intuitively."

Colors and Mosquitoes.

A young girl was talking about mosquitoes. She had spent the summer in a place where they were numerous.

"But I noticed," she said, "that when I wore a yellow dress I didn't get a single bite."

"Did you notice that?" said the young scientist. And then he went on eagerly:

"I am glad you noticed that, for it is a verification of certain experiments that we have made.

"We made these experiments in a gauze tent, and their object was to ascertain the effect on mosquitoes of colors.

"We placed in the tent boxes lined with cloth of different hues, and we found that the little pests crowded frantically into the dark blue box, while the yellow box they would not, under any circumstances, enter.

"The experiments extended over several weeks. We had in the tent stone vessels for the mosquitoes to breed in. We discovered that, next to the dark blue, the mosquitoes sought the dark red box. After the dark red, came brown, then scarlet, then black, then slate gray, then olive green, then violet, then pearl gray, then white.

"Thus we proved that the mosquitoes notice colors, and we formulated two helpful hints for the inhabitants of mosquito ridden districts.

"The first hint is to wear yellow to escape mosquito bites, and to use yellow netting for bed canopies and window screens.

"The second hint is to use a blue lined box if you want to trap mosquitoes. With this box, in an infested region, you could easily catch and destroy thousands of the insects daily."

To Boom Imlay City.

Imlay City, June 5—A Business Men's Association for the purpose of securing factories and otherwise booming this place has been organized by the business men of this city.

with the following officers at the head of the movement: President, T. T. Crandall; Vice-President, J. I. Wermette; Secretary, Frank Bathsburg; Treasurer, J. S. Marshall.

Always remember the maxim of Aristocratis: "If you can't do it all, do all you can do well."

While hustling for a living, don't neglect your liver.

The value of experience depends on how you take it.

Patents Granted

To the Computing Cheese Cutter Co., Anderson, Ind., on May 23, 1905. We now have a cutter that is fully protected by United States Patents, which protect all agents and jobbers selling our cutter, as well as all retailers using it. When you buy this cutter you can feel assured that you are protected against damage suits of any kind. When ordering a cutter buy one that is patented. All infringers will be prosecuted.

Computing Cheese Cutter Co.

621-625 Main St., Anderson, Ind.



High Grade Cigars

are found oftener in advertisements than in show cases. You'll find the

S. C. W.

5c Cigar

high grade in both particulars. It's easy to say this; but it's easier to prove by simply smoking one of them. Puffing one will pull for a box order and buying that will save you money. So many critical smokers endorse the S. C. W. that you should join the procession.

Try One Now

G. J. JOHNSON CIGAR CO., Makers Grand Rapids, Mich.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 3—We have had one of the most quiet weeks in the coffee trade we have experienced for a long time. There is scarcely anything being done in invoice trading and the general distributing trade is also extremely quiet. Advices from Europe show about the same conditions prevailing there and the whole situation is a waiting one. Quotations are practically unchanged and it is not thought any decline will ensue. The decrease in the world's visible supply in May was about 650,000 bags. No. 7 is worth 77½c. In store and afloat there are 3,956,954 bags, against 2,770,937 bags at the same time last year. The receipts of coffee at Rio and Santos are not so much behind those of last season, as from July 1, 1904, to June 1, 1905, the aggregate was 9,604,000 bags, against 10,080,000 bags at the same time last year. As to mild sorts there is simply a dragging, every-day trade and quotations are unchanged. Good Cucutas, 9¼@9½c; good average Bogotas, 10¾@11c.

While the rather cold weather has been unfavorable for an active sugar market, there is a slight improvement and this is most likely to continue

from now on. Quotations show little, if any, change. Most of the business has been of withdrawals under old contracts, and now trade has been light and unimportant. Raws are quiet.

Purchasers of teas are taking only small lots and line trading has been almost nil. Quotations are quite well sustained and holders are inclined to have considerable faith in the future. Stocks do not seem to be especially large and yet there is enough to go around.

The slight although steady improvement in the rice trade noted some time ago continues and a very fair amount of business is being done on the present basis. The tendency is toward a higher level and holders are not at all inclined to make concessions from present figures. Choice to head domestic, 4@5¼c. A line of Japan rice was quickly disposed of at full figures.

The spice market has been rather quiet, as might be expected at this time of year. Stocks of pepper are moderate and prices are well sustained, with Singapore 11½@12c and West Coast 11¼@11½c.

Quietude prevails in the molasses market and sales are generally of rather small lots to repair broken assortments. Stocks are not large and prices generally are firmly adhered to. Syrups are firm and unchanged.

Canned goods have had a mighty quiet week, although Friday showed up rather better and some Baltimore packers have had pretty good trade in the finer class of goods. Fine peas

have opened at prices a trifle lower than prevailed last year and lower grades about 10c less. Future tomatoes have been sold at 65c in quite large lots with the market reported fairly active. Opening prices on Pacific coast fruits will be made within a few days. Salmon shows no change and is quiet.

The butter market is fairly active and some slight advance has taken place within a day or two. Some arrivals are being placed in storage and the supply generally is about equal to the demand. Extra Western creamery, 21¼@21½c; seconds to firsts, 19@21c; imitation creamery, 18@19c; Western factory, 17@19c; packing stock is somewhat neglected and moves from 15@16c.

Supplies of cheese are increasing at primary points, as there is excellent pasturage. This gives us more ample stocks here and quotations show some decline. The demand is fairly active, but the supply is more than sufficient for it.

There is an abundance of eggs in this market and yet prices seem to be pretty well sustained. Best Western, 17½c; good to prime, 16½@17c; common stock, 15@16c.

Most Famous Frog Dies.

The most famous frog in the world has just died. It was the victim of a professor in a university, who in 1899 cut out both hemispheres of its brain. In spite of the operation the frog was in perfect health, and for five years served to demonstrate to

the professor's pupils the results of the removal of the brain.

Knowledge and will were abolished and the frog never showed the slightest sign of initiative, his only movements being attributed to muscular fatigue. The eyes were quite uninjured, and the frog could evidently see, but without understanding. Even his favorite food failed to attract him, and every day an assistant had to cram his food down his throat until the reflex action of swallowing took place. When he was touched he moved, and when he was put in water he swam, and if he was placed on his back he rolled over again, but on his own initiative he never stirred.

The poor thing was well known to all scientific men and it seems probable that he died simply of old age, and that his life was in no degree shortened by the operation.

Fabrics Made of Wood Pulp.

Certain fabrics are being made in Europe, the warp of which is composed of cotton and the woof of a thread made from wood pulp. These goods were introduced almost four years ago. At the outset sheets of wood pulp paper were cut into finest shreds and twisted into thread by machines made for the purpose. Later the paper process has been abandoned and wood pulp is passed directly over grooved metal sheets, forming very thin ribbons, which pass in turn over a machine that twists them into a very regular thread of any desired length.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

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

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

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

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

AROUND THE STATE

Movements of Merchants.

Vassar—Geo. R. Eldridge has opened a new grocery store.

Williamston—J. P. Dillon has opened a fruit and confectionery store.

Morenci—N. E. Roby succeeds Roby & Bailey in the drug business.

Cheboygan W. H. Craig will shortly open a new fruit and vegetable store.

Charlotte—Mort. Munson has purchased the confectionery stock of Fred Winters.

Adrian—A. Peavey & Son have opened a grocery store at 145 West Maumee street.

South Haven—M. Hale & Co. have installed a bakery in the basement of their grocery store.

Onaway—Melvin Brining is erecting a store building which he will occupy with a new hardware stock.

Marine City—Henry Lacroix, recently of Harsen's Island, has opened a grocery store in the south part of the Marine State Co.'s block on Water street.

Grand Ledge—Martin H. Maier has sold his harness stock to L. H. Roosa and Ellsworth C. Whitney, who will continue the business under the style of Roosa & Whitney.

Charlotte—George H. Wygant has sold his stock in the West End grocery store to Burton Mansfield, of Jackson, who will continue the business at the same location.

Muskegon—John Boelkhoudt, who has a dry goods store at 146 Myrtle street, has leased the building at 91 Third street and will open a branch store there. Miss Jennie Valk will be in charge.

Laingsburg—At a meeting of the stockholders of the Laingsburg Telephone Co. they voted to increase the capital stock from \$25,000 to \$100,000. The company is in a very prosperous condition.

St. Clair—A. Smith, of Port Huron, has leased the vacant store north of J. Moore's furniture store and will take possession this week. He will carry a line of carpets, rugs, curtains and oil cloth.

Detroit—The Detroit Business University has incorporated with a capital stock of \$20,000, all paid in in property by the stockholders, William F. Jewell, Platt R. Spencer and James H. McDonald.

Cheboygan—Leonard J. Leske has opened a cigar manufactory and will make the "Leonard" cigar his leader, and also manufacture a full line of five and ten cent goods. He has been with John Noll for six years.

Bay City—N. J. Fisk & Co. have purchased the two-story structure at 208 East Midland street formerly occupied by John Marrow, Sr., and will have it overhauled for use as a cigar factory. They expect to take possession about June 15.

Brooklyn—W. S. Culver has merged his banking business, formerly conducted under the style of the Ex-

change Bank, into a stock company under the style of the Culver State Bank. The corporation has an authorized capital stock of \$25,000.

Detroit—John M. Scott, merchant tailor, has filed a petition in the United States Court to be declared a bankrupt. His liabilities are scheduled at \$1,036.38, of which \$70 is in wages, and assets amounting to \$454.30, most of which is in outstanding accounts.

Alpena—The Alpena Mutual Telephone Co. has leased for five years all telephone property belonging to the Michigan (Bell) State Telephone Co. in this locality, including suburban lines, cables, etc. The Mutual Co. will now complete lines to Spruce, Hubbard Lake and other towns.

Saginaw—Margaret C. Murray has purchased the dry goods business for years past conducted by D. B. Freeman, who has been in business the past twenty years and is prominent in commercial and social life. Mr. Freeman will remove to Pasadena, Cal., where he will in future reside. Miss Murray has been connected with the business since it was established by Mr. Freeman.

Republic—An addition to the Peterson-Utberg block, a structure erected since the fire a little over a year ago, has just been completed. C. H. Munson, the druggist, occupies the stand. Fred Karston has just completed the foundation for a new block he will erect on the corner opposite the Peterson-Utberg block, on the former site of the Republic Store Co.'s block. It will be 118 feet in length, by twenty-six wide, two stories, with basement. The Republic Store Co. has leased the building for ten years. The place will be ready for occupancy by Aug. 1.

Manufacturing Matters.

Detroit—The Robert Mitchell Machinery Co. has increased its capital stock from \$10,000 to \$30,000.

Kalamazoo—The capital stock of the Verdon Cigar Co. has been increased from \$60,000 to \$100,000.

Sault Ste. Marie—The capital stock of the Northwestern Leather Co. has been increased from \$350,000 to \$400,000.

Sanilac Center—In order to meet the demand for its wares the Sanilac Center Manufacturing Co. is running night and day turning out culverts.

Plainwell—F. H. Robinson, who recently started a cigar factory in the Cline block, is to put his goods on the market the latter part of this week.

Detroit—The Walter Manufacturing Co., which does an architectural and sculpture business, has changed its name to the Ornamental Products Co.

Zeeland—The Ottawa Lumber Co. has been incorporated to manufacture and sell lumber with an authorized capital stock of \$15,000, of which amount \$10,000 has been subscribed and \$1,000 paid in in cash.

Kingsley—Case & Crotser, who are now operating hardwood mills at Bingham and Walloon Lake, have purchased 4,000 acres of hardwood timber land in Ontonagon county and

will begin operations on the tract in the course of a year or two.

Flint—Willard Nicholson, formerly in the grocery department of the E. O. Pierce & Sons' store, has taken a position with Wm. Foulds, James Lee, who has been clerking at the Foulds store, having taken a road position with a Saginaw wholesale grocery firm.

Bay City—The Beutel Canning & Pickling Co. has contracted for between 700 and 800 acres of cucumbers to be raised this year. The company has branch receiving and salting stations at Linwood, Pinconning, Standish and Merrill, making short hauls for the farmers.

Detroit—A corporation has been formed under the style of the Williams Neckwear Co. for the purpose of manufacturing and dealing in neckwear. The company has an authorized capital stock of \$10,000, of which amount \$5,100 has been subscribed and \$1,010 paid in in cash.

Constantine—J. B. George has formed a company for general manufacturing purposes, which will be a substantial addition to the list of industries at this place. One-twelfth of the old French water power now owned by the village has been leased for twenty years, and ground is being cleared for the erection of a building 40x80 feet.

Jackson—The E. Bronk Manufacturing Co., maker of skirts, which came to the city some years ago as a prison contracting firm, but which abandoned this contract and opened free shops, is closing up its business in this city, and will consolidate with its New York plant. Negotiations for the occupancy of its factory, which is owned by the city, by another concern are said to be in progress.

Kalamazoo—The buildings of the Illinois Envelope Co. are completed and were turned over to the company by the contractors last week. Much of the machinery is already here and the rest will be shipped from Centralia, Ill., the first of the week. It is the intention to put a part of the factory in operation some time the latter part of this week and by June 20 to have the entire plant running. There is a big demand for the envelopes and a shut-down is not anticipated for the next year at least.

Sault Ste. Marie—The Soo Rug Manufacturing and Carpet Co. has succeeded the Petoskey Rug Co. The capital stock of the new concern is \$10,000, of which \$9,750 is paid in. The stockholders are Marshall N. Hunt, 20 shares; Fred R. Price, 20 shares; R. G. Ferguson, 20 shares; John A. Colwell, 20 shares; Otto Fowle, 20 shares; Joseph H. Steere, 100 shares; Eber W. Cottrell, of Detroit, 90 shares; William F. Ferguson (trustee), 350 shares; Charles S. Beadle, 20 shares; A. T. Washburn, 315 shares.

Calumet—The Calumet & Hecla has closed one of the biggest land deals in the history of Keweenaw county, by which it acquires the Delaware, Mendota, Amygdaloid and Eagle Harbor properties, comprising more than 40,000 acres. It was through the City Trust Co., of Boston, that the Delaware was secured

for \$250,000, and the Mendota for \$60,000, which with the other two properties makes an outlay of \$325,000. While the land is valuable for the timber on it, this is not the only reason for acquiring it, as it is believed to be rich in mineral resources, and will soon be developed along those lines.

One Dealer Who Believes in Premiums.

Cheboygan, June 6—I started in the general retail business seven years ago, and have always advertised strongly, spending at least 4 per cent. for that purpose, but the best method, without a question, is with premiums, and in proof of this I quote the following who are leaders in their line who give away premiums: Siegel, Cooper & Co. and Rothschilds, Chicago; G. M. Barrett Co., Milwaukee; Pitts, Kimball & Co., Boston; Globe Store, St. Louis. The Atlantic tea and coffee concern, which started thirty-seven years ago in New York City with one store, now has stores from coast to coast. It has always given away premiums. Take the leading package coffee, Lion; leading soap people, Fairbanks; leading cereal people, American Cereal Co.; leading range people, Majestic, and thousands of other concerns, not the least of these being the Continental Tobacco Co. All these people are leaders in their lines and they all give premiums. Are they making a mistake? My answer is, They are not. I double my cash business and others must be short-sighted if they can not see the system is a winner.

Murphy, Osmun & Co.

Want Lower Prices on Ice.

Kalamazoo, June 5—The Kalamazoo Grocers' Association is going strong after the iceman.

A committee has been appointed to treat with the local ice concern and make an attempt to secure lower rates for the grocers. This committee has as yet taken no definite action, but it is expected that it will report on Monday night next at the regular meeting.

Members of the Association state that if they can not come to some amicable agreement with the ice company whereby they can be furnished ice at a more reasonable rate than now they will take steps to secure ice from the outside.

The civil service petition asking for a law to punish civil service employees who do not pay for household necessities has been signed by all the grocers and passed on to the coal dealers. It is expected it will go the rounds to all dealers in household goods.

Commercial Credit Co.
CREDIT ADVISERS
COLLECTIONS AND
LITIGATION
LIMITED

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



The Grocery Market.

Sugar—Nothing of a startling nature has developed. The consumption is rapidly increasing and the large orders are reaching the refiners in abundance these days. The option market has held about steady and there is an undertone of strength noted as the statistical position of the market continues to be strong. Locally the demand for sugar is increasing and, while the trade is not actually loading up, for fear of the market, the buying is heavy on account of the actual requirements.

Tea—The only feature worthy of mention is the fact that the Japanese naval victory has removed the speculative feeling which has characterized the market since it was evident that a notable battle was to be fought there. While the market has steadied up, no special change is looked for for several months.

Coffee—The market is in a strong position from a statistical standpoint. The receipts thus far this crop year have run half a million bags behind those of a year ago and about a million less than those of 1903-1904. When it is remembered that the consumption has been increasing at the rate of about two millions of bags a year the past six years, it is easy to figure out great strength in the situation. However, there are always other contingencies that enter into the market and it is not safe to assume on the above showing that the price will at once shoot upward. The package goods have made no change for some weeks and there is no indication that they will do so soon. The summer, while not supposed to be a coffee-consuming season, still brings out a large demand, the farm trade especially using a lot of the beverage at this time. This trade is now stocking up for the summer's work.

Canned Goods—Opening figures on new pack California fruits are awaited by the trade with interest. The fact that sugar is high and that the crop in some lines is short would look like a high opening, but there is no telling whether this will be the case or not. There is a fair movement in these goods, although the abundance of strawberries and other fresh fruits cuts down the call for the canned somewhat. Apples are the exception to this rule, as the stock of green goods has run out and the canned and dried are now relied upon almost entirely. Peas are another excellent seller. This is due in a large measure to the arrival on the market of the green vegetable, which at once causes a demand for the canned. The trade is very large and bids fair to almost clean up all desirable goods in this line. String beans are selling for the same reason, although the movement is not so large as that of peas. Other vegetables are rather quiet. New pack asparagus is arriving on this market. Reports from

Columbia River salmon fisheries still indicate that the pack is running considerably short of last year. The demand for spot salmon is increasing as the weather becomes warmer and as a consequence the market is firming up steadily. There was practically no spring pack of shrimps on the Gulf coast, owing to severe storms. Nothing new in this line can be expected before August or September.

Dried Fruits—Loose raisins are dull, despite low stocks. Seeded raisins are dull and soft. Prices are unchanged. Currants are in fair demand and unchanged. Prunes show no change, but stocks are getting reduced. Size 40-50s seems particularly scarce and some holders are asking 1/4c advance. As to future prunes, buyers are indifferent, on account of the high price. While some of the packers are asking a 2 1/2c basis the larger operators are not out yet, and in all probability will ask at least 3c. Nothing is doing in peaches. Spot fruit is dull and neglected and even at the lower price nobody seems to want futures. Apricots are dull, both on spot and future. Future cots are certainly low enough to attract attention, but are not doing so.

Syrup and Molasses—The glucose situation is unchanged. The corn market has declined again, and there is consequently no reason for any advance, even if the refiners had been willing to let each other do so. There seems to be no doubt that if the Corn Products Co., which is the glucose combine, had been in control the glucose market would have sharply advanced when corn took its recent advance. Compound syrup is unchanged and quiet. Sugar syrup is slow at unchanged prices. Molasses shows no change and the market is dull.

Rice—The market is gaining decided strength on the short acreage and the bad weather in the Southern fields. Fancy Carolina head is up about 1/2c in this market and all grades are higher in the South. It is not improbable that the era of very low priced rice is over for at least a year.

Fish—Salmon is unchanged and in light demand. Cod, hake and haddock are not wanted and the market is inclined to be easy. A few new ocean whitefish are offered at \$4.25 per 200-pound barrel, f. o. b. This is about last year's opening price. The mackerel situation shows no change. The demand is dull. It is possible that an order for a round lot would secure a concession, but nobody wants a round lot. New Irish mackerel are coming forward at \$13.50, and some offers are heard as low as \$13, but even at the latter figure many buyers consider the market too high. New shore mackerel are expected during the coming week, and the market will likely open around \$11@12, which is about the same as last year's opening. There has been some demand for sardines during the week. The independent packers have been working hard to effect a combination on the basis of \$2.30 per case for the new drawn cans, and they nominally

succeeded, but the price is reported to have been broken almost immediately. The new lightweight can is inspiring all sorts of price-juggling. The packers who are using it are evidently expecting to sell their goods, as they have ordered enough to pack 1,600,000 cases, while the total consumption of sardines for the whole country is only 1,200,000 cases.

The Produce Market.

Bananas—There is no change in prices—\$1 for small bunches, \$1.50 for large and \$2 for Jumbos. The summer demand for bananas is opening up in good shape and the movement from now on will be large.

Beets—New command \$1.50 per box.

Butter—Creamery is steady at 21c for choice and 22c for fancy. Dairy is in plentiful supply at 16c for No. 1 and 13c for packing stock. Renovated is steady at 19c. Receipts are large and the quality runs high.

Cabbage—Southern commands \$2@2.50 per crate, according to size.

Carrots—New fetch \$1.25 per box.

Cucumbers—Home grown are in plentiful supply at 50c per doz. Southern fetch \$1.75 per box of four to five doz.

Eggs—Local dealers pay about 14 1/2c for case count, holding candled at 16c. The receipts are liberal, but the quality is gradually deteriorating. As long as it remains cool the storage of eggs will continue. As noted before, the quantities stored in this market as well as in others have been enormous. Daily reports show the receipts of New York and Chicago as being very heavy, far beyond the consumption, indicating that storage is still going on.

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 Silverskins.

Green Peas—\$1.35 per bu. box.

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

Lemons—Messinas are steady at \$3.25@3.50 per box. Californias have been marked up to \$3@3.25.

Lettuce—10c per lb.

Onions—\$1.50 per crate for Bermudas or Texas; \$1.35 per 70 lb. sack for Louisiana.

Oranges—California Navels are steady at \$3.50 for choice, \$3.75 for fancy and \$3.90 for extra fancy. Mediterranean Sweets, \$3@3.25; Seedlings, \$2.75@3. Although the abundance of strawberries cuts into the orange trade somewhat the sale is still good and promises to be so during the early summer. Supplies of Mediterranean Sweets are liberal. Navels are not so plentiful as their season is passing. Seedlings and St. Michaels are on the market in all sizes.

Parsley—25c per doz. bunches.

Pieplant—60c for 40 lb. box.

Pineapples—Prices are steady, ranging about as follows: Crate of 18, \$3.25; 24, \$3; 30, \$2.75; 36, \$2.50; 42, \$2.25; 48, \$2.

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

Pop Corn—90c for rice.

Potatoes—New stock is slow sale at \$1.25. Old stock is in moderate demand at 25c.

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, 14@15c; old turkeys, 12@13c. Dressed fetch 2c per lb. more than live. Broilers, 27@28c per lb.; squabs, \$1.75@2 per doz; pigeons, 75c per doz.

Radishes—15c per doz. bunches for round and 18c for long.

Strawberries—The market is well supplied this week with Benton Harbor berries, which range from \$1.10@1.40 per 16 qt. case. Home grown are beginning to come in and a few warm days will make them very much in evidence.

Tomatoes—\$2.50 per 6 basket crate. Turnips—\$1.25 per box.

Wax Beans—\$2 per bu. hamper.

Photography has caught the fastest express train in motion by means of the cinematograph, and it also shows the growth of a flower. A bud which bursts into bloom in say sixteen days is exposed to a camera every fifteen minutes during the sixteen days, and when the pictures developed from the films are assembled in order in the moving picture machine the observer may see to his delight, all in a minute or two, the gradual breaking of the bud—the blossoms open, close by night and reopen in the morning, the leaves grow under the eye, the stamens peep from cover, and, finally, the full-blown flower.

A local merchant asked an editor in a certain Michigan town to roast the city administration for letting an itinerant peddler come in here and undersell him on goods. This is what the editor wrote: "City dads, you will hereby take notice that you are roasted for permitting peddlers to sell goods here. The merchant for whom we do this favor has his job work done in Chicago."

A corporation has been formed under the style of the Grand Rapids Crate Manufacturing Co. for the purpose of dealing in wood crates. The new company has an authorized capital stock of \$2,000, of which amount \$1,000 has been subscribed and \$700 paid in in property.

Keene B. Phillips, who recently sold his interest in the general stock of Phillips & Wykes, at Richland, to Arthur Wykes, has returned to Grand Rapids and taken the management of the Hine Stationery Co.

John Noud has engaged in general trade at Copemish. The Lemon & Wheeler Company furnished the groceries and Burnham, Stoepel & Co. supplied the dry goods.

A cake of yeast is vastly superior to some men. It can always raise the dough.

Those who fight and run away may live to say, "I told you so."

Watching the clock won't make pay day come any quicker.

HALF A CENTURY.

Fiftieth Business Anniversary of a Three Oaks Merchant.

Three Oaks, June 5—When Hon. J. L. McKie sent out invitations to the old and young of this vicinity and many at a distance to attend the anniversary reception held at his store Saturday—an event planned to mark the close of the fiftieth year of his business career in Three Oaks—he did not realize what was in store for him; that the friends of by-gone days, from afar as well as near, would gather to a number sufficient to give the village a somewhat crowded appearance and to place the occasion in the minds of the visitors and home folk as a Pioneer day. Such it was.

Early in the morning the old friends began arriving in town, by train and by wagon road. They dropped into the place of business, which had been fitted up for the occasion, early with congratulations and to exchange cordial words of greeting with the few who may have preceded them. Before noon the village took on more or less of a gala day appearance; flags were floating from some of the business places, and bunting was looped from post to post at the walks' edge.

Mr. McKie and his receiving friends, Henry Chamberlain, E. K. Warren and others of the host's former business associates and clerks, had more than they could attend to, the store and adjacent walk becoming too crowded to allow one to conveniently move about. Light refreshments were served to all the guests and a programme consisting of music by a male quartette and speeches by Hon. Henry Chamberlain, Mr. E. K. Warren and Hon. J. L. McKie, together with the reminiscent tendency of the general conversation, made the hours joyous ones to all present.

E. K. Warren, with his usual tact, conceived the idea of photographing the company in groups; three in number, the first to be of all those who called this great wilderness home sixty years ago, another of the friends who lived in this vicinity fifty years ago, or when the host became identified with the business of the village, and the third of those whose residence hereabout dated back two score years. In the first picture one would expect to find two, three, or, perhaps, a half dozen persons. It shows a surprising number—twenty in all. The still rugged appearance of the number and happiness and contentment indicated in the faces of all is strong argument in behalf of industry and right living, for which the reward is usually both peace and health to the end of life.

Among those present from a distance were E. G. Curtis, of J. V. Farwell & Co., of Chicago, who sold goods to Chamberlain, McKie & Co. and has continued to sell to their successor to this time.

The afternoon pleasures will never leave the memory of the older generation of friends. The evening attendance numbered a majority of the younger people of the community. The crowd was dense, the programme similar to that of the afternoon and

with the evening hours the event—highly successful from a social standpoint—closed.

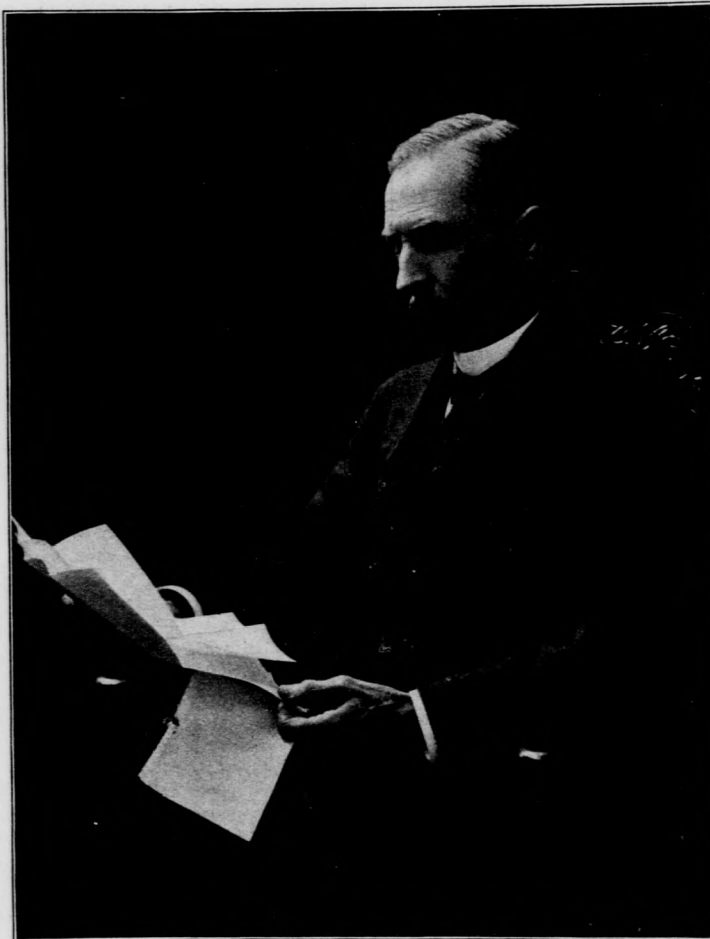
James L. McKie was born in Neshoba county, Mississippi, February 10, 1837. His father was a native of Scotland and his mother of England. He moved with his parents to the prairies in Bond county, Illinois, in the spring of 1844 and to Three Oaks in November, 1854. He attended a district school during his boyhood and completed his schooling in the Greenwich, Ill., Academy. He taught one term of school in Three Oaks in the winter of 1854-55, and in the village of Three Oaks in the winter of '58-'59.

In 1855 Mr. McKie entered the employ of Chamberlain & Ames. After

berlain & Co. and Henry Chamberlain until March, 1864, at which time the firm of Chamberlain, McKie & Co. was organized (Henry Chamberlain, J. L. McKie and William Chamberlain), continuing until March, 1868, at which time the partnership was dissolved. The various succeeding firms have been Chamberlain & Co., Henry Chamberlain, McKie & Warren, Chamberlain & Churchill, Chamberlain, Warren & Hatfield, Warren & Hess, McKie & Vincent and J. L. McKie (of McKie & Vincent), the latter being the only one of the various firms now remaining in business.

Still Unruffled.

Uncle Rufus was one of the calmest and most equable of mortals. No-



James L. McKie

eight years' service with them and their successors in the capacity of clerk and two years at Niles he became a partner in the business, which was conducted under the name of Chamberlain & McKie for four years. The succeeding firm names which lead up to Mr. McKie's sole ownership of the present business are given: Mr. Ames, of Chamberlain & Ames, died in August, 1855. Henry Chamberlain continued the business alone until the next year, at which time Samuel W. Chamberlain, his cousin, took an interest, which was continued until 1861 under the name of Chamberlain & Co. in the building now known as the Woodland House and the store on the north side of the railroad into which they moved in 1858, where it was continued as Cham-

berlain & Co. and Henry Chamberlain until March, 1864, at which time the firm of Chamberlain, McKie & Co. was organized (Henry Chamberlain, J. L. McKie and William Chamberlain), continuing until March, 1868, at which time the partnership was dissolved. The various succeeding firms have been Chamberlain & Co., Henry Chamberlain, McKie & Warren, Chamberlain & Churchill, Chamberlain, Warren & Hatfield, Warren & Hess, McKie & Vincent and J. L. McKie (of McKie & Vincent), the latter being the only one of the various firms now remaining in business.

The result was startling. A fierce burst of flame and smoke came forth, not only enveloping Uncle Rufus, but blowing out the flue caps in the rooms above and filling the house with soot and ashes.

In the midst of the excitement Uncle Rufus came up from the basement with his usual slow and regular step.

His face was black with grime, his eyebrows and eyelashes were singed to a crisp, and what was left of his hair and beard was a sight to behold.

He went to a mirror and took a good look at himself.

"Wal," he said, slowly and deliberately, "I was needing a shave an' a hair-cut, anyway."

Pertinent Questions for the Catalogue House Patron.

Central Lake, June 5—When you buy from one of the big department store mail order houses, you buy from a catalogue—from a picture. Is that as satisfactory as it is to be able to see, feel and perhaps to try on the goods before you pay out your good coin? By the way, what percentage of the money you have spent with Sears & Roebuck or Montgomery Ward was returned as a donation toward helping to pay the pastor's salary this year? How much did the Cash Buyers Union contribute last winter when you and your neighbors turned in and helped out that poor fellow who was mortally ill with consumption? How many premiums did John M. Smythe donate towards last year's Free Street Fair? How much will he give to this? Many people, profiting by sad experience in the past, have ceased to drop their earnings into these commercial nickel-in-the-slot machines. Some have not, and the old saying that "another sucker is born every minute" is daily, yes hourly, proving itself true.

Geo. L. Thurston.

Clung Fast To His Last Pint.

Representative Clarence D. Van Duser, of Nevada, had been assailing the swindling Western mining companies that, with bogus pamphlets and reports, fleece gullible persons in the East.

"But it is a wonder to me," he said, "that a certain one of these companies has any success at all, for it is conducted by as illiterate and thick-headed a man as I have ever seen. This man is a character. For instance:

"One day he gave me a long harangue on the Indian's love of whisky.

"'Why,' he said, 'once give an Indian a taste of whisky and he'll sell his very soul to get more. I was riding over the plains once with a pint bottle sticking out of my breast pocket, when an Indian happened along, and as soon as he saw the pint he wanted to buy it.

"'And do you know what that Indian offered me? Well, sir, he offered me his buckskin breeches, his shirt, his saddle, his blanket and his pony. All for a pint of whisky. What do you think of that?'"

"'And you,' said I; 'did you sell?'"

"'No,' said the miner, 'I didn't. It was my last pint.'"

It was the ambition of William Ziegler, the Royal baking powder millionaire who died recently, that the American flag should be the first to fly at the North Pole. He sent several expeditions to the Arctic regions and one is now there. Many of our millionaires have wasted their money in less commendable enterprises.

Fireworks

We handle fireworks of all kinds. We make up display assortments to suit every merchant, large and small. Now is the time to place your orders. Write to us and we will have a salesman call and show you samples.

Hanselman Candy Co.
Kalamazoo, Mich.

Ten Strike Summer Assortment

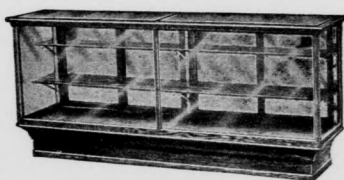
10 Boxes 50 Pounds

A Display Tray with Every Box

Superior Chocolates, Assorted Cream Cakes, Cape Cod Berries, Messina Sweets, Apricot Tarts, Chocolate Covered Caramels, Oriental Crystals, Italian Cream Bon Bons, Fruit Nougatines, Ripe Fruits.

Try one case. Price \$6.75. Satisfaction guaranteed.

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



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.

Marshmallows

We make the genuine toasting marshmallows and put them up in convenient pound and half pound boxes at the following prices:

1 dozen 1 lb. boxes, \$1.75

1 dozen ½ lb. boxes, 1.00

Ask our traveling man to show you his samples.

Straub Bros. & Amiotte
Traverse City, Mich.

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.

BEN-HUR



CIGARS

Second to none. Superior to any. Duplicate of nothing. Model for all. The kind wise men smoke, wise merchants sell.

WORDEN GROCER COMPANY

GRAND RAPIDS, MICH.

Distributors for Western Michigan



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OF BUSINESS MEN.

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 7, 1905

TOUCHING BOTTOM.

It is a Yankeeism, if it has not drifted among the proverbs, that "only an angry man states facts," and that the only way to get at the facts is to make the man mad. That seems to be the condition just now with Russia. In all her years of aggression, fair and foul, that calm unruffled face has never betrayed by look or grimace that all was not right within. Time and again she has met defeat, time and again that paw of hers has crept sometimes stealthily, often as boldly, over foreign territory never to be removed, but in storm or calm, right or wrong, serenity has reigned supreme and act and look have proclaimed to the world the law of all the Russias: "The earth is mine and the fullness thereof. Shall I not take when I will and do what I will with mine own?" So far there has been little or nothing to disturb this serenity; but when the other day, with her fleet gone and its Vice-Admiral's head in a sling, she was asked her opinion upon the situation she lost her temper, and the fact had to come out. "Little credit Russia gets for her single-handed fight with the yellow peril, and now after untold losses of life and treasure she gains what comfort she can in seeing the nations from whom she has averted the evil fawning upon victorious Japan!"

With this for a foundation-fact the "fawning nations" find themselves looking at each other with lifted eyebrows. It was for humanity, then, and not for her own aggrandizement that Russia in silence has been toiling for territory. It was for this, then, and not for Constantinople that Ivan the Terrible first took the title of Czar, since attached to "the autocrat of all the Russias;" for this that Peter the Great brought Russia prematurely into the circle of European politics; that Catherine II. by the final partition of Poland helped to obliterate that ancient kingdom from the map of Europe; that Russia blew up her forts at Sebastopol and gave up the claim to an exclusive protectorate over Christians in Turkey, and finally was it for this, the defense of the nations from the yellow peril, that she sent sixty thousand subjects to

Siberia without a trial and shot from the steps of the Kremlin the Russian manhood that had dared to petition "the Little Father" for the right of enjoying life, liberty and the pursuit of happiness? If that is the bottom fact that Russia touches in accounting for her overthrow, then fact and falsehood are synonyms in the Russian tongue and the "fawning nations" regret, profoundly regret, that the fearful difference had to be learned in the bloodiest war that history has written.

National life at this late day does not need to be told that the greatest national peril is not confined to a matter of color, any more than it needs to be told that the highest form of development depends for its best expression on the freest personal liberty; that whatever interferes with that will soonest and surest undermine and destroy the existence depending upon it, and that the lesson of the centuries teaches no simpler fact than this: that the abuse of absolute power, irrespective of color, is the only peril which national life needs to stand in fear of. That and nothing else is the bottom fact upon which the Russian foot rests to-day. From Ivan the Great to Nicholas the Little absolute power and the shameful abuse of it tell the whole story. If there could be found from 1462 until now a variation in that story there might be reasons why Russia might hope for better things; but the same stupid monotony exists throughout. Why could not Russia have learned wisdom from Luther and Leo X.? Is there nothing suggestive in the struggle of the barons and King John? Is there nothing in the voyage of the Mayflower for the Romanoff to ponder? Is there in the tremendous French Revolution nothing of cause and effect for modern rulers to think over? It is written in letters so large that those who run may read that the abuse of absolute power has but a single result—destruction. The French revolutionist found relief in the guillotine. Will not the Russian autocrat learn at last from the bombs at home and the fearful carnage abroad that her impending doom is due not to the peril in yellow, as she pretends to see it, but to her own violation of a law as unchanging as the God who made it?

The yellow peril as it centers in Japan may be all that terror claims for it; but with that the world just now has little to do. Crossing the bridge can be done best and only when the bridge is reached. To the outsider, interested and uninterested, the Russian government has less to fear from the Jap than it has from its own people. It stands white versus yellow and the white has it mahy to one. Japan may destroy the Russian army and sink the navy, she may capture Fort Arthur and raze Murkden, but with a nation of patriots as there ought to be, and as there would be if the nation had given birth to them and fostered them, the yellow wasp—peril, if that is the apter word—would have remained unmolested in its nest; and, if the vices of the uncivilized had led that wasp forth to

conquer, of their own free will the Russian millions would have gone out and returned only when every yellow jacket had perished from the land. Russia, however, is not a nation of patriots, and she is to learn as France has learned, and as every nation has learned which trifles with men's liberties, that the end of such trifling is death.

What the future has in store for Russia remains to be seen. History seems to sustain the statement that the same law underlies men and nations—right. Unrighteousness shall be punished and the way of the transgressor is hard. If Russia, brought at last to her senses, sees the error of her ways and undertakes to right the wrongs she is guilty of there is a glorious future for her after years of storm, but if she persists in the course she has followed too long, the story of Liberty will be repeated on Russian soil and redeemed Russia, the Republic, will take its place among the nations of the earth.

TAMPERING WITH CREDIT.

Credit is cheap. This is proverbial, but has it occurred to the average merchant that the principle on which credit is based—confidence—may be so abused that credit is seriously weakened if not entirely destroyed? To obtain credit integrity of purpose is the first essential. However efficient the merchant, without integrity of purpose his credit can not be A 1. He who contracts an indebtedness and makes no provision or effort to meet his obligation when due, but relies on excuses and begs for extensions, has no real integrity of purpose. When a bill of goods is purchased on a specified time it is expected that the obligation will be met when due. If through some good cause it can not be met, the contracting party is under obligation to notify his creditors of the necessity of an extension, naming a reasonable time when he can and will meet the obligation.

How often do we find, however, that the merchant, instead of so doing, allows his bills to mature with no explanation why payment is withheld, paying no attention to notices of draft to be drawn on some future date, never writing or requesting that draft be withheld or setting forth reasons why, but allowing draft to be drawn, presented and returned without comment. Such action will surely weaken if not ultimately undermine the credit of the merchant. Credit to a man of business is what chastity is to a woman: Neither can afford to be fooled with.

The price of radium is now \$3,000.000 per ounce. Real radium cocktails are thus held in the dim distance.

In spite of the fact that so many people want to borrow trouble, there is always enough to go around.

A man is not necessarily honest because he has to work for all the money he gets.

Never borrow trouble to-day that you can put off until to-morrow.

GENEROUS LEGISLATORS.

The enactment of the sale-in-bulk bill by the Legislature is a distinct gain for the mercantile interests of the State, both wholesale and retail, because it will relieve the jobbing trade from one prolific source of loss and prevent the demoralization of the retail trade of a town which frequently results from the clandestine purchase of a stock at half its value by some soldier of fortune. The bill passed the Senate early in the session, but was defeated in the House by a combination of unscrupulous lawyers who saw a fruitful source of business cut off by the bill, assisted by a few country merchants who misconstrued the bill and misinterpreted its meaning. Representative Mapes succeeded in having the measure reconsidered and on its second appearance it received sixty votes—nine more than were necessary to ensure its adoption. No fears are entertained as to the attitude of the Governor, because he has shown his friendliness to the commercial interests of the State wherever the opportunity has presented itself.

One of the most pleasing features of the campaign is the absolute unselfishness of the men who handled the measure in the Legislature. By common consent Senator Brown, of Lapeer, is regarded as the godfather of the bill, not only on account of the splendid work he did this year, but because he secured the adoption of the measure by a practically unanimous vote in both branches of the Legislature two years ago, only to be thrown down by Governor Bliss as the result of petty spite work which would disgrace a 5-year-old school boy. Senator Brown introduced the bill in the Senate early in the session and promptly sent it over to the House with the prestige of a practically unanimous vote. Then the trouble began. Representative Mapes took charge of the measure and stayed by it faithfully until it passed the House by a majority of nine votes. That he did his work well and acquitted himself creditably is a matter of common knowledge. That he met the expectation and approval of his co-worker in the Senate is shown by the following letter, sent to the editor of the Tradesman by Senator Brown:

"You, of course, are aware before this of the passage of the bulk bill, with slight amendments made in the House and the immediate concurrence of the amendments in the Senate. I want to express to you my appreciation of the services rendered by Mr. Mapes in behalf of the matter. I consider the passage of the bill through the House, in view of the opposition against it, one of the greatest pieces of work in the present Legislature, and I trust that you will congratulate Mr. Mapes for his good work."

In the face of the ill feeling and bickering which frequently ensue in matters of this kind, it affords the Tradesman much pleasure to call attention to this circumstance and to commend the unselfish conduct of both gentlemen in the premises.

All honor to Senator Brown and Representative Mapes!

SIXTY YEARS AGO.

Trip from Green Mountain State To Lake Superior.

The sixty years that have passed since 1845 do not impress those who have lived them, and maybe a score or so more, as being a very long period of time, unless we consider it in its relation to the entire time that is allotted to us for this earthly sojourn of ours; then the fact comes to us that we are a long way beyond the meridian, or the noon day mark that most of us have looked forward to, and after passing which, we begin to look back and unconsciously begin to live two lives, one in recalling the past, the other in the present and future. We need not be startled when we realize this, for the afternoons and the sunsets each afford their wealth of beauty, use and enjoyment, so we may continue to go hopefully forward, living the present in the dawn of a more perfect and glorious future.

On May 17, 1845, the writer, then 17 years of age, a native of Burlington, Vt., having his scanty apparel in a small trunk, bade adieu to his home and its associations, depressed by the parting but buoyed by a hope that pictured an alluring future, such as often attends the inexperience and confidence of youth. The solicitude and apprehension of my good mother for her son appealed to me more than all beside. I realized that they would be to her an ever present source of anxiety, until superseded by news of my well being and well doing somewhere in Michigan, into which State my plan took me. Nothing so filled me with a determination to properly conduct my daily life, and to do my best, both physically and mentally, as the love and consideration that I had for my mother and my realization of her solicitude and great desire for my welfare.

The steamer Whitehall, Gideon Lathrop, Captain, then running on the beautiful Lake Champlain, was to bear me away. My uncle, Lucius Lyon, just closing a term in Congress from the Western District of Michigan, had come on from Washington to spend a day with his father and take me to Michigan to join, in Detroit, the surveying party of Doctor Douglas Houghton. My uncle had been appointed by President Polk Surveyor General northwest of the Ohio, which then embraced the States of Ohio, Indiana and Michigan. Dr. Houghton, then State Geologist for Michigan, had undertaken a contract from the United States for the linear and topographical surveys in an unexplored portion of the mineral region of the Upper Peninsula of Michigan, and with his party I was to have an opportunity to develop my capabilities as a woodsman and surveyor. I was to begin at the very bottom and work my way up, if I developed to be a climber. This was arranged before I started. My uncle having business in Montreal, we took the steamer going north to St. Johns, a village in Lower Canada, on the Sorell River, at the extreme northerly point of steamboat navigation. We left Burlington

at 1 o'clock p. m., arriving in St. Johns at 6. Seemingly a new world was opening to my vision every hour. My first night from home was in St. Johns. The next morning, Sunday, I rode a few miles from La Prairie to La Chene, opposite Montreal, on the first railroad I had seen. We crossed the river by steam ferry. The now famous tubular Victoria bridge, nearly two miles long, was not built, but Montreal was a city of 70,000 people, and had been founded more than two hundred years. It was full of interest to me. On Sunday I saw marching through the streets hundreds of the various orders of nuns, going to their several places of worship. The present new part of the city was sparsely occupied. In the old portion, the narrow crooked streets, having scarcely fourteen feet

know that pride is a necessary element of character, in combination with other qualities. I was shocked when I heard the Treasurer of the United States swear in the most jocular manner in ordinary conversation. I shall never forget him. He was stately and commanding in appearance, but he left a bad impression of himself with me. I was not accustomed to hear such profanity, besides I was impressed with the idea that my uncle was nearly perfect; he never used such expressions. I thought, "What would mother say?" The influence for good of a mother's love and association can scarcely be estimated. It remains with us in some form. In maturer years, in its place, came to me the enquiry, What is right, or what is my duty? After two days in Montreal we were off

200 miles away. No canal then, for boats to pass around the various rapids, as now. We left the boat and took stages around each of them, then another boat. The trip was brim full of interest for a Vermont boy who had just emerged from its mountains, trying to see all possible. We reached Kingston, a city in Canada at the head of the St. Lawrence. Its frowning fortress, with numerous cannon plainly visible, set me wondering how much of a job it would be for the Green Mountain boys to capture it? At Kingston we took an American steamer up Lake Ontario for Niagara River, running up the Genesee River to a point a little below Rochester, stopping long enough to permit passengers who desired to do so to take carriages to Rochester, which we did, finding it a very live place. By Vermonters it was then considered to be in the West. Our boat resumed its trip, entering Niagara River and landing us at Lewiston, where we entered cars drawn by horses to Buffalo. We stopped at the Mansion House, then considered a fine hotel. Our destination was Detroit. I whiled away my time in Buffalo for a day or two while my uncle was closely occupied with business. The lake steamers in those days put up in the hotels and other public places large posters in bright colors, having a cut of the steamer, giving name, date and hour of sailing and the ports at which it would stop. One would see a half dozen or more new ones every day, but they were taken down at once after the boat had departed. One of these posters announced that the elegant, new, fast running, low pressure steamer London, Capt. H. C. Van Allen, would leave for Detroit, through without landing, in twenty-four hours. This was regarded as extraordinary time. Now sixteen hours are sufficient. We took passage on the London, a Canadian boat. Arriving at Detroit we stopped at the National Hotel, now the Russell House, kept by Edward Lyon. Detroit was then a city of less than 15,000 inhabitants. We found that Dr. Houghton and party had left for Lake Superior a few days before, making me too late to join him there as I had expected to do. In two days we were off for Grand Rapids, a place of special interest to me, as there were my brother, aunt and other

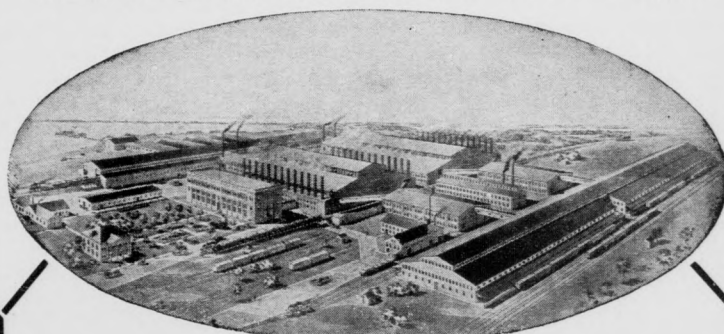


George W. Thayer

for a roadway, and not more than three for sidewalks on either side, made the buildings look tall and massive and the streets gloomy. I went into the great Catholic Cathedral, the most noted and conspicuous building in the city then, and now. It is 241 feet long by 135 feet wide, having a roof of copper and six towers, the main one being 213 feet high. The building was erected from 1824 to 1830. At our hotel, "Doolittle's Coffee House," kept by an American, my uncle met many acquaintances, among them the Treasurer of the United States. I was introduced to him, and his son, who was about my age, a dashy young chap, whose fine apparel brought to mind my coarse, home made suit, for nature carried a full stock of pride under my plain clothes, for which my mother had often chided me, but I have come to

up the St. Lawrence, passing among its thousand islands to Lake Ontario,

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persons whom I had known in Vermont in my earlier years. We took the Michigan Central Railway, starting from where the Detroit City Hall now stands, running west on Michigan avenue, now a long and populous street. This chief railroad in Michigan would be a curiosity now. They used ties on the road bed as now, but the track was made of sawed lumber about 4x6, 16 feet long, forming stringers on which were spiked for cars to run on strap iron, about 3-8 of an inch thick and 2 or 2½ inches wide. The iron was spiked on to the top of the stringers and where the joints of iron met, a spike was put in near the end. By use these end spikes would work loose and the end of the iron would curl up. If this curl met a car wheel below its center the wheel would hold it down, but if it curled so much as to hit a running wheel above its center, then the moving train would force that piece of track up through a car floor and through a car seat, causing the greatest danger in then traveling on the railroads, for not infrequently a passenger was badly injured or killed. This kind of an accident was termed having a snake head. Trains ran fifteen miles or less per hour. At that time the railroad was completed only to Marshall. We took stage from there to Battle Creek, then a new little village, but apparently thrifty. We spent the night at the Battle Creek House. At about 4 o'clock in the morning we climbed into a mud wagon, called the Grand Rapids stage. We breakfasted at a log tavern, in one of the small and infrequent clearings that we meandered into. In the timbered land the road was cut out, but was not worked, only as the feet of the horses and the wheels of the wagons worked it into ruts and pitch holes where roots and stones did not prevent, but it was not so very long before we came into the oak openings, then so extensive in Western Michigan. No one of the present generation has personal knowledge of what the oak openings were. They were inviting to the eye and to the pioneer. Large, fine oaks, generally white oaks, formed a forest of trees so far apart that a view could easily be had in all directions from forty to eighty rods. In the openings the track of the road wound about among the trees wherever the surface was most available, and where the few fallen trees could be avoided. A pioneer would go onto his land in the late summer or early fall, build a log house of the smaller oaks, girdle a few acres of trees to prevent the leaves from growing in the spring and forming a shade, plough, drag in a crop of wheat right among the standing oaks, and in the spring plant corn and potatoes, and secure a very fair crop of each. As soon as possible the pioneer would cut and burn the girdled trees, saving the finest ones for rails. As we moved slowly on, now and then a deer or two would be seen, and as the forenoon advanced we began to think and talk of what was to come and of dinner. Yankee Springs! That was the oasis of the trip, so some passengers said;

there good meals were served by the famed Yankee Lewis and his wife. We got there. Four log houses standing in a row, connecting end to end, a big barn, sheds, a large garden with vegetables and beds of flowers delighted the eye and made us all look happier. Wm. A. Richmond was one of our passengers. What a lasting impression little things sometimes make! Mr. Richmond was a gentleman of considerable prominence in Michigan, and was a resident of Grand Rapids. One of the passengers was an old lady traveling alone toward some friend. Mr. Richmond was as polite and attentive to her as if she were some person of great note, or a personal friend; getting water and offering to her, bringing a chair to help her in and out of the wagon, assisting her into the cabin, securing for her a seat at the table, seeing that she was supplied with food, and giving her every possible attention. They were entire strangers to each other, as Mr. Richmond had previously been to me, but afterward I knew him well for many years until he died. That attention of his to that lone old lady on that trip told me that there was real goodness in William A. Richmond, and I scarcely saw him after that, in all the years that I knew him, but the incidents of that trip, and his part in it, were brought to my mind, always with a feeling of respect for him. On we went until Ada was reached. There another log tavern, kept by Gen. Withey, father of the late Judge Solomon L. Withey, of Grand Rapids. All log taverns had a bar room, where, on entering, the most conspicuous object the eye would discover would be two rows (one above the other) of plain, smooth glass decanters, each showing an outside well grimed with finger marks. These decanters were said to contain some known brand of whisky or gin. What was called "Luke's Best" was the favorite. Luke Whitcomb was a famed Kalamazoo distiller. A number of bottles were required for the different qualities, as it was the custom to have what was called for, but in fact, as a rule, each of the several bottles (the number was for display) contained one common grade of whisky costing 20 cents or so per gallon by the barrel. In most of the decanters would be seen floating some well faded pieces of lemon. In spring and summer one decanter would have tansy sprigs. When a man took a meal the landlord would offer to treat, generally before going to the table, but when it was a cash transaction the patron was expected to pay 6d or 6¼ cents, Spanish silver, or 6 cents in the coin of the United States. We arrived in Grand Rapids in eighteen hours, stopped at the Bridge St. House, kept by Gaius Deane. It was a plain two story, unpainted frame building, standing a little west of the present Bridge St. House. Grand Rapids was said to have a population of 1,200. Lucius Lyon was then operating his salt plant, the first to produce salt in Michigan, making fine salt by boiling brine in pans and coarse salt by sun evaporation. The plant was lo-

cated between the canal and the river, a little north of the present Berkeley & Gay factory. Gaius Deane was superintendent. He had contracted with William Morman, who lived on Barclay street in Grand Rapids, for 1,000 cords of 4 foot white oak wood to be delivered on the river bank not far from the present West Michigan Fair grounds. My brother, Lucius, whom I had not seen for seven years, had a contract with Deane to scow this wood into the canal and deliver it on the canal bank opposite the salt plant. I, having failed to join Dr. Houghton's party in Detroit, and having but a few shillings in my pocket, was alert for employment. My brother had a hopeful nature and induced me to join him in his contract for delivering the white oak. Sunrise on the second day after my arrival found us towing by man power two scows up the river to deep water, through which they were slowly and laboriously poled to Morman's wood piles. The labor of loading, scowing and unloading the wood was done wholly by my brother and myself. At that time the dam was farther up the river and there was a long wing wall of stone to direct the water into the canal. There were no guard gates. At the head of the rapids before entering the canal the current was strong. Our scows were floated one in front of the other, being lashed end to end. They were guided by the expert use of setting poles by one of us being well forward in the front scow, the other abaft the center of the rear one. When we were successful in our trips from Morman's to the salt works we did very well, but about half the time we could not avoid running hard on to the wing wall. Then we worked in the water waist deep from two to twenty-four hours in getting the scows off. It proved to be a great field for hard labor and a very small one for recompense, but small as it was we occasionally went to the bakery of O. C. House or W. S. Gunn, then open for patrons on Monroe street below the present Widcomb building, and appeased our appetites with fried cakes, buns, pies and cheese, scorning to deny ourselves the cost of such palatable food from our scanty earnings. Lucius Lyon had returned to Detroit, after despatching his local business in a stay of two weeks or so, where he was arranging matters in the U. S. Surveyor General's office, which by act of Congress had been moved from Cincinnati to Detroit. After scowing wood until near completion we received a letter from our uncle (enclosing money to pay our way) requesting us both to come to Detroit to join him in an expedition that he contemplated making into the Lake Superior country in Michigan. We started off, full of enthusiasm and anticipation by reason of this unexpected change to new scenes and experiences. Reaching Detroit, we spent most of our time for a week in purchasing the necessary supplies for the expedition, a list of which our uncle, an experienced surveyor and woodsman, had prepared with care. All being ready we started early in August.

Our party numbered seven: Lucius Lyon, Henry Ledyard, a Mr. Broadhead, of New York City, Dr. Joseph H. Bagg, his man, Charley Hopkins, my brother Lucius and the writer. Mr. Ledyard was a son-in-law of General Lewis Cass, and father of the recent President of the Michigan Central Railroad. Mr. Broadhead was a gentleman of distinction recently returned from Paris, where he was an official of the U. S. Government; all the others were from Detroit.

We took passage for Mackinaw on Oliver Newberry's steamer, Illinois, Captain Blake. The Illinois was considered to be a fine, large boat and big burly Capt. Blake was one of the most competent and widely known of all the lake navigators. We reached Mackinaw Island, where we stopped at the Mission House, still in commission as a hotel. Mackinaw was more interesting to me then than now. Then it seemed to more nearly represent its two hundred years of wild life, so studded with incidents of great historic interest. A few traders among a lot of half breeds and Indians, whose tents and bark canoes dotted its beach, constituted the main population, aside from the sightly fort, with its white block houses and stockade, and the soldiers stationed there. Its single greyish white lime stone street was hard, smooth and clean. At the island we went on board the steamboat General Scott for Sault Ste. Marie. After leaving Lake Huron at De Tour, the beautiful St. Mary's River opened before us in all of its old, quiet beauty, far more picturesque than now. We did not navigate Mud Lake through an artificial channel as to-day, but in the channel that nature had made. The water was the clearest possible and the forest trees fringed the water's edge the whole distance, presenting nature in her richest robes, there being no settlers of any race to mar its pristine beauty. We passed the ruins of an old missionary station, established nearly or quite two hundred years before by the Jesuits. The Soo was an interesting village or settlement, apparently belonging in the same family as Mackinaw. Its most conspicuous feature was Fort Brady, whose parade ground and all of its block house buildings were within an enclosure termed a stockade, which, as usual, was constructed of cedar posts about eight inches in diameter, placed closely side by side, and set firmly into the ground and extending eight feet above it; the top of each post was sharpened to a point. At short distances a small, square hole was cut through, enabling the soldiers to get sight of outside surroundings and to thrust a musket through and fire upon an approaching foe. We stopped at the Van Anden House for the few days required to complete our outfit for a voyage in an open boat along the south shore of Lake Superior. We added to our numbers two half breeds and an Indian, each experienced voyagers, and John Richardson, an American white, making our party eleven in all. The supplies we brought were thought to be sufficient for two months for this num-

ber. A large, new, strong, unpainted, Indian built Mackinaw boat, having sides of white cedar, was found. It was forty feet long by eight and a half beam; had two handsome tamarack masts, two good sails and a jib, five row locks and five roughly made long cedar oars. We had blocks with pulleys, rope of ample length and strength. We bought the boat, sails and oars for \$45, by employing the builders for the voyage. The boat was below the rapids; for \$10 about that number of Indians delivered it at the head, taking it by water. Our supplies were carted a mile, loaded into our boat, and we were ready to start, having been aided by Mr. Ashman and other whites. We started after dinner, going as far as Taquamelon Island, in the big bay of that name (since called White Fish Bay), forming the foot or outlet of Lake Superior, where we camped for the night. Here, and on each night thereafter, when we landed, we unloaded all of our supplies, piled them compactly, covered them with oil cloth; then, with a rope and block hitched to a tree by the strong arms of sufficient men, we hauled our boat out of danger of big waves should they come. Pitching tents, gathering evergreen boughs to sleep on, cutting wood, etc., was actively going on while the cook was preparing supper. On the first morning, as we were about ready to leave the island, a sail and a small red boat carrying two men, one with a white hat, was seen passing northwest less than half a mile away, going in the direction of White Fish Point, our next destination. In answer to our enquiry our half breeds said, "That's Father Bingham and his man." Who is Father Bingham? "He missionary. He goes to White Fish Point to preach to the Indians." Father Bingham was the spiritual father of many Indians and the natural father of those well-known ladies of Grand Rapids, Mrs. Thos. D. Gilbert, Mrs. Dr. Buchanan and Mrs. Dr. Robinson. When our sails filled Father Bingham was a mile or so ahead, a lead that his boat kept until we reached White Fish Point, which we did in ample time to prepare for a night's sleep before dark. Some Indians came to us with large, fresh-caught white fish, which we bought. In the night we were awakened by our tents tumbling down on us. We crawled out into a furious wind and the roar of the dashing waves that had nearly reached our supplies, and our boat was at the water's edge instead of being 100 feet away as we placed it. Twice during the night both had to be taken farther back, and our tents were twice repitched. When daylight came the wind was blowing too hard and the waves were too high for us, so we remained until the second morning, when on looking out we found the lake smooth, the morning bright and sunny. Our boat and supplies were 200 feet from the water, but we were early in the boat and away. No wind came with the rising sun. All day we moved on by the power of our cedar oars, in the use of which my brother and myself had our allotment among the

six available men for that service. Big and heavily loaded as our boat was, we reached Grand Maria's harbor before night, forty-eight miles, so the Indian said. Grand Marais is a pretty harbor only available for boats of small draft. The U. S. Government is now improving it. Here we were again windbound until the second morning. We found an abundance of ripe sand cherries, the Indian said they were; a red cherry about the size of common cherries, growing on small bushes from one to two feet high. They were sour and pungent, better to look at than to eat. The second morning we were again off in pleasant weather with a light but fair breeze off land. We passed the now noted clay banks, being immense banks, high and abrupt, of solid clay. Then we passed along and very near the famous pictured rocks, which consist of almost perpendicular cliffs of rock, extending unbroken for several miles along the lake, affording no landings for boats, with generally deep water at their base. I would say that they would average 100 feet in height. They are named Pictured Rocks because upon the face of the cliffs may be seen a variety of bright colors, extending from near the top wall down toward the water. These colors are mostly in stripes, like wide ribbon, from four to eight inches wide, caused, it is said, by minerals in solution. Grand Island, containing more than 25,000 acres of land, lies a few miles above the Pictured Rocks, separated from the main land by a channel two miles or so wide. This was our destination, where was an excellent harbor. Here was one white family, Williams by name, a man, wife and thirteen children. Williams had a number of log cabins, quite comfortable. One was a store, in which were such goods as the Indians wanted. The store was kept locked, being opened only when the Indians came with furs to trade, or without them to get necessities to be paid for in furs later. There were no white people nearer than the Soo, more than 100 miles away. The Williamses were glad to see us and do for us what they could, for which they were compensated. The gentlemen of our party were comfortably housed in Williams' good sized house; the oar workers and the cook had an unfurnished cabin at their disposal, in which was a big fireplace with a crane. We spread our blankets on the clean floor and lay down to sleep in the light of a fire in the fireplace, for the night was cool. We were here two days, for the Surveyor General had sent an Indian fifteen or twenty miles away to call to him a deputy surveyor that he wished to see. The oldest man in our party, and the most visionary and enthusiastic, was Doctor Joseph H. Bagg, who, as we passed the Pictured Rocks, beheld them with wondering eyes, and was filled with conceptions of great undiscovered wealth that he was destined to reveal to the world by means of mesmerism, which was then attracting much attention. A book had recently appeared, "Bagg on Mesmerism." The doctor had smuggled into our party as

cook his man, Charley Hopkins, that he might continue his practice of using him as his clairvoyant. Charley was a simpleton, knew enough to do fairly well as a camp cook, and that was about all that he was capable of, except being a clairvoyant. The doctor became profoundly wise and wanted to go back to view and explore the Pictured Rocks. He asked my brother and me to go. Confidentially he told us that the day before, as we passed the rocks, he caught a glimpse, as the water dropped away from the rocks, of a vein of glistening silver, but he had not spoken of it. He simply wanted us to go and row the skiff. Quietly he engaged from Williams a small home-made boat that carried two pairs of oars. After an early breakfast we three went cautiously and unobserved into our boat and were soon out of talking distance of people on shore. It was a beautiful, quiet morning. We soon reached the upper end of the Pictured Rocks. We went under the instruction of the doctor, slowly along very near the rocks, from one projection on to the next, until we had covered quite a distance, when my short association with the half breeds taught me that soon there would be a change of wind, which was then very light off land, giving us nearly smooth water. I suggested that we had better turn back to avoid danger. The doctor sneered at my suggestion and reproved me in an abusive manner. So we continued until we came to a deep cavern, which we cautiously entered. While looking with interest into its water worn cavities the glistening silver was again seen by the doctor, who became intensely excited. We carefully moved our boat farther in and discovered the gleaming white silver to be a ray of sunshine that was admitted through a fissure in the rock from an adjoining cavern. The illusion was perfect. The doctor was woebegone with disappointment and our comments added to his discomfort. In response to the doctor's urging to go farther, I flatly refused. My brother was more yielding, and when ordered, continued to row, I to retard, so headway was stopped. The doctor became furious with rage, my brother soon joined me and we started back in time to soon meet a head wind, which increased to a hard blow, and by the greatest possible effort we barely succeeded in passing the rocks. I wanted to keep close in to a lee shore until we should get above Williams' cabins and cross the channel of two miles partly with the wind, saying we could not otherwise reach Williams. The doctor knew better, as it did not look to be very rough from where we were. He really knew no more about rowing or sailing than a cat, but we yielded to him. After reaching mid channel, between the main land and the island, we could not make a particle of headway, although we both exerted ourselves to the utmost. We were headed right, but we were drifting rapidly sideway toward the high rocky cliffs below the harbor of the island, against which we must soon be dashed without a ray of hope for

us. The doctor was now white with fear and supplication. Notwithstanding our immediate peril, his condition gave me a grim satisfaction. I told the doctor that he would be silenced in a few moments, and I was glad of it, a fearful fact for us all. And our boat drifted on to within a few rods of the cliffs, against which the great waves broke with appalling violence. We drifted over a reef, where the waves were lessened by more shallow water. My brother and I exchanged a few words. If we could turn our boat around on the crest of the next wave without overturning, which was scarcely probable, we might move with the wind and waves down the reef leading into the great open lake, hoping to pass the cliffs and get inshore. It was a thought promptly followed by an attempt, which in a breath of intense solicitude we carried into effect successfully, the wind and waves rushing us on with great velocity. We soon passed the cliffs and then, in one of the most determined efforts, succeeded in reaching shore in the lee of a point, entering a small, quiet harbor, exhausted, but greatly relieved by our unexpected escape. We had toiled a whole day, eaten nothing since an early breakfast. We had no food. It was nearly night. We climbed a high hill, from which we could look across the harbor and gladden our souls by seeing Williams' cabins several miles distant. Although inaccessible to us, the sight gave us joy. To go around the harbor was miles, much of which we could make out was swamp. I found some ripe black currants, which I ate ravenously as long as I could find them by the sense of touch in the dark of night. While picking them some animal startled me. I could not see one, but heard it distinctly several times. I ran hurriedly to the boat, where were my brother and the doctor, to whom I reported about the animal. The doctor assailed me with exasperating speech. He had recovered from his boat fright. It was dark. We had a sail and matches. We went back a few rods from the shore to build a fire under the thick foliage of trees out of the dew, which was almost rain in the open. There we built a fire, picked boughs of evergreen to lie upon, then pulled the sail over our bodies and heads to keep the mosquitoes from eating us up. They were as hungry as we, but not half as tired. My brother and I were at once in sleep, but the doctor had done nothing but talk and he did not sleep so promptly. All at once we were awakened by the shouts of the doctor, "Boys, what's that?" What's what? Then again I had my moment of triumph. The animal was there, and almost paralyzed us by terrible yells as it jumped among the tree tops very near to us. We threw burning brands. We were up all night keeping the fire going and throwing fire brands at our visitor. After an almost endless night the animal ceased its disturbance, and we soon spied through the tree tops signs of morning, when we went to the boat with our sail; looking out onto the lake we saw a heavy dead sea but no

wind, and soon passed back by the cliffs that had so appalled us on to the point we failed in reaching, when we saw the cabins of Williams across the harbor. How good they did look to us. We were happy. As we moved on we saw some men getting out our big Mackinaw boat. Soon they spied us. Can't you see them looking? In a moment more every soul in those cabins was out to look at us. They had concluded that we must be lost, and the big boat was to be manned and go in search of our boat to know with greater certainty our fate. We were heartily welcomed back into the party. The doctor begged us not to tell all, but it was too good to keep, besides we had no love for him. He was teased and jollied by his companions for days. The half breeds and Indians told us that the animal that worried us was a lynx, as I afterward had occasion to know. We were one day going from Williams' to the mouth of Chocla River, in the outskirts of which to-day is the prettiest city in Michigan, containing 12,000 people, the city of Marquette. We camped four days. The United States survey of that, and adjoining townships had been made by one of Dr. Houghton's parties only a few weeks before. There was no Marquette then. The nearest white people were the Williams family, forty miles away. We went on an exploring trip about fifteen miles back from the lake, all carrying packs or some encumbrance. We went to a very large ledge, called Iron Mountain, or what later came to be known as the Jackson Iron mine. There was to be seen hundreds of thousands of tons of rich ore exposed above the general level; all the stone on the surface of the ground and in the beds of the streams was ore. The mosquitoes were nearly overpowering. My face was so swollen that my eyes were closed. I was shut in a tight tent for a day. The pests found the thin skinned Green Mountain boy just to their liking. Before starting from the Chocla a white man with his Indian came to our camp. The white man was Prof. Stacy, a geologist from Maine, exploring the country. We took both into our party, increasing it to thirteen. Stacy went with us to the iron ledge. Coming back, at his suggestion, we took his lightened pack, that he might fish for brook trout in the Upper Chocla, which he did successfully, coming into camp an hour or two behind us with trout enough for our entire party. We had previously found, and left undisturbed, a half acre Indian potato patch. No owner could be found. Upon our return, under the influence of appetite, our consciences permitted us to trespass. We dug enough for one meal, about a half bushel of half grown potatoes. To while away the time and to see it fall, I cut a tall sugar maple tree, about twenty inches in diameter, probably the first ever cut where Marquette now is, at least by a white man. We sailed again. The Indians induced us to stop at Dead River to gather blueberries, which we did in abundance, they being nearly as large as small cranberries. Our next destination was Point

Abaye, at the mouth of Kewanaw Bay, where we were wind bound again for thirty-six hours. Our destination was then Copper Harbor, situated about five miles from the end of Kewanaw Point, where were Fort Wilkins and two companies of U. S. troops, also where a copper mine was being opened by a French company. At that time Copper Harbor was probably the most noted place on Lake Superior above the Soo. Kewanaw Bay is more than sixty miles deep. Halfway down the bay is Traverse Island, by way of which voyagers who wish to cross from Point Abaye to the point go, then coast along near shore and round the point to Copper Harbor. At the break of day of our second morning at Point Abaye a council of our party was held in which the half breeds and the Indians were the chief factors. The question to be considered was the advisability of disregarding the Traverse Island route and heading for the point direct, a distance of sixty miles. The two or three miles of the end of the point was to us below the water level and was not visible, but we could see Mount Houghton. Such a trip was regarded as hazardous. The half breeds and Indians knew that the leaders of the party wanted to go direct to save time, but they would not instruct. After considerable talk the dusky braves said yes. Then the old Indian was, by a unanimous vote, made the Admiral for the occasion. The indications were favorable. We were off before sunrise, with a light fair wind, but as the sun went up the wind increased, until when thirty miles from land we were in the midst of immense waves, coming the entire length of the bay. It was a beam wind. For two hours not a word was spoken. Silence and great suspense filled each of us. The doctor looked terrified and pale as a sheet, which I, notwithstanding my apprehensions, enjoyed. As is well known, some waves are much larger than others, these larger waves appearing with much regularity. As the biggest of all waves came the Admiral watched closely, and as it approached seemingly high enough to bury us all ten feet deep, he would turn the bow of the boat squarely to meet it, and as it came the boat would rise in the most surprising manner. As the wave was passing, a few pailfuls of water would sometimes drop inside the boat, as the water rolled along on the rail on each side, but the instant it had passed the Admiral would lay the boat back on its course until the next big wave came, when the same method was repeated again and again. One man was constantly bailing. Our craft was a fine sea boat, with plenty of ballast, and was splendidly managed. As we neared the other side the waves abated and the wind died away, for we were approaching a lee shore. From the end of the point to Copper Harbor was five miles, which we rowed, entering the harbor in time to catch a glimpse of the stars and stripes at Fort Wilkins, and hear the boom of the sun-down gun, both emblems of civilization. I tell you

the flag, and a soldier of the United States in uniform, look pretty good in many places. At Copper Harbor was the depot of supplies and the stationary camp of Dr. Houghton, in charge of Omar D. Conger, in after years, much to my surprise, a United States Senator from Michigan, who dealt out supplies to Dr. Houghton's different parties, and also took at 6 and 9 a. m., 12 m., 3 and 6 p. m. registrations of both barometer and thermometer. Dr. Houghton himself was there. His party, that I was to have joined in Detroit, was full. The only place for me was one to be made by taking away an Indian from the doctor's brother Jake, a slim young man about my age, who was going over the newly surveyed lines taking notes of the readings of a barometer and a thermometer (that he carried strapped on his back) at every stream, at the foot and top of every hill of any importance that the line of survey crossed. By these readings, and readings at Conger's stationary camp at the level of Lake Superior, taken on the same day, could later be worked out in the office, when time offered, the height above the level of the great lake of all such streams and hills. The Indian with Jake went to carry a pack of necessities, consisting of a tent, blankets for each, pork, flour, tea and cooking utensils, a small ax, a big knife carried in a belt about the waist. His duties were to pitch tent, provide the necessary wood and water and do the cooking for two meals per day and be general scullion for Jake, who could only carry the barometer, thermometer and notebook. After seeing the doctor, my uncle told me I could have the Indian's position if I chose to take it, and that he would call at my tent in one hour for my decision. My brother urged against accepting. We both got a taste of what it meant when we went to Iron Mountain. Soon after my uncle had left, Doctor Houghton (whom I had before been introduced to) came and talked the matter over with me very frankly, saying the Indian was a good boatman, and he must have him in his boat as the season was getting late. I could have the place, but he so told my uncle because he had no other, and he could not discharge a good man in that far-away wilderness to give me a better position. He said the place was too hard for any white man to endure. He had not supposed I would be willing to take it or that my uncle would permit me to. The doctor then left. At the end of an hour my uncle came to know of my decision. He would think I had no grit, that I expected to be a parasite of his if I declined. I would go if I died in the woods, but I felt humiliated and disappointed, but gave no expression of it. When I said in as cheerful a manner as I could, "I have decided to go," he said, "Don't undertake this and then back out." That afternoon I was off. As I had made up my big pack at Conger's depot some of the men stood looking on and smilingly said, "You won't carry that very far." I was ready; the doctor sent Jake and me across Lake Fanny Hoe from the pa-

rade ground of the fort in a canoe, he requiring me to lie flat in the bottom for fear I might upset it. Jake and I were only to be together nights. I was to go over only such lines to pitch camp as would enable Jake to go but once on the same line, he being allotted a given number of miles per day. The doctor talked to us both when about to leave us, saying that we must be brothers, we were on complete equality, both to have the same pay. Jake was the doctor's brother; I, Lucius Lyon's nephew; perhaps this prevented close or even pleasant association. However, I did all my duties without help from Jake, until the end, which came when he broke the last of several portable barometers. But Jake and I were boys, with boys' notions. Since getting older and wiser, we have to this day been respecters of each other and are both made glad when we meet. For many years Jake has been an honored citizen of Detroit. We went to Agate Harbor, where we reported to Doctor Houghton for orders. He said we could do nothing more. When I left the Soo there were only three sailing vessels on Lake Superior, the Algonquin, the Merchant and the Swallow. The American Fur Co. owned the schooner John Jacob Astor on that lake, but it lay an abandoned wreck on the rocks in Copper Harbor, but at the Soo, the propeller Independence and the schooner Uncle Tom, named for ex-Senator Palmer's father, then a well-known old resident of Detroit, were to be taken over the portage, and the little schooner Ocean was on rollers when we left. They were all launched above the rapids. The doctor had heard that the Uncle Tom was to sail for the Soo next day from Copper Harbor. He decided to take me there that I might start back to Detroit. He took me in his boat the fifteen miles. He commended me for my service, telling me he wanted me in his office in Detroit through the winter, and to go into the woods with him in the spring to fill a very satisfactory position. He paid me money due, presented me with \$5 and handed me a sealed letter to my uncle. On the rocks near the wreck of the schooner Astor, a half breed cook had a log house (the only one outside the barracks), where a wanderer could go up under the roof and sleep under his blanket on bags of oats for 25 cents per night, and get a dinner of baked trout, pork and beans, bread and butter, dried apple sauce, coffee, tea and sugar for 25 cents. It was called the Astor House. When Jake and I came into Conger's camp for supplies, where only Conger could lodge, Jake, having acquaintances, went to the fort to eat and bunk until we started out again, leaving me to camp, cook my pork and flour and stay alone. After trying this once or twice I became a patron of the Astor House, and enjoyed its hospitality with great zest. I had no money but the landlord agreed to wait until I should get my pay. When Dr. Houghton gave me money he enquired if I owed anything about there. I said I did. He enquired whom. I said

that I owed five or six dollars at the Astor House. He enquired how that came to be. I told him. He exonerated me, saying Jake should have either remained with me or taken me with him. He said I should not pay the bill, that he would, and he did, remarking, "You can't save anything from your pay this way." I said no, that any man who would go through what I had for \$20 per month had only a contemptible object in view. "Well," said he, "what did you do it for?" I said, "To show you and Lucius Lyon what I could do." "Well," said the doctor, "you have done it and I want you with me again." He set me aboard the Uncle Tom and bade me good-bye, saying he would call in his parties and follow as soon as he could. I never saw him again, only as I saw him start back in his boat, for a gale and a snow storm came on very soon and the Uncle Tom was blown about the lake in a furious way with six inches of snow on her deck, and no fire except in the cook's galley. A Dr. Yates, of Albany, N. Y., a geologist, was the only other passenger, who, when we parted at the Soo, cut a gilt button from one side of his cap, gave it to me as a souvenir of our trip, and I have it yet. We had a most dreary trip, losing our bearings entirely until the storm abated, when, by chance, we spied the little schooner Ocean, that I saw on her way across the portage at the Soo. To me she was like seeing an old and long absent associate. She was at anchor not very far from where Marquette now is. We found where we were, got cheered up, then started for the Soo, reaching there and finding the Independence afloat above the rapids and fired up for her first trip on the great lake. I was invited on board to dinner. There were some passengers. One near me at table asked the colored waiter for butter. The article was then often packed for shipment in firkins holding about 100 pounds. The quality was generally fair, but the product of March and June would be jammed in together, consequently, often when taken out, a streak of white, with yellow on each side, would be found, and such was placed before the passenger. He gave it a withering look and asked the darkey, "Do you call that butter?" The reply was prompt and vigorous: "Yes, sah! that is conglomerate butter with spar veins in it," which, to all familiar with the geological terms so common, was a most apt and laughable response, as conglomerate rock, spar veins, quartz veins, trap rock, amygdaloid, etc., were rolling out of the mouths of most everybody except those who had newly arrived.

I reached Detroit, found my uncle, who, as soon as I entered the room, greeted me with the query, "Have you been discharged?" I said I had. He looked glum. I handed him Dr. Houghton's letter. I thought I could guess what was in it, as I saw his countenance change while reading it. He only remarked that "the doctor has written some very pleasant things about you." In a few days a boat came from Mackinaw with a report of

Dr. Houghton's drowning off Eagle River in a big snow storm on the night of the 13th of October, 1845, the same in which the Uncle Tom was severely handled. Dr. Houghton, whose portrait I saw but a few days ago in the House of Representatives at Lansing, was a geologist of note, and had attained an enviable prominence, especially in Michigan. Personally he was small in stature, but pleasant, winning in manner and conversation. In a moment his earthly career was closed in a terrific storm, and his boat dashed to pieces on the rocks of the forbidding coast of Keweenaw Point. Now, after sixty years, I long to go and take a second and final look at that great peninsula along whose shores I sailed with those no longer here; to again cast my eyes upon the hills and mountains I climbed, and where day after day I traveled many a weary mile, with a pack on my shoulders, picking my way alone through its numerous windfalls and its seemingly endless swamps, waking in October mornings with my wet trousers that I never took off frozen to my knees from wading its icy streams, wondering what my future was to be, and what possible use could come from such service. Long since I ceased to wonder. It was my school, my education in the great university of nature, whose mentor no man hath seen.

George W. Thayer.

When you have an affection for the golden rule you will not need to advertise the fact.

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.

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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.

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

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"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.

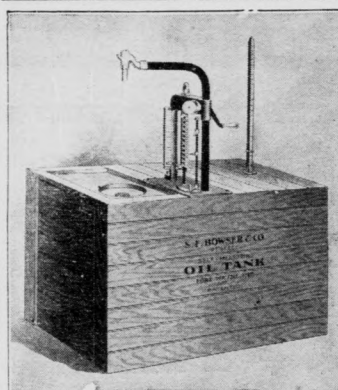
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Profit? Over 120 per cent. to you.



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.



FIRST FLOOR OUTFIT

OIL ECONOMY VERSUS OIL WASTE

Your old method of storing and handling your oil is costing you money every day by the waste from dirty, sloppy measures and funnels, by evaporation, by over

measure, by loss of time and labor—It's all dead loss.

THE BOWSER — SELF — MEASURING OIL TANK

prevents this waste and so really costs you nothing as it will in less than a year repay its cost through its saving. It keeps on saving too, year after year. THERE'S WHERE THE ECONOMY COMES IN.

FULL PARTICULARS FREE—ASK FOR OUR NEW CATALOG " "

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



Observations of a Gotham Egg Man.

Lem Wright runs a general store at Knoxville, Iowa. He sells groceries, buys eggs, advertises, gets up schemes and does a land office business. A short time ago Mr. Wright advertised that he wanted all the eggs in Marion and adjoining counties and a day was set for bringing them in; prizes of sacks of flour were offered to the patrons bringing in the largest, next largest and third largest quantity. The day's receipts amounted to nearly a hundred cases of eggs and those winning prizes brought respectively 209, 121 and 105 dozen.

A creamery man up in Hornellsville, New York, writes that a young book-keeper in that vicinity has discovered a process of pickling eggs which will keep them fresh indefinitely. He says the young man has been using the process for three or four years and that he has some eggs three years old that are "not even musty." This enterprising genius is said to have bought up eggs at 12c a dozen last summer and sent them to New York last winter as "strictly fresh" and no one was the wiser!

Judging from the mixtures sent here as "strictly fresh" eggs from up State in the fall and winter I should think it likely that this process—or some other—is pretty generally used

among farmers, country storekeepers and others; and if the mixed eggs are sold at a fair average price I suppose the shippers think they are getting the price of new eggs for the old ones.

Every little while somebody bobs up with a new process of preserving eggs, but we have never seen a practical demonstration that any system beats a first class cold storage house—and the good old lime vat, when properly placed and handled, has so far maintained second position.

Nobody should be deceived into the belief that any method of preservation will keep an egg eight or nine months in such manner that it can not be distinguished from the fresh laid article.

If we can judge of the scale of egg production by the receipts at leading markets it is evident that the egg yield is holding up remarkably well. One of the arguments of the bullish element in April, when heavy surplus production was being diverted to cold storage at extreme prices, was that production, having been excessively large in March and April, would fall off rapidly at a comparatively early date. But in this view an important fact was lost sight of—that the production in Southerly and South-western sections began very late and would, naturally, continue to a later date than usual. This proves to have been the case for the distributing markets are now getting far larger supplies from Southerly sections than is usual at this season. In fact, although receipts at the leading mar-

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

Ten Reasons Why You Should Buy

Golden Horn Flour

Reason No. 5.—Bread Producing Qualities.

In the baking of bread the following qualities are to be considered: Color, texture, taste, volume.

Good bread should have perfect inside and outside color—white within and a rich brown crust without. The texture should be light and spongy—the kind of a loaf strips of bread can be torn from. When flour is milled from the right kind of wheat and milled properly, it will absorb large quantities of water and absorb it evenly. Absorption produces loaf volume—the greater the absorption the greater the volume, the more and better bread from a pound of flour. In taste bread should be sweet and pleasant, possessed of the genuine wheaty flavor, not dry and tasteless.

GOLDEN HORN FLOUR makes bread of perfect color, and the finest texture. It has great absorbing power which produces a magnificent loaf and the most delicious flavor you ever tasted. Try it.

Manufactured by

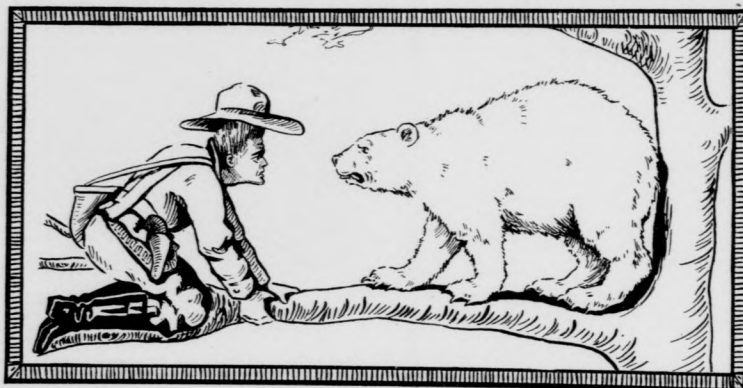
Star & Crescent Milling Co., Chicago, Ill.
The Finest Mill on Earth

Distributed by

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The Complete Line of
Moneyweight
Computing Scales
received the
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Face to Face with a Difficult Problem

His position is no more dangerous than when the life of your business is threatened by ravenous enemies who are sapping the strength and devouring your legitimate profits. The time is now at hand when you must **Defend Yourself** by using the best money-saving system on the market. The best is always the cheapest. We can prove it.

The Cudahy Packing Co. says:

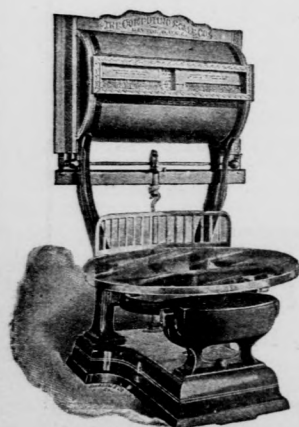
"Price cuts no figure when the article purchased requires only to be put into actual use to pay for itself."

Moneyweight Systems

have the necessary facilities for closing all avenues of escape and guarding your merchandise from the time you purchase it until it is sold. It will **cost you nothing** to investigate this well known system, so send your card for our free booklet "Y" and ask to see our representative

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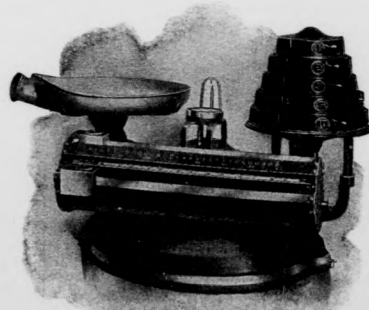


No. 63 Boston Automatic

Moneyweight Scales

are built on the following principles

Even-Balance
Even-Balance Weightless
Multiple Beam
Automatic
Automatic Springs
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Rotary



No. 76 Weightless
Even-Balance

kets fell a little short of last year for a short time early in May they have averaged larger for the four weeks ending last Saturday—and last year's May receipts were exceptionally large.

These excessive May receipts coming at a time when cold storage accumulations were unusually heavy have thrown the markets into a somewhat demoralized condition. Recent cold storage reports indicate that the larger storage centers will go into June with a very heavy excess of stock compared with last year—probably fully 35 per cent. and perhaps 38 per cent.—and there is now every prospect of further large lots of medium and ordinary qualities being forced into the warehouses at low prices during June.

Some of our local warehouses are now practically full, so far as their egg rooms are concerned, but others can store liberal quantities and it looks as if about all the room available would be needed before receipts fall to a parity with local consumptive outlets.

It is difficult to compute the trade output in this city now owing to the wide difference from time to time in the quantity of eggs accumulated in receivers' hands. Our receipts for four weeks ending May 27 were 502,793 cases and with cold storage accumulations on that date estimated at 450,000 cases there would be a withdrawal to storage for the four weeks of about 188,000 cases. Probably the stock outside of cold storage in receivers' hands and on docks was 20,000 cases more on May 27 than on May 1 so that total accumulation for the four weeks would be 208,000 cases, leaving about 295,000 cases for trade output. This is equal to about 73,500 cases a week, against about 64,500 cases for May last year, but I can not say that the calculation is very reliable.—N. Y. Produce Review.

Recent Business Changes in the Buckeye State.

Akron—Lang & Hoover, clothiers, will dissolve partnership, C. J. Lang retiring.

Bellefontaine—The style of the Kloefer-Strayer Shoe Co., which does a retail business, has been changed to the Kloefer Shoe Co.

Brooklyn—Wm. A. Rehburg, dealer in hardware and stoves, will be succeeded by the Rehburg-Bush Co.

Cincinnati—The Gem Electric Co. succeeds the A. H. Electric Co.

Dayton—The business formerly conducted under the style of the Dayton Rubber Co. will be continued in future by the Dayton Rubber Manufacturing Co.

Lima—The Bowden & Rodala Candy Co. has changed its style to the Bowden & Reinhart Candy Co.

Dayton—E. & L. Focke, who formerly conducted a retail grocery and meat business, are succeeded by Roth Bros., of Cincinnati.

Miller—Simpson & Blake have dissolved partnership, L. W. Simpson continuing the general merchandise business.

Shelby—A. J. Reisendorfer succeeds W. D. Converse, druggist.

Toledo—The King Manufacturing Co., which manufactures ladies' wrappers, has been incorporated under the same name.

Waynesfield—G. C. Bennett, Jr., is succeeded in the wagon making business by Bennett & Co.

Barberton—A petition in bankruptcy has been filed by the creditors of the Barberton Pottery Co.

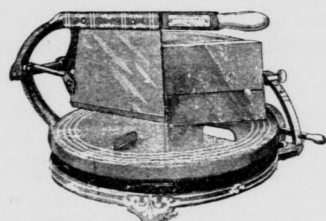
Lima—The creditors of Wm. A. Smith, dealer in hardware and tins, have filed a petition in bankruptcy.

New Riegel—A petition in bankruptcy has been filed by the creditors of John B. Beez, dealer in general merchandise.

Ravenna—A receiver has been appointed for Smith & Stranahan, grocers.

Toledo—A receiver for the Kotton Kandy Manufacturing Co. has been applied for.

Toledo—A receiver has been applied for for the National Chewing Gum Co., formerly manufacturer.



Twelve Thousand of These Cutters Sold by Us in 1904

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

COMPUTING CHEESE CUTTER CO.,

621-23-25 N. Main St.

ANDERSON, IND.

No. 2 30 doz. Egg Cases At a Sacrifice

10c each while they last, for new white wood cases, nailed up.

Cummer Manufacturing Co.
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IF

"Gold Mine"

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

"Satisfaction or Money Back?"

Get a trial lot from

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Our Wholesale Distributors

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and get the benefit of our extensive

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SEND US YOUR ORDERS Will Have Prompt Attention

Grass Seeds---Field Seeds

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

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SEED CORN

The seed Corn offered by us is grown especially for seed purposes. It not only scores high but shows a germinating test of 90% and better. We have liberal stocks of the standard varieties, also Fodder and Sweet Corn. "Ask for prices."

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TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

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Highest Grade Extracts.

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COLEMAN'S
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Write for Prices and Samples

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Fine Feed

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STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS



Conservative Character of All Styles of Neckwear.

The preparations which were made for a good business in May have not met with the results that were anticipated and which they deserved. April having been a disagreeable month as far as weather was concerned, it was natural and reasonable to look forward to a warm and pleasant May, but again merchants have been disappointed, and the season is advancing without having had a real old-fashioned business spurt.

The failure of several neckwear houses is the best evidence that manufacturers have suffered as much as the retailers, and those who, in order to get business, have had recourse to furnishing larger shapes than they could afford, and have reduced prices generally, are now suffering in consequence, not having made any profit on what they have sold, and they are facing the coming season, which looks anything but encouraging to them.

It is gratifying, in the face of what may be called the present depression, that representative houses, those which have gone along the even tenor of their ways, who have furnished legitimate values, and have not been influenced by break in prices nor the furnishing of larger shapes at ruinous figures, have done nearly their usual business, have made fair, living profits, and are in the best position to start with a fall line of silks, which for beauty, originality in designs, combinations of colors and quality of texture have never been exceeded; and such houses are the only ones which are in position to furnish their patrons merchandise which has true merit, and will give satisfaction to the consumer.

A large variety of fancy weaves are shown, and many have white hair-line stripes running diagonally, which, when made up, will be quite stunning; the lines are separated about two inches.

Imitations of crimped crepe, but of rich soft silks, are new and are very desirable. These are shown in a large variety of dark and medium tints both in plain as well as two-toned effects, and also relieved and made very attractive by medium-sized swivel figures and diagonal hair lines.

The so-called 50-cent lines contain various textures and weaves that were accustomed to be seen in the higher priced qualities. Taffetas are well represented and largely in self-figured effects, the prevailing colors being reseda, medium brown, marine blue, Hunter's green, cochineal red, garnet and mulberry. In some lines the figures which are of medium size, are two shades darker than the ground, and the effect is very fine.

It is noteworthy that the styles in all qualities are of a conservative character. While plain colors have had a long run, nearly all the new ideas are based on plain or two-toned

effects, and a variety has been obtained by relieving these by delicate hair lines of white and colors, and medium swivel figures, the first being spaces from one and one-half to two inches and the latter spaced, say, one inch. The figures are often several shades darker or lighter than the ground.

While brown is not as popular as last year this color has been utilized very effectively by combining it with others, thus creating new and rich tones; as, for instance, brown and purple, brown and green, brown and lilac.

Diagonal ideas, which were so eagerly taken up in foulards, are quite conspicuous in all fall lines; they will make up well, and this style is of quite a distinctive character in neckwear. There is a strong impression that wide scarfs will again have the call, say, from two and a half to three inches in four-in-hands and from three and a half to four inches in Ascots. This latter shape is likely to become more popular, as it seems to be especially adapted for wing collars, which will unquestionably increase in popularity toward the fall. With the advent of summer foulards and washable scarfs will be much worn. Dealers have bought these quite liberally, and they must be disposed of before the season ends.

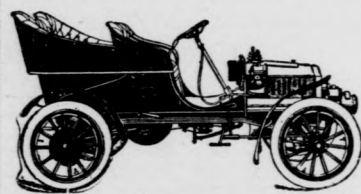
Vesting materials of French manufacture have been largely utilized for washable neckwear. The character of designs and patterns is new and unique, and is quite different from the regular washable cloths, and they are well adapted for this purpose. Scarfs made from these textures are made up without interlining and can be laundered to look fresh and new. —Clothier and Furnisher.

Slight Misunderstanding.

"I suppose, madam," said the architect, "you will want an electrolier put in the drawing room?"

"Sure," answered Mrs. Neurich. "I don't know how to play one, but I'll begin taking lessons at once, regardless of cost."

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

We Have Moved

We are now located in our large new quarters

31 North Ionia St.

Right on the way to the Union Station

Where we will be pleased to meet all our old customers and prospective new ones. We are now selling a line of

Clothing, Woolens, Tailors' Trimmings

Immediate delivery on Spring and Summer Clothing, as we still have a nice line to select from for the benefit of our customers. Mail and phone orders promptly attended to. Citizens phone 6424. If preferred will send representative.

Grand Rapids Clothing Co.

Dealers in Clothing, Cloth and Tailors' Trimmings

Grand Rapids, Michigan

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



The Best Medium-Price Clothing in the United States

A claim so broad that it becomes a challenge to the entire clothing trade.

A claim which is being proven by the splendid sales record we have already rolled up for Fall.

Hermanwile Guaranteed Clothing is well made and well finished—AND IT FITS better than any clothing at \$7. to \$12. in the market.

Every retailer who wants a splendidly advertised line, GUARANTEED TO GIVE ABSOLUTE SATISFACTION, should see Hermanwile Guaranteed Clothing before placing his order.

Our salesmen cannot reach every town—the express companies can—at our expense, too.

Write for samples.

HERMAN WILE & CO.

BUFFALO, N. Y.

NEW YORK
817-819 Broadway

CHICAGO
Great Northern Hotel

MINNEAPOLIS
512 Boston Block

Market Conditions in Shirts, Collars and Cuffs.

If all furnishing goods divisions were as active as shirts and collars there would be brisk doings in both the retail and wholesale divisions of the market. Shirts and collars are moving with such regularity that both the present and future season are busy ones—the former for the retailers and the autumn for the manufacturers. And during the fortnight furnishers have been ordering in the stock they have had on order so insistently that factories are taxed and unable to get shipments, even at this late date, to their destinations promptly. Although goods have been forwarded to retailers in quantities all this month, the consumptive demand is so regular that merchants continue to repeat their orders on the season's successes.

It is hard indeed to designate the successes and be accurate, for what sells in one region with ease lags in another. Yet there has never been a previous season when everything in general in shirts, from the staple white and the dainty white and black to the extreme fancy get-up in the brightest of pink and lavender, has sold comparatively well. Pinks, lavenders, greens, tans and natural flax linen, all are selling over retail counters. We refer now to the fine trade especially, for it is only in fine goods that these colors are obtainable in the best shades. These are selected for specific mention because the bright colors have not sold so well in shirts in a long time, and they have done so much better than furnishers expected that most dealers are in need of more stock, having exhausted their first purchases, and now await factory deliveries on repeat orders.

While it is generally conceded that more pinks and lavenders are being sold and reordered than in a long while, yet no two furnishers' experience with colors is alike. One who does a very extensive shirt business says pinks and lavenders go so readily that they seem to walk right out of the store as fast as they come in. His neighbor, only a few blocks removed, says he is selling some pinks, but lavender—bosh, that is not a masculine color, but for women, how charmingly it becomes them. Talk of pinks to another man and he says pink is a good color in the little school girl's frock, but not in men's shirts. But the evenly-balanced man, who sees business prospects in all kinds of merchandise introduced in season, declares that the coming in of colors will greatly benefit the shirt business, since it enhances the variety of a well-selected stock and influences the consumer to buy and use more shirts.

This chromatic note continues into fall, for which season the color range is much larger than usual, and retail choice shows a strong leaning colorward in all styles of garments and every kind of fabric. And the play on color in some of these styles borders very close upon the gorgeous. The showy things are of patched variety, and are to be seen in both printed and woven goods. However, nov-

elty is more than ever before the life of the shirt business this season, and proof of the fact is evidenced in the increased business recorded in all directions on fancies. Although there is much business yet to be done before the fall and winter season can be declared over by the seller, he is at present far ahead in volume of this date last year.

Pleated shirts are selling exceptionally well for the new season, and a notable feature of the pleating in autumn shirts is broader and fewer pleats than formerly. In number the pleats vary, both double and single, from one broad pleat on each side of the opening to five single pleats. The broad double pleat, one on each side, known as the French bosom, is a very attractive and good selling style of bosom in fine grades.

It was expected at the outset that business on stiff fronts would be large, and these expectations are being realized in both printed and woven materials, although it may be said in favor of percales that most furnishers are fascinated by the exquisite quality and beauty of the season's print types. The patched bosom has been introduced into white lines, and for the autumn season we have the stiff white front with printed units of color sparsely scattered over a white bosom inserted in a white cambric body. This is embodying in the ready-for-service shirt the latest conception of the to-order maker.

The negligee season is now at hand, and white shirts in self effects are in improved request.

Apple green madras is the latest green shade in summer negligees; it is a darker shade than reseda.

Low fold collars of various proportions and styles are becoming more and more popular, and every warm day brings an increase of business to the retailer in the low-fold and pointed turndown shapes.—Apparel Gazette.

A Case of Cowardice.

"Did you advertise for a boy?"

"Yes. Have you answered the advertisement?"

"I have. But I'd like to know first what you mean by saying that you want a boy who ain't afraid of work."

"It's plain enough, isn't it?"

"Maybe it is, but I should think you'd rather have a boy that was a little afraid of work. Just enough afraid of it to catch hold of it quick and rattle with it, and down it and jump on it, and get the best of it, and show it that it won't get a chance to prove too much for him. That's the kind o' boy I should think you'd like—instead o' the kind that ain't afraid of work. Why, I knew a boy once who wasn't the least mite afraid of it, and he'd rub up against it, and walk right into the cage where they kept it, and let it eat off his hand, and at the same time never meddle with it enough to soil his finger tips."

"That's enough, young fellow. The job is yours."—Cleveland Leader.

Every man of us has all the centuries in him.—Morley.

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.

HARD WORK.

It Wins When Ability and Genius Both Fail.

"What the business world needs today is not more ability. We have enough of that; in fact, I sometimes think we have too much. What we need is more men who can and will use the ability they have."

This remark of a well known business man sums up the ideas of many thoughtful employers. There is no lack of ability, they say, but there is a lack of the energy and persistence without which even great ability can accomplish little. What employers want, and are willing to pay well for, is men who combine with their ambition, education and natural talents the capacity for hard work.

The career of every successful business man preaches the gospel of hard work; that success can be won only by honest, enthusiastic, persistent effort. With all their natural shrewdness and foresight what would the Astors, the Goulds, the Vanderbilts, or the Rockefellers have amounted to if they had not had the faculty of "keeping everlastingly at it," and of struggling early and late with the obstacles in their paths? I do not believe any man ever attained lasting success through ability alone; but we know of thousands who, with only mediocre ability, and in spite of limited education, unfavorable environment, and other handicaps, have won marked success. It was not chance which enabled them to win, but hard work.

On the other hand, there are examples innumerable of men of exceptional ability who have failed simply because they never worked hard. A general manager called my attention to one the other day. "That fellow," he said, pointing to a middle aged man at a lathe, "has brains enough to manage this whole establishment. He is a technical graduate of high standing and knows this business from A to Z, but he hasn't enough steam in his boiler; he has not the energy to put his ability to use; and that's why he is in the shop instead of in the superintendent's office." It was an instance of this kind which the sage of a little New England village had in mind when he used to say that "no matter how smart ye be, you've got to use a pile of elbow grease or you won't get far."

It was to the liberal use of "elbow grease" that a young man who was graduated last year from a New York university owed his success. He was slow to learn and decidedly unattractive in appearance, and when he presented himself for matriculation he had less than \$10 in his pocket with no idea where to find more. The Dean, who had seen many men of far greater ability fail in their efforts to earn their way, tried to induce him to wait a few years before entering. But this boy from the farm was too plucky to be discouraged. Before the end of the first month he was on a self-supporting basis; at the close of his freshman year he was actually making money. He managed a laundry agency; on Saturdays he worked

in a department store; he earned his board by waiting on table; during vacation he turned canvasser. By working twelve to fourteen hours a day continuously for four years he maintained a fair rank in his class, earned every dollar of his expenses, and on commencement day had in the bank a cash balance of \$500.

No matter what line of work this young man takes up he will succeed. A thousand employers would make a place for him to-morrow. They would give him preference over men of twice his ability, because he has the capacity for hard work, because he will not shrink from long hours or difficult tasks, but will press on persistently, enthusiastically, taking genuine pleasure in overcoming difficulties and in accomplishing what he undertakes. Men like this carry the message to Garcia.

Every man who hopes to make himself useful in the world and to win advancement in his chosen line must have a similar capacity for work. No matter how great his ability, how thorough his education, or how attractive his personality, these qualities are as useless as a locomotive without fuel unless backed up by persistence and energy. Success may come to the capable man for a time on the strength of his possibilities rather than through effort, but in the long race he will be left far behind. Some day the position he has hoped for, and which he is pre-eminently fitted to fill, will be snatched from before his eyes by a man who, although less capable, has won the place by dint of hard work.

A young man was recently applying to a well known employer for a position. He was in the midst of a glowing description of his ability and training when the employer interrupted him. "Never mind about all this. There is just one thing I want to know. Will you work?"

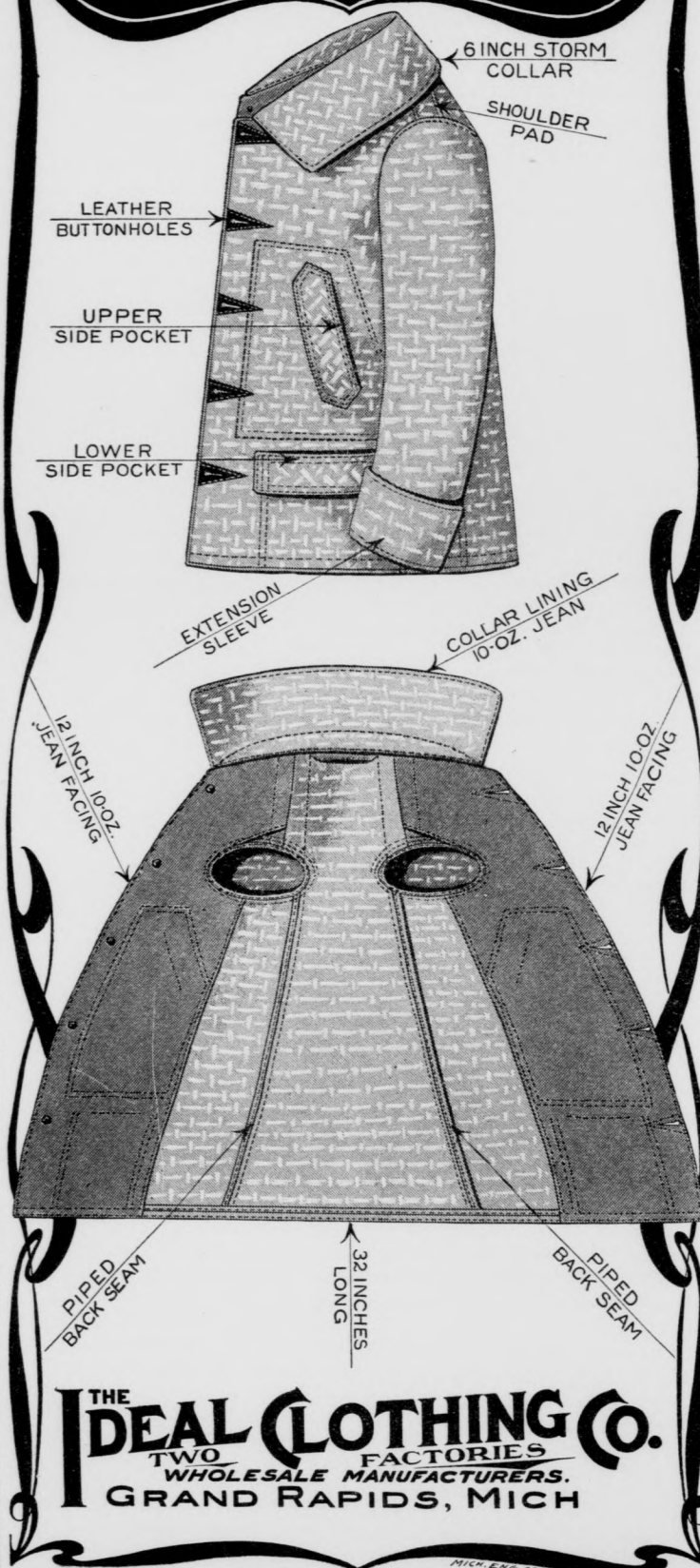
Will he work? This is the great question in the business world today. The answer decides the employment of every new man and the promotion of every old one, and applies to all grades of service from the common laborer to the general manager.

It is work that makes a good salesman—not natural ability, appearance or personality. The best salesman I have ever known is one of the poorest imaginable specimens of mankind. Red-headed, homely, uncouth, poorly dressed, he does not seem capable of selling bread to a hungry millionaire. Yet I know from actual figures that he averages to sell over \$100,000 worth of goods a year in a field where competition is remarkably keen. While his rivals—men with the adaptability, personal magnetism and appearance which ought to make them good salesmen—are writing hard luck letters to their firms, this man from Maine is sending in orders. He succeeds by making hard work take the place of the qualities he lacks, and results show that it more than compensates for his natural deficiencies.

The persistence of this salesman is the essential quality lacking in many men. The faculty of hanging to a

A FEW REASONS

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



proposition through thick and thin is one of the rarest things in the world. Plenty of men can work hard when the road to success seems clear, but when difficulties thicken they lose their grip. Others work by spurts, keying themselves up to high pitches for some periods and then lapsing into half hearted effort. Neither the fair weather worker nor the skyrocket type is desirable. Employers want men who can be relied upon for as good work when the skies are dark as in times of prosperity, and who will be as persistent month after next as they are to-day.

Many a position is secured by persistence. The best salesman now on the road for a Chicago house was hired only after applying for the place ten times. It was his perseverance that finally induced the sales manager to give him a trial. If he had become discouraged and given up early in the game he would have lost the opportunity for success.

Lafcadio Hearn, who recently died in Japan, presented in person his application for a position on a Cincinnati paper. "I don't want anybody at present," said the editor. Hearn sat down in a chair, pulled a book out of his pocket, wiped his glasses and smiled. "I said we did not need anybody," repeated the editor, loudly. "I heard you," replied Hearn, affably, "but I intend sitting right here until you happen to need somebody." Before the day was over Hearn had secured what he went after—a position on the paper's regular staff—and had written what is to this day considered by many the best story ever printed in an American newspaper.

There are few positions worth the having which can be secured without persistence; there is none in which a man can be really successful unless he works himself to the limit, never letting up until his task is accomplished. John B. McDonald, the builder of the New York subway, is right when he places this quality among the essentials for success. "The world is full of average men who have succeeded," he says, "and brilliant men who have failed, because of perseverance or the lack of it."

For the business man of to-day there is no such thing as "letting up." The higher he gets the harder he must work. The President of a great manufacturing company tells me that one of his duties alone, the securing of capable assistants, is harder work than he ever had to do when he was only the head of a minor department. The man who does not realize that persistent effort is as essential to a general manager as to an office boy is unlikely to attain lasting success.

Such a man came to me the other day—a young man with money to invest but without experience. He was looking for an "executive position." By this I learned he meant a position where he could lean back in a comfortable desk chair for a few hours a day, with nothing particular to do, and draw a salary of \$1,800 a year. "There are no such positions," I told him. "The men who sit at the executive desks have made their way up the ladder by hard work, and they

are working harder to-day than they ever did. What you want to find is work."

The men who succeed do not measure their work by the clock but are always on duty, whether in or out of the office. When they turn the key in their desks they do not and can not shut out from their minds all thoughts of business. The bigger the man the more thought he gives to his business when outside the office. Few men are so capable, or advance so far, that they can entirely throw aside business cares outside of business hours. When a man does this he almost invariably falls behind in the race.

The recent unexpected resignation of the First Vice-President of one of our largest railroad companies is a good case in point. This man started in the lowest rank of railroad service, and he worked his way up to a responsible position by the hardest kind of work. Two years ago he began to think his success so secure and his future advancement so certain, that he could safely drop all thoughts of business except between the hours of 9 and 4. He thoroughly enjoyed this new arrangement, and did not realize how his work suffered by it until a month ago, when a man several positions below him was elected to the presidency of the road. His disappointment was so great that he resigned his position and at 45 is giving up active business life. The reason he gives for his action is that the company did not treat him fairly. Men high up in railroad circles, however, know that he lost the opportunity of being president by sacrificing business to social interests.

Attention to business outside business hours need not be the worrisome kind which leads to nervous prostration, but the kind which makes a man always so interested in his work that he will act in his own or his employer's interests regardless of the hour or the surroundings. It is often the case that the men who take their work the most easily are those who give it the most thought and attention outside of business hours. The problem which seems puzzling in the hurry of the office becomes easy of solution when looked at calmly in the quiet of one's home. He who does some thinking the night before is making his work the next day easier. He has a tremendous advantage over the man who never begins a plan for action until he opens his desk in the morning.

The ambitious man does not find his only reward in large salary or responsible position. The true follower of the gospel of hard work gets satisfaction out of the work itself. He finds pleasure in doing something, in doing something well and in doing something better than any other man can do it. When given a task he does not ask: "Has it ever been done?" "How long will it take?" or "How much will I get for it?" He simply says: "If it can be done I can do it," then rolls up his sleeves and goes to work. This is the kind of worker who is needed everywhere.

H. J. Hapgood.

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

Line of Union Made

Men's Clothing

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

Special Leaders

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

Write for Samples

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

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.

The Unanimous Verdict

That the Long Distance Service of this Company is

Beyond Comparison

A comprehensive service reaching over the entire State and other States.

One System all the Way

When you travel you take a Trunk Line. When you telephone use the best. Special contracts to large users.

Call Local Manager or address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids



Errors Made by Employees in Seeking Advancement.

I have sometimes watched a big, strong, nervous horse standing perfectly safe, as left by his owner, with only his bridle dropped over his head, or, at best, tied to a weight that he could drag away with the slightest effort; and yet he thought he was tied hard and fast and never offered to move. Should the horse make up his mind to start down the street, he would be surprised to find little resistance. He would be astonished that he had been held back by an idea.

And this is just the condition of a large number of employees, especially those who are not satisfied with their present positions, and yet feel themselves tied down by circumstances and unable to make a change. Should they attempt to break loose they would be ashamed at discovering how slight were the ties that bound them.

An employee makes a mistake to stay on in a position after he has come to feel dependent upon it; to think that there is nothing else he could do, and that should he lose his present position he would not readily get another one. This attitude of mind is evidence of cessation of growth and development. It is the danger signal, telling him to wake up and make a change. A man must always command his position, not let his position command him. When he clings helplessly to it, as if it were the only means of support, he is in a bad way. He must all the time be greater than his position. He must grow, that the value of his service may constantly increase.

There is much talk about the futility of trying to fit square pegs into round holes and round pegs into square holes, but in reality the employees who become of the highest value to their firms are neither square pegs nor round ones; they are plastic and can become many sided. They fit into every groove and corner. They follow the trend of the business; they are like molten metal poured into a mold. They are the men who can meet emergencies, who are equal to the demands, who are versatile, able to turn their attention, with profit, to more than the mere routine of their official duties.

Every man in every position has his "chance." The fact that he has the position and dozens of others would like to have it is proof that he has a "chance" beyond others.

The business world is like a great arena for the running of races. Many come and apply for tickets which will give them the privilege of running. Those who receive their tickets are entered at once; the others hang back waiting their "chance." No matter what their running ability, they can not prove it until they get on the track. And once on the track, the kind of stuff of which they are

made will determine the outcome.

When a man is given employment he has received his ticket and been duly entered. The kind of a race he is to run depends wholly on himself, on his degree of preparation, and his determination. If he is a "quitter" he will be lost in the crowd. If he goes in to win he will be heard from.

It is a fine art to be a successful employee. It means to be capable of carrying out the will of another man with the personal interest and clear insight that one would use in handling his own business.

An employee makes a great mistake when he imagines he knows more than his employer. He may about some matters, but his general business judgment can not be so good, or else why isn't he an employer instead of an employee? The fact that the other man is in a position to hire him to do his work is proof—lacking the accident of inheritance—of the other man's superiority—in some vital direction. A great deal of credit is due the employer for establishing a concern which will give others who are less enterprising an opportunity to earn a living. Often in cases where employees consider themselves infinitely superior to those who employ them, they should not acknowledge it, because with all their superiority of birth, education and breeding, if they could not win out against the other man's sheer determination and pluck, it does not speak well for them. A superior man in an inferior position is evidence of decided weakness in some direction. Let his humility over his failure to take his right place in the world keep back all foolish pride in the fact that, through the abilities of others, not himself, he is better educated than those whose own abilities have put them over him.

An employee makes a great mistake to talk freely of his position, his employer, or details of his business to others, especially in public places, such as restaurants or street cars. He may not directly injure his firm by

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.

Look Pleasant!



Don't grunt and growl because your trade is falling behind, if you are not using **Modern Methods**. Increase your sales by using china as premiums.

Our Cheerful Living Assortment of 72 dozen nicely decorated pieces for \$64.80 will work for you where you can't.

The American China Company
Toronto, Ohio, U. S. A.

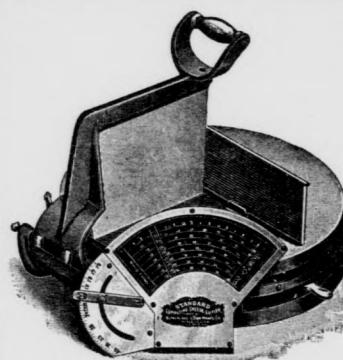
Manufacturers high-grade semi-porcelain china
Cut this out and write us, mentioning the publication

Quality==Uniformity



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

E. B. Millar & Co.
Chicago



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

The Standard Computing Cheese Cutter

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

The Standard is right. The Price is right. The Terms are right. Write us. Catalogues and testimonials for the asking. Salesmen wanted.
SUTHERLAND & DOW MFG. CO., 84 Lake St., Chicago, Ill.

Every Cake



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

The Fleischmann Co.,

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

his idle prattlings, but he gives an impression of decidedly poor business judgment. No employer will take a man into confidential relations with him who is known to be a free talker of what should be considered his private affairs. Other men realize at once that a man who discusses his business in detail freely and publicly is really not in a responsible position.

An employe makes a great mistake to remain in a position in which he sees no opportunity for advancement. He'd better make a change and begin low down in another line where there is an opportunity to climb.

Several years ago a young man, 20 years old, began work in a large city department store. He worked for several months, and saw he was not getting ahead. He went to his employer and told him he was not satisfied.

"What's the trouble?" asked the employer.

"I want to be put where I can work up," said the young man, mentioning a department to which he wished to be transferred.

"You'll have to go in on \$4 a week."

"All right, a start is all I want," answered the clear headed youth. And to-day, four years from the time he got his "start," he is city buyer for the same firm, and one of the largest salaried employes in the house. His position is a responsible and remunerative one, and he will undoubtedly one day be a member of this concern.

An employe makes a big mistake when he fails to win the confidence of his employers. Confidence is the strongest connecting link between employer and employe, between firm and customer. Every business house recognizes the value of establishing confidence among its customers, and works to this end continually. One of the wealthiest farm implement concerns in the world established confidence among its customers by filling their orders with an inferior grade of machines, then writing afterwards and explaining that they had made a mistake in sending out a poor article, and asking that it be returned to them at their expense, when the right machine would be at once forwarded.

It was a trick, and an expensive one, but it illustrates the point. Once get the confidence of a man and it is with difficulty that it can be shaken. Get into the confidence of your employer, make him feel that you are to be trusted, that you are reliable and safe, and you are sure of advancement.

It is a great mistake to try to get the best of an employer or to attempt to take advantage of inside knowledge of affairs. Many times an employe gets the idea that he is indispensable to the firm, and can on this ground demand pay his actual services do not warrant. A young man lost a most valuable position because in a critical moment in his career's history he demanded a higher

salary on the plea that they could not manage without him.

Critical times are the times that try the mettle of employers, and one who is wise will not take advantage of the moment of weakness. He will act the man in business, and if his employer is also a man, the employe will receive his reward. If the employer is not a true man, then this test will have shown him in his real light, and the quicker his employes seek other fields the better for them.

Honesty is not only the best policy, but the only one through which a concern can become firmly established, and an employe makes a mistake to waste his time becoming one of the pillars of a structure that is shaky.

A. S. Monroe.

Novel Display of Relics by Galesburg Merchant.

Galesburg, May 29—A novel, and by reason of the near approach of Memorial Day, seasonable window display, is that by W. A. Douglass, corner of Main and Pearl streets, in this village.

It consists of what is probably the largest private collection of projectiles actually used during the civil war, existing in Michigan, and is the result of Mr. Douglass' personal efforts while sojourning in the South.

These are bullets of all shapes and calibers, fragments of shell, buck-shot and perscided missiles enough to satisfy the most curious, and to those who are a little disposed to like a bit of tragedy mingled with history, it is some gratification to know that every relic bears evidence that it has been used in serious work, while some of them are authenticated as having been extracted from human subjects in the hospitals of forty or more years since.

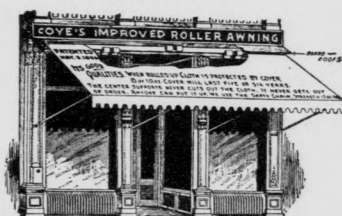
Among the other objects are numerous fragments cut from trees and in which are still imbedded the bullets that found lodgment there, instead of in the human forms for which they were designed.

Altogether, the display is of the most interesting character and one well calculated to make the veteran, who has survived the dark days of the civil war, wonder how he ever "got away."

It's the fellow who can't sing that generally has things offered him for a song.

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.

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

YEAST FOAM

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

PERFECT BREAD



Some More About the Little Butcher Girl.

Written for the Tradesman.

In a recent issue of the Tradesman I promised to tell more about Anna, the little meat woman, whom I left in charge of her father's shop when I was compelled to leave the city and thus lose sight of that interesting little person for three years.

If this were a novel this chapter would be entitled, "The Dream Comes True," for when I returned and passed down that well-known street and looked eagerly into the little shop I was much amazed to find it empty. Disappointedly I went on down the street.

In the next block had been a vacant lot when I left the city. In front of this was a large billboard carrying the flaring announcements of the theatrical enterprises in the city. As I came abreast of the lot, instead of the gaily-colored posters, the spruce and modern front of a building met my gaze, and displayed in the windows was a collection of tastefully arranged meat.

Knowing instinctively that the dream had indeed come true, I went in.

The shop was full of customers and I had opportunity to look around before I was spoken to by one of the three spruce young men in white coats who were swiftly and dexterously cutting roasts and steaks.

But it was the office partitioned off by glass that I was interested in—or rather what I expected to find behind that partition.

I saw behind that partition a tall slim young woman—a brisk young woman with brown hair combed back from a smooth white forehead, a young woman with very white teeth and very black eyes that flashed energetically as she bent over her desk.

Could this be Anna? Decidedly no; Anna was a girl of 16 when I left. But then I had been gone three years.

Suddenly the black eyes caught my gaze. A friendly smile lighted up the pleasant face. It was Anna, and she knew me, and indeed the dream had come true.

When the rush was over I went into the glass office and heard the story of how the dream came true—how the business had prospered, how extra help soon was needed, how the book-keeping duties grew and how Anna finally left the shop and attended the business college and learned to keep books and operate the typewriter, and how she had finished at the school and won a medal for speedy work on the typewriter, how she had returned to the shop and how the business still grew. Then the little shop became too small, the vacant lot was purchased, the new store built and, "Here I am!" said

Anna proudly. "My dream has come true."

I am sorry my heroine is, at best, nothing but the daughter of poor but honest parents keeping books in her father's meat market. But in the development of that uneducated little girl there was much that was interesting; and, in the many little instances that I have seen her display her wonderful business sagacity, I saw more good little business tips than I have seen in many a more pretentious establishment. If ever there was a self-made business woman she was one, and the rise from a rather scrawny little person cutting very bad steaks in her father's small shop to the good-looking, self-contained young business woman in the glass office was remarkable.

I soon was on my old friendly footing with Anna again, and used to drop into the glass office occasionally to hear in detail how the dream came true.

One day, when I came in, the usually placid brow was wrinkled with little lines of trouble. Anna's father was seriously ill. While his life was not in danger his illness was liable to be a serious blow to the business. Of no particular education, the man was possessed of a business sagacity akin to his daughter's and he still did a good share of the buying. Here his knowledge of the business was of great value and enabled him to make advantageous deals that Anna could not have made. What made matters worse in the present instance, a stockman was coming that day with a drove of cattle, which were very desirable at that time owing to the scarcity of stock. While the cattle were needed, it was a dangerous operation for Anna to buy them, as the stockman was noted for his sharp and often tricky deals. That he would not scruple to take advantage of Anna's ignorance of cattle on the hoof was more than probable. Still, the cattle were wanted bad, the deal was already half made and, after a consultation between Anna and her father, it was decided that she should close the deal.

Anna told me about it afterward, telling very modestly her part in the affair. The stockman, as was expected, tried to take advantage of her, but, by her clever dealing, taught her by her business instinct, she was able to thwart him and the deal was closed satisfactorily.

I had planned on having a great deal to write about this clever little

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

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

Poultry Wanted

Our new Poultry Feeding Plant completed.

We are in position to handle 20,000 (twenty thousand) head of poultry per day.

We can make it pay you to buy poultry for us in your territory.

We furnish coops. Write us for prices.

Empire Produce Company

Port Huron, Mich.

Butter

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

E. F. DUDLEY, Owosso, Mich.

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

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

REFERENCES

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

Established 1873

business woman, but something happened to stop it all:

In my visits to the office I had seen, occasionally, a young man about who was not connected with the shop. I did not pay much attention to him. He seemed to be a nice enough young man.

One day he approached as I was sitting on a bench in a park, and started to talk in a rather friendly way. I talked with him a while and soon found him to be a very pleasant young man, indeed. Then he began to talk about Anna and I saw at once what was the matter. He asked me a good deal about Anna, especially about her early life. I hoped to discourage him (I did not want good copy spoiled by this young fellow, even if he was rather nice). I told him about Anna's early life in the shop, in the hope that he, being a very nice young man, would not like the idea of marrying a girl who had been reared in a butcher shop. Not that it made the slightest difference in this case! It didn't appear to make any difference with the young man, either; he seemed to think it only showed Anna's sterling qualities, and I had to admit that he was right. In spite of the good copy that I knew would be spoiled by the arrest of the business career that I was almost sure would be made, the young man and I parted rather good friends. He was such a sensible young man—about girls and things, you know.

The young man spent more time than ever around the office after that. Anna did not seem very much displeased at his being around in the way. Later, it developed that the young man was a most excellent book-keeper and office man, but had been thrown out of a position.

I hate to have my story end so conventionally, but one morning the young man waylaid me on the street and told me that Anna had promised to marry him. He did it very cleverly, too; "so as not to break it too quickly," he said. "I have a position," he continued.

"Is that so?" said I; "I am very glad—where is it?"

"In the office down at Blank's," he answered, giving the name of Anna's father's shop. "I have Anna's place," he smiled.

"And," I asked, "What is to become of Anna?"

"Oh, she? She has a new position," said the nice young man, easily.

"What is it?" said I, falling into the trap so readily that it made the young man's eyes snap with pleasure.

"My wife," said he simply.

We clasped hands and I wished him good luck.

In the course of time the wedding took place. And now I drop in at their modest little cottage to see the young couple; and, because that promising business career was cut short and few otherwise would have known of it, I have written the story of the little butcher girl. Burton Allen.

Boast not thyself of to-morrow;
for thou knowest not what a day may
bring forth.—Proverbs.

Mackerel Now a Luxury.

Sandy Hook, Mass., May 29—Mackerel has become a luxury beyond the means of the poorer classes. For sixteen years the fishery of mackerel has been on the decline and salt mackerel has risen in price. The movements of the fish are wrapped in mystery and so are the causes of the failing supply. The Government fishery department is no better off in this knowledge than the old fishermen who have followed the schools up and down the coast until their hair has grown as white as the foam-capped waves. This much we know. In the early part of March the fish in greater or less numbers struck the southern coast in the vicinity of Cape Henry; by the middle of April the schools reached the capes of Delaware and slowly advanced past Barnegat and Sandy Hook. About the middle of May a school arrived off Yarmouth, Nova Scotia.

From the size and general character of the fish composing the school it was apparent that they did not belong to the great littoral schools which advanced from the south and it was presumed they came from somewhere to the eastward in the deep sea. The schools often disappear entirely from certain localities and leave no sign, but it is believed their movements are practically the same now as in 1820, the date when mackerel fishing assumed importance. The banner year of the mackerel fishery was the season of 1831 when 430,000 barrels were salted in New England. Of late years 13,000 to 15,000 barrels have been the catch.

Henry Barnes.

Worked Both Ways.

"Three years ago last winter," said the Cleveland man, "I was held up on a lonely street, and because the robber found only \$1 in change in my pockets he gave me a terrible clip over the head to show his dissatisfaction.

"After my head quit aching and I could think, I formulated a plan. I took a \$1 bill and wrapped it around a lot of blank paper and made a respectable looking roll of it, and whenever I went out nights where another holdup could occur I took the dummy along with me.

"Nothing happened until about two months ago. Then a fellow jumped out at me one night and ordered hands up. Up they went, and from behind me he went through me with promptness and dispatch. He almost gave a shout when he found and pocketed the roll, but a minute later he growled:

"Here, you blamed millionaire, you have been lugging around hundreds of dollars while I have been living on bread and water, and I'll even things up by giving you my compliments."

"And he hauled off with a stuffed club and gave me such a bat over the head that my ears are hardly done ringing yet. I don't think it was the same robber, but I'm sure he gave me the same sort of headache."

The real seed of life lies hidden in the soil.—Streeter.

Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

C. D. CRITTENDEN, 3 N. Ionia St., Grand Rapids, Mich.

Wholesale Dealer in Butter, Eggs, Fruits and Produce
Both Phones 1300

EGGS

That's what we want.
For storage and present use.
Phone, wire or write us.

COYNE BROS.
CHICAGO

References Michigan Tradesman and Egg Reporter.

We want Butter, Eggs, Poultry and Veal

We pay highest prices all the year around.

GRAND RAPIDS PRODUCE CO.

40 S. Division St.,

Reference

5TH NATIONAL BANK

Citizens Phone 3083

Bell Phone 465

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed whitewood and veneer basswood cases. Carload lots, mixed car lots or quantities to suit purchaser. We manufacture every kind of fillers known to the trade, and sell same in mixed cars or lesser quantities to suit purchaser. Also Excelsior, Nails and Flats constantly in stock. Prompt shipment and courteous treatment. Warehouses and factory on Grand River, Eaton Rapids, Michigan. Address

L. J. SMITH & CO., Eaton Rapids, Mich.

We Want Your Eggs

We want to hear from shippers who can send us eggs every week.
We pay the highest market price. Correspond with us.

L. O. SNEDECOR & SON, Egg Receivers
36 Harrison St., New York

We are car load receivers and distributors of

Strawberries

Also Bananas, Oranges, Lemons, Pineapples, and all kinds of
Early Vegetable.

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

Butter, Eggs, Potatoes and Beans

I am in the market all the time and will give you highest prices
and quick returns. Send me all your shipments.

R. HIRT, JR., DETROIT, MICH.

Piles=Fistulae Cured

Without Chloroform, Knife or Pain

In Bed For Three Months Before Coming For Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I suffered with protruding and bleeding piles between 15 and 20 years. For the last eight years I followed railroad office work and I thought they would not bother me at that kind of work, but I found it made no difference. Every time I would ask a doctor about it all the satisfaction I could get would be that I would have to get them cut out, and as that was a dread to me, I kept letting them go and all the time I got worse. Last October I was taken down with them and could not walk. At last about the first of January I had to go to bed and they kept me there until March seventh. During this time I suffered everything and tried all the patent medicines ever heard of with no relief. On March 7th I went to Grand Rapids and saw Dr. Burleson. Upon examination he found that I had two large ulcers. He treated me without pain and cured me. To say that I was grateful to him is putting it mild. It is a pleasure to go to his office, as his method is painless and he is a gentleman in every respect. His charges are very reasonable and he wants no pay until cured. I have been working on a farm all summer and have not tried to protect myself in the least and can safely say, "I am cured."

To anyone who has the piles, let me urge you to go to Dr. Burleson, as there is no use in wasting time and money on medicines. I am,

Yours truly,
J. E. HARTER,
R. F. D. 4.

Shelby, Mich., Sept. 19, 1904.

On His Way to Have Them Cut Out.

For the benefit of anyone suffering from piles, I would like to recommend Dr. Burleson's New Painless Dissolvent Treatment as being sure, quick, cheap and practically painless. In fact, everything he claims for it.

I had suffered with piles for a number of years, and as my work (that of drayman) was rather hard, they caused me much inconvenience, becoming so painful at last that I started for Ann Arbor to be operated on, but was advised by a friend to stop in Grand Rapids and see Dr. Burleson. I did so and have been thankful a thousand times that I did. I was rather skeptical at first, the thing seemed so simple that I could not believe the cure could be permanent. But it is. I was operated on early in March, the time consumed not being over an hour and the operation being practically painless, and came home and went to work. My work was unusually hard the first few days and I noticed a slight return of the old trouble and went back. (Let me say right here that the doctor had explained to me that I might have to take a second treatment.) The second operation did not occupy more than ten minutes and I have never felt a trace of the old trouble since. As that was six months ago and I have been lifting hard and working in all positions and on a wagon from 12 to 15 hours every working day since, I am now positive the cure is permanent, and can heartily recommend it to anyone suffering from piles.

In addition I would like to say that a patient receives most kindly and courteous treatment and that the cost is very little compared with the benefit one receives.

Yours very truly,
MARK CRAW,
254 Washington St.,
Traverse City, Mich.

Oct. 1, 1904.

Suffered 14 Years; Cured in 2 Treatments.

Grand Rapids, Mich., Oct. 10, 1904.

Dear Doctor:—During the winter of 1890, I was taken with slight hemorrhoids, which were, I believe, only aggravated by the use of the so-called drug store pile cures, at any rate they continued to grow worse until I was in such condition that it was impossible to get a good night's rest. With some degree of suspicion I finally decided as a last resort to try your treatment, and I am now happy to state that after two treatments, I believe my case to be cured. All suffering from hemorrhoids of any form can, I confidently believe, be cured by your method.

Yours truly,
A. GREEN,
Engineer Dep't G. R. & I. Ry.

Family Physician Did Not Want Her to Come.

Vermontville, Mich., Sept. 18, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I am only too glad to do anything I can for you to show my gratitude for the great benefit you have brought me and to bring others suffering as I was to receive the same relief.

I have suffered with piles for about eight years and have at intervals of a week or ten days been unable to leave my bed, and suffered intensely. Without exaggeration I have used at least 50 boxes of "Pyramid Pile Cure," as well as numerous other "cure-alls," without receiving permanent relief. At last there was no relief for me except through an operation. I had often seen your advertisement and in fact had written you and received one of your little books of testimonials, etc., but your claims and cures seemed so impossible that I could hardly credit it. My brother, however, who was away from home and was sent for, being obliged to wait in Grand Rapids for some time, improved the opportunity to call on you, and was very favorably impressed by you and came home with the determination that I go to you for treatment immediately. Therefore, on the first of May, last, against the advice of my physician and all my friends I went to Grand Rapids and took the first of 19 daily treatments. The relief was immediate, as from the first I did not suffer one-half what I had suffered nearly every hour of the three weeks preceding, and from the fifth treatment on I felt more comfortable than I had for the greater part of the time in eight years, and far from being painful, the treatments were actually soothing. I have had no recurrences of the trouble

Bad Case Cured in Two Treatments.

Ionia, Mich., Oct. 20, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Sir:—

With reference to your treatment for rectal diseases, will say that a member of my family was afflicted with a very severe case of protruding piles for a number of years and suffered intensely. All kinds of medicine and several doctors were tried, but to no avail. We heard of your good work in curing such cases, and without the administration of anesthetics, and we decided we would try your new painless dissolvent treatment. This was done with some misgivings, but we are now very thankful that we did, for after two of your treatments the piles are all gone and the patient is in better health than before in years.

I never lose an opportunity to speak a good word for you and your treatment, and will gladly answer any inquiry.

Yours very truly,
HERBERT W. EVEREST.

Could Not Walk.

Dr. Willard M. Burleson,
Grand Rapids, Mich.,

Dear Doctor:—

Words cannot express my appreciation of your kindness to me, and your skill in treating me for piles. I had been troubled for 12 years and for the past few years had suffered all the time. I could not work or even walk without my piles coming out. I had driven team for the past few winters and many a day when the weather was below zero I had to lie on my back, face down, in order to keep the piles inside. Although I suffered much from the cold and nearly froze to death many times, I chose it as the lesser of the two evils, for when

Nervous Wreck Cured in One Treatment.

GOODRICH & STANLEY,
Manufacturers of Cement Blocks and Brick.

Traverse City, Mich., Sept. 24, 1904.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Sir and Friend:—

I had suffered with bleeding and protruding piles for 20 years and they grew worse all the time, was operated on twice by injecting the tumors, which almost took my life. Used all kinds of ointments and suppositories to no effect. My nerves became so wrecked that I was obliged to go out of business. In some way I saw Dr. Burleson's advertisement and decided to try once more to get relieved. I did not expect to get cured. But I was cured with one treatment and have been able to do any kind of hard work since. I would advise any sufferer from piles to go at once and see Dr. Burleson and not spend your money as I did for salves and on quacks. I will gladly answer any questions of anyone writing me, for I know that Dr. Burleson can cure you.

Yours respectfully,
E. STANLEY,
1119 W. Front St.

Swindled By a Quack.

Rockford, Mich., (R. F. D. 28.) Oct. 10.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

For years I was a sufferer from protruding piles, which caused me no end of suffering and often incapacitated me from doing my work. I tried to find some medicine that would cure me, but failed. Several years ago I was treated by a specialist in your city, but he only took my money and did me no good. It took me some time before I realized that I had run up against a quack, and then I quit. This experience made me suspicious and I was slow to try it again, but I was finally driven to do something and knowing of some cases that you had cured, decided to go to you. You cured me with the greatest ease and I never had a bit of protrusion after the first treatment.

I have recommended you to a number of my friends and you have cured all of them as easily as you cured me. Refer anybody to me, it always gives me pleasure to say a good word for you.

Gratefully,
FRED ZIMMERMAN.

Cured in One Treatment Without Pain.

Pastor's Study, M. E. Church,
Charles Hayward, Pastor.
Beaverton, Mich., Oct. 11, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

My Dear Dr. Burleson:—

I can cheerfully add my testimonial to your list. You accomplished all you claimed to do in my case. Really, I felt that I must take time and see for myself whether your work was a success, but I must confess that I cannot see any signs of returning trouble. For years I was afflicted with protruding and bleeding piles, also a prolapse and you cured me in one painless treatment by your New Painless Dissolvent Method. You are welcome to use my name in any capacity in which it will do good.

I am gratefully yours,
REV. CHAS. HAYWARD.

Protruding Piles Cured.

Dr. Willard M. Burleson cured my wife of a very bad case of protruding piles. The treatment was painless and caused her no apparent discomfort. I hope to be able to convince many sufferers of his great success.

M. JENSEN,
Greenville, Mich.
October 1, 1904.

Bad Ulcer Cured.

Dr. Willard M. Burleson cured me of a very painful Rectal Ulcer, and I am pleased to recommend his treatment to others.

MRS. W. E. FORR,
Albion, Mich.
Oct. 21, 1904.

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904.
This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results and I gladly recommend him to those persons similarly afflicted.

RICHARD MARTINI.

EVERY CASE CURED

since and from my own experience as well as personal observation of other cases far worse than mine, I am thoroughly convinced that you can do all you claim, while the extreme reasonableness of your terms is sufficient to convince anyone that you are working to relieve the sufferings of humanity and not to become a "Croesus," and no one need hesitate on account of lack of funds.

I would most heartily advise anyone suffering with piles to go to you for treatment immediately and it will be a pleasure to me to give the particulars of my case and answer any inquiries of anyone desiring information. I am,

Yours most sincerely,
MRS. MYRAH C. BENNETT.

Piles 20 Years; Cured in One Treatment.

Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I cannot thank you enough for what you have done for me. I suffered for twenty years with the protruding and bleeding piles. I was in misery all the time and could hardly work, but I am thankful to say that I am now well and you cured me in one painless treatment. I am always pleased to relate my experience to other sufferers with piles. I had spent hundreds of dollars for medicines and with other doctors, but got no relief. I would not take a thousand dollars and be back in the condition I was before coming to you.

Wishing you success in your good work, I am,

Yours truly,
WM. BERG,
Sept. 10, 1904.

Grand Haven, Mich., R. F. D.

the piles were out they pained me so I could not stand it, and bled so much that it made me very weak. I had not gone home from my work a night in years without blood in my shoes from the infernal piles. No one who has not had these cursed things can realize what I suffered.

When I went to you, you examined me and told me that you could cure my case, and I am glad to say that you had no trouble in keeping your word. I have regained my health and can now do more work than I could before in years. I feel very thankful to you for your kind treatment and gladly recommend you to all sufferers of rectal trouble. I am,

Your friend,
HOMER MILLER,
Sherman City, Mich.

Oct. 1, 1904.

Piles Have No Terrors For Him.

Dr. Willard M. Burleson,
Grand Rapids, Mich.,

Dear Doctor:—

The piles have no more terrors for me. I know where I can get relief if they ever return. I am beginning to feel what it is to be a well man again, thanks to you and your method.

I have had a very pleasant summer. I spent some time in Detroit and St. Louis and now I am teaching in the little village of New Era.

It will be a pleasure to speak a good word for you whenever possible. I have great faith in your method and I know that you are just what you represent yourself to be and that you will do what you say you will do. I am,

Very respectfully yours,
FRED KERR,
Shelby, Mich.
Oct. 7.

Bad Case of Prolapsus Cured.

Chatsworth, Ill., Sept. 19, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

In consideration of the lifelong benefits I have received at your hands, I deem it no more than human gratitude to write thanking you for the services you have rendered me, and trust you may be able to use this letter in a manner that will enable others who are sufferers as I was to secure a lasting cure as you have accomplished in my case.

I suffered for upwards of thirty years with hemorrhoids and prolapsus, and trying suppositories and lotions of all kinds, and being treated by doctors and receiving no permanent benefits, my state of health had become almost unbearable from intense suffering and loss of blood. I was unfitted for business of any kind on account of the nervous condition into which the pain and inconvenience I had suffered had gotten me. Through the kindness of a mutual friend I learned of you and your unparalleled success in the treatment of rectal troubles. On the seventh day of April I managed to get to your office in Grand Rapids. The following day you operated upon me. Ten days later you performed a second operation, and within a month after the time of the first operation I returned to my home in Chatsworth, cured of the terrible trouble which had made the greater part of my life almost a burden to me.

I am happy to be able to add that the cure is a permanent one and do not believe that I will ever again be annoyed by the old trouble.

During the time I was under treatment by you, I met and conversed with numerous patients who said they were suffering with complaints of a nature similar to mine, and for whom you effected a cure in much less time than you took to cure me. But after the years of suffering which I endured, I consider the month I spent under your care to be the "best spent" month of my entire life, as I am now enjoying a state of health and freedom from pain and inconvenience formerly unknown to me.

You are at liberty to use this letter in any manner you may desire towards letting others know of the wonderful cure you have accomplished for me, and I will gladly refer any "Doubting Thomases" to innumerable of my personal friends who are familiar with the facts regarding the cure you accomplished for me.

Yours truly,
JAMES A. SMITH.

Piles 10 Years Cured in 60 Minutes.

I was a sufferer for more than 10 years with a very bad case of protruding, bleeding piles. I tried many of the so-called remedies, but received little if any benefit from them. I was told by several physicians that the only way I could get relief was by an operation, and even then they would not guarantee a cure. About two months ago I was obliged to quit work and go to bed, calling in the family physician, who recommended Dr. Burleson. I took his advice and I am well and strong again. Dr. Burleson cured me completely with one treatment, and no one, except he who has suffered in the same way, knows what a relief it is to be free from this painful and aggravating disease.

I gladly recommend Dr. Burleson and will gladly answer any letters of inquiry that may be addressed to me.

S. G. PIERCE,
Alma, Mich.

October 1, 1904.

Piles Many Years; Cured in One Treatment.

Toledo, Ohio, Sept. 17, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

I was afflicted with protruding piles for many years—so much so that I had great difficulty at times about doing my work. I tried numerous remedies, but nothing helped me permanently until I went to you, more than a year ago.

I cheerfully recommend your painless method of treatment. It has done wonders for me. Shall always feel grateful to you for the benefit received. Wishing you success and again thanking you, I am,

Yours very truly,
MRS. C. S. FORD,
432 Western Ave.
(Formerly of Cedar Springs, Mich.)

Just As Young as He Used to Be.

Office of A. J. Bradford, U. S. Pension Attorney, Justice of the Peace and Conveyancer and Dealer in Real Estate, Baldwin, Mich., Dec. 16, 1903.
Dr. Willard M. Burleson, Grand Rapids, Mich.

Dear Doctor:—I suffered with protruding piles for 35 years and spent hundreds of dollars for relief, but in vain, until I tried your absorbent method. At times I was confined to my bed and unable to work for weeks, but thanks to you and your new method, the one operation has been perfectly successful, and I am gaining flesh and health every day. It seems almost incredulous that your simple remedy should cure so quickly and painlessly, and that I should be able to do just as hard a day's work as when I was a young man. I am now 61 years old, an old soldier of the war of the rebellion, and I feel just as young as I used to do in my younger days. Sixty days ago I left your office and rode home, 75 miles, without any discomfort whatever, and have been steadily gaining ever since. My friends all talk about my wonderful recovery, and I tell them that to Dr. Willard M. Burleson stand all the credit and glory for my present healthful condition.

You can refer any and all persons to me at any time, and I will convince them that this testimonial is from a grateful heart. Very respectfully,
ANDREW J. BRADFORD.

Nine Months' Treatment Did Him No Good.

Rockford, Mich., March 1, 1905.
Dr. Willard M. Burleson,
Grand Rapids, Mich.

Dear Doctor:—

It has now been some time since I took your treatment and I am satisfied that I am perfectly cured. I suffered for 12 years with a very bad case of protruding piles, which often confined me to bed for days at a time. I had tried every remedy I could hear of, but the piles still stayed with me. Several years ago I took treatment for about nine months of a man who has posed in your city as a rectal specialist for a number of years, but he did me no good at all, but took my money. I called on you as a sort of forlorn hope, hardly expecting to take treatment, but was so favorably impressed that I decided to give you a trial, and I have never regretted that I did. From my own experience I am satisfied that you are the only man in Grand Rapids that knows anything about piles. I am,

Yours truly,
HENRY HESSLER.

Well-Known Business Man Cured.

Dr. Willard M. Burleson, City.

Dear Doctor:—

I wish to express my appreciation of your treatment. I suffered for about 20 years with a bad case of piles and from my experience with you I know that you can do all you claim, and more, too. I never lose an opportunity to recommend you to my friends. No person with piles can make a mistake by going to you for treatment. I know of many other bad cases which you have cured. I am

Gratefully yours,
OTTO WEBER,
(Otto Weber & Co.)



Willard M. Burleson, M.D.

Rectal Specialist.

Originator of the New Painless Dissolvent Method of Treatment for the Cure of Piles and all other Diseases of the Rectum.

103 Monroe St.

Charges and Terms

My charges are always reasonable and are for a complete, permanent and guaranteed cure. The exact amount can only be determined upon a complete examination. Any person who is not prepared

to pay the entire fee at once will be allowed to make payments as his convenience permits.

Any person who is too poor to pay will be cured absolutely free of charge and will receive as careful attention as though he paid the largest fee. I want no person to be kept from the benefits of my wonderful discovery for financial reasons.

Write any of the people whose testimonials appear here and ask them if they were satisfied with my charges and terms.

The Method

I cure Piles by a NEW PAINLESS DISSOLVENT METHOD, which is my own discovery, no other person using it or knowing what it is. No hazardous operation of any kind is employed and no knife or chloroform used. Many bad cases are cured in one painless treatment and few cases require more than two weeks for a complete cure. THE PATIENT CAN ATTEND TO BUSINESS DURING THE COURSE OF TREATMENT.

I have a booklet explaining my method more fully than I can explain it here, and I am pleased to send this booklet to anyone who will ask for it.

Any sufferer solicitous for his own welfare would not think of submitting to any other method of treatment, after investigating my Painless Dissolvent Method for the cure of Piles and all other Diseases of the Rectum.

SEND FOR BOOKLET, IT CONTAINS MUCH VALUABLE INFORMATION.

How to Find Out

Ask some one who knows, some one who has been cured, some one who has tried everything else without relief. Write to any of the people whose testimonials appear here. They will tell you truthfully of their experience and without prejudice.

Don't ask some one who knows no more about it than you do. Don't ask some doctor who is trying to get you to submit to the knife. He is all one-sided and can see nothing but the knife and a small prospective fee. The experience of A. J. White, as told in his testimonial in booklet, is a good illustration of this. He investigated for himself, however, and then did the only thing any sensible person could do—come to me and was cured without submitting to a barbarous surgical operation.

Any person who investigates honestly and carefully would not think of submitting to any other method of treatment.

Guarantee

I guarantee to cure piles and all other diseases of the rectum or accept no pay for my services. Any person who doubts my ability to cure need not pay one cent until satisfied that I have done all I claimed. IF I FAIL THERE WILL BE NO CHARGE. I REQUIRE NO DEPOSIT OR WRITTEN CONTRACT.

Write and ask any of the people whose testimonials appear here if my guarantee is not good. If your trouble ever returns after I cure you, I guarantee to cure you again free of charge.

Testimonials and References

I have hundreds of other testimonials of cured patients which I have not room to publish here. I can also refer you to many prominent people who have known me for years.

I would say for the benefit of out-of-town people that I am a permanent resident of Grand Rapids and have practiced medicine in this city for years.

The enormous practice I enjoy is conclusive proof of my success.

No Intelligent Person Can Doubt This Overwhelming Evidence of the Success of the Greatest Discovery Ever Made for the Cure of Piles

Fistulae Easily Cured.

Sebewaing, Mich., Sept. 16, 1904
This is to certify that I was afflicted about one year ago with a fistula (a form of piles) which got to be more and more aggravating, so that last spring I consulted Dr. Burleson and consented to treatment, which has given me very satisfactory results, and I gladly recommend him to those persons similarly afflicted.
RICHARD MARTINI.

The Knife Failed Twice; Easily Cured.

Petoskey, Mich., Nov. 24, 1904.
Dr. Willard M. Burleson,
Grand Rapids, Mich.
Dear Sir:—
In answer to your inquiry regarding my condition since receiving your treatment, am pleased to say that it is very satisfactory. After suffering for 15 years and having submitted to two very painful

operations, I had about decided that I could not be cured. Your method of treatment was so effective and painless it seems almost like a miracle. I am

Yours truly,

E. R. SLY,
Vice-President Elk Portland Cement & Lime Co.

A Duty To Recommend The Treatment.

Dr. Willard M. Burleson, City.
Dear Doctor:—
Having had personal experience with your new painless method of curing piles, I feel it a duty to suffering humanity to spread the news of your great work. I never lose an opportunity to recommend you and it will give me great pleasure to answer any inquiries you may refer to me. I am

Yours truly,
REV. FATHER KRAKOWSKI,
163 Butterworth Ave.

Dr. Willard M. Burleson

Rectal Specialist

103 Monroe Street, Grand Rapids, Mich.

HARDWARE

How a Retailer Worked Into a Manufacturer.

When I was 14 years old, as is customary in Germany, I was apprenticed to a locksmith. I worked for him three years without wages, besides paying him a bonus for the privilege of doing so. No one had heard of the eight-hour day then—we worked from 6 in the morning until 8 at night. Here I engaged very actively in the manufacture of nails—working the bellows while scrap-iron was worked up into nail-rods and then into wrought nails. All this work was of course done by hand, and the nails were worth somewhat more than they are to-day.

The tools also were primitive. I remember that we sharpened one set of tools on a block of stone lying in water.

I continued this work after I became a journeyman; but then I received wages amounting to the magnificent sum of 15 cents per week.

In 1869 I immigrated to this country and found work in Newark, New Jersey, as toolmaker, and later as steel engraver.

I spent the summer of '73 visiting a brother where Filley, Neb., now is, returning to my work in the fall. Then came the historic Black Friday and I was out of work. After a few weeks of idleness I went to Reading, Pa., where I found employment in a small railing shop at \$9 per week. This was quite a change from the gold factory in which I had worked just before, at much higher wages. As a Christmas present I received a discharge. I soon picked up a little work from carpenters and others making steel stamps for making tools.

While working one day in my room, my landlord came in quietly without knocking. I suppose the old gentleman thought that I was helping Uncle Sam to increase the circulating medium, which was very scarce at that time.

He informed me that the Reading Hardware Co. was advertising for a tool maker. We went to their works and I went to work, but a strike of the moulders soon tied up the whole plant. Lying around and doing nothing didn't suit me, so I packed my trunk and struck out for myself, making stamps. This brought me from \$5 to \$10 per day. What could be done in Reading could be done elsewhere, I reasoned, and the farther West I went the better the field. I had about \$150 and felt that the world was mine.

I reached Nebraska City in August, 1874. The first venture as a manufacturer had proved a failure. I stayed with a brother for about two months making a set of stencil dies for myself and making stencil plates. In the latter part of October I went to Lincoln and secured work in a gun shop. After a very short time I quit

and November 14, 1874, found me at Beatrice, intending to spend the winter with my brother on the homestead. But an opportunity came to establish myself in business. I had a chance to invest my capital, consisting of a pair of good arms and willing hands, \$6.50 in cash and some credit, in a gun shop which I, with the help of a brother, bought for \$20. You see I was getting fairly started and was about as well fixed as the rest of the old settlers.

Business was pretty dull; the drouth and grasshoppers had cleaned out the country.

During the winter I started about a half-dozen old army guns into needle guns. When the spring emigration to the Black Hills gold fields came business boomed. One day I sold my stock of needle guns to an outfitter for \$50 or \$60. This was more than I had seen for a long time, and it put me on my feet and set me up in business. For the next six years I was strictly in clover repairing fire arms, sewing machines, mowers, printing presses and wind mills, charging 50 cents an hour by the clock. An old friend used to say that this clock ran twenty-four hours while most clocks were going ten. In 1880 I started in the hardware business, but still carried on the gun shop.

That year I commenced the manufacture of flower stands and window brackets. Later bought an interest in a calf-weaner patent which, however, was not a success. I hardly think I got my money out of it. In the fall of 1892 the Lilly corn husker was added to the line. You are all familiar with the success of this husker. It was a hard pull to educate the great American farmer, but it was a steady, determined pull to make it win. And while I was not able to reap the full reward of the invention, I have no fault to find and am perfectly willing to go through the same experience again.

Four years ago the Gassett suspension hinges, and the next year the storm window screen fasteners, were perfected and put on the market. This gave me both spring and fall business and keeps the little factory busy. The product finds its way to every part of the country.

The gunsmith's shop has grown into a well-known factory in 1905, a slow process but, nevertheless, quite satisfactory to me. It has kept me busy to look after both my retail hardware and manufacturing business, and this has kept me from getting into mischief. I have had my ups, and also my downs, but my practical

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

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Good Grease

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

GLASS

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

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

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

knowledge has pulled me out every time.

What I have already said would indicate that the retailer who wishes to make this change must prepare for it far in advance. He must use great care in selecting his parents and the place of his birth in order to be better fitted by heredity and surroundings to conduct the business in which he later expects to engage. If he then follows the natural inclinations he has chosen, and learns some mechanical trade, he is almost certain to become a manufacturer sooner or later.

Speaking seriously, nothing is more natural than that certain hardware dealers should become manufacturers. Many of them were practical artisans, tanners, gunsmiths and blacksmiths before they began to sell nails and stoves. The hardware store is the best place on earth to learn what the people need or think they want. The average customer, moreover, feels free at all times to tell the dealer what is wrong with the goods offered for sale. If the dealer has, with proper foresight, equipped himself for his graduation, he will be called upon from time to time to make articles which can not be purchased.

These suggestions will set him to thinking, the result is an invention which is given a trial by the dealer's customers. If they pronounce it a success a patent is secured, some illustrations printed, and the new manufacturer packs his model and testimonial letters and takes a trip to visit the wholesalers.

Being a good customer of the house he is now trying to interest, he is received and listened to with more consideration than the ordinary inventor. Nevertheless he is probably advised to work up a demand for his product. This means a campaign of advertising, letter-writing and unprofitable traveling. If the article has merit a demand will gradually grow up. The next time the wholesaler is visited he will place an order. The graduation is complete.

This business is particularly pleasant for two reasons: first, because the territory in which the business is done is so large that it is not affected by local crop conditions; second, because most of the business is done with business men, most of these being hardware dealers, who are always ready and willing to help a brother hardware dealer introduce some new article if it is something for which they have been looking or if it supplies a want.

F. D. Kees.

The Steady vs. the Rapid Worker.

The ideal employe, the one who is quick, steady and accurate, is like the ideal employer or anything else ideal—a rare bird. Circumstances, they say, alter cases. They certainly ought to alter methods too. There are some occupations where speed is nearly the whole desideratum; others, where speed is a valuable quantity, but where accuracy is a "sine qua non."

It is not surprising that employers should value the man who seems to accomplish a lot of work quickly and with little effort. But an instance related by an old business man, at

one time an employe of the United States Government, rather goes to show that the worker who seems merely a dull plodder may be the more successful in the long run.

Holding positions in the Department of the Interior were two young clerks of directly opposite characteristics. One was bright, quick, brimming over with mental and physical energy; the other, a quiet, silent fellow, came and went like a shadow, making no ripple on the surface of office life. Exactly the same amount of work was one day given to both men, work requiring a fair degree of accuracy, but no elaborate detail. It was needed, however, with as much dispatch as possible. Both were supposed to start at the same time, and without anything definite being said it was somehow understood that promotion might follow for whichever achieved the better results.

The clever Mr. Brightbrains began with a great show of feeling himself a sure winner. To beat Mr. Dullboy was such "an easy one!" So Brightbrains didn't mind a few moments lost at noontime, a word or two with the other fellows now and then on this or that agreeable subject. He also took his time getting started in the morning. What was the good of being no end of a hustler and the deuce of a clever worker if you had to plod, plod slowly through the day like poor old Dullboy.

Then one morning, just as Brightbrains was making up his mind to start work, he missed the poor plodder. Nothing could exceed the patronizing tone in which he made enquiries as to the whereabouts of his absent office mate. And then the blow fell. Dullboy, it seemed, had finished the day before in fine style and had immediately been transferred to the division of final results; a big, big step for Dullboy in the right direction!

All this goes to show that a man may be like some race-horses, a sure winner—who doesn't win; also that the truly wise never make the mistake of undervaluing an adversary merely because his implements of war differ from one's own; also that in a crisis the man who just pegs away at it without becoming either unduly elated or depressed is the man who generally "gets there."—N. Y. Commercial.

Men That Match.

"I don't care for him," said the young woman, snapping her teeth together decidedly. "He's one of those men that match."

"Match?" murmured her friend who had just confessed to a certain interest in an acquaintance.

"Yes; all the same color," was the answer, "shirt, handkerchief, socks—all the same shade. None of that kind for mine, thanks. Just think how much time they must take in primping every morning to get all those things the same."

He that hath no rule over his own spirit is like a city that is broken down and without walls.—Proverbs.

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KALAMAZOO, MICH.

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Moral: Buy Ballou Baskets

We make several grades of stave baskets.

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Shall be pleased to quote you on a single dozen or a carload.

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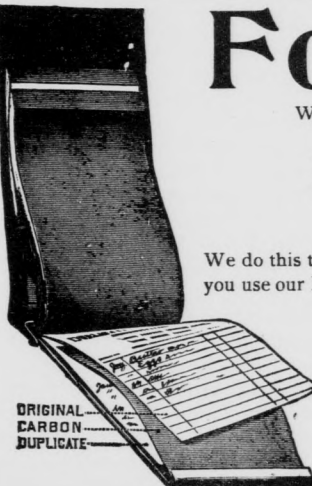
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**105 Ottawa Street,
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OLD CARPETS INTO RUGS

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.



Nothing So Helpless As the Elderly Gentlewoman.

"Something must be done," Lulu Horton's tones were firm and decided.

"But what?" we asked helplessly.

"The idea of Miss Fanny being in want," wailed Alicia Graham.

"And having to sell all of her beautiful old mahogany that's been in the family ever since her great-grandfather was Minister to France," said Julia Truitt in sepulchral tones.

"And that's not the worst of it," the remainder of us chimed in, "the old house that her family have lived in for generations is about to be sold over her head. She mortgaged it, you know, to pay that scapegrace nephew's college debts, and the interest has simply eaten it up."

"If only there was something that Miss Fanny could do to make money," exclaimed Lulu Horton.

"There ought to be," we cried in chorus, "Miss Fanny is so intelligent and so capable—why, she is simply grounded in the classics and she reads Ibsen and knows what Maeterlinck means in his philosophy, and when she was young she used to spend every winter in Washington when her father was Senator, and as for house-keeping, there isn't anybody in Fairtown that can make such cake, or bread, or pickles. Why, she ought to be able to do almost anything."

We had foregathered at Alicia Graham's, ostensibly for afternoon tea, but in reality to discuss the case of Miss Fanny, who had fallen on evil days, and we took no shame to ourselves for so doing, for there was nothing in our hearts but love and pity, and a desire to help the fragile little gentlewoman, who, after living all her life in comparative luxury, was suddenly, when past middle age, confronted with the great problem of earning her own livelihood.

In the little town in which we lived Miss Fanny was our great lady. Her father had represented our district in the Senate, for dear knows how many terms, and had then been sent abroad as Consul to some foreign minor court, where Miss Fanny and her sisters were celebrated as the beautiful Americans.

Of course that is ancient history now. The Senator has been in his grave these many years, and the other girls are married and live in distant cities, and only Miss Fanny is left to us. Not that we ever cared for the other girls, and we all bitterly resented the way that they treated her in the settlement of their father's estate. They—or their husbands, it is quite the same thing when you come to money matters—took the best of everything. Miss Fanny never knew how to stand up for her own rights, and she let them have what they would. In particular when they divided up the great rich farm that had been the Senator's choicest possession, they took all the broad acres

of tobacco land and the fertile wheat fields and left her only the poor land about the house.

The Senator had planted some locust trees upon the knoll on which the house was built, and had christened the place "The Locusts," and had been very fond of it, but, as we pointed out to Miss Fanny, you can not sell associations, and one acre of good tobacco land is worth a hundred acres of sentiment.

"Oh, well," she said, excusingly, "the other girls needed the money more than I did. They have families to provide for, and, anyway, I have enough to live on."

Now all that was changed. A mortgage that she had placed upon the house to help a worthless nephew out of trouble was about to be foreclosed, and the frail, unworldly, delicately nurtured little gentlewoman was to be thrown upon the world homeless and penniless.

"She has just been robbed," cried Alicia Graham vindictively, because of the sympathy that was tearing her tender heart, "do not tell me that precious nephew of hers ever intended to pay her back! I know better! Coming here with all of his palaver-ing, and his repentance, to get what little Miss Fanny had. Goodness knows, it does look as if a woman as old as she is ought to have had enough sense to see through it all, and after the way her family have treated her, too."

"Has she nothing left?" I asked.

"Nothing but that old farm, that is all grown up with locust sprouts until it is perfect thicket," was the hopeless answer; "now the question is, what is she to do?"

It was a question that might have puzzled wiser philanthropists than we, for there is nothing else on earth so pathetically helpless as the elderly gentlewoman, untrained in any business or profession, who must offer her poor little accomplishments in the great market of labor. It was a serious matter that, as the time wore on, became a poignant personal matter with each of us, and that we discussed day after day over innumerable cups of tea. Of course our first idea—it is always the inevitable first idea of women who cling to home as to an ark of refuge—was that Miss Fanny should take boarders.

"You remember her angel food," cried one excitedly.

"Think of her rolls," chimed in another, and we agreed that in that way ease and fortune lay for Miss Fanny, and we felt it nothing less than a special providence that just at that particular time some strangers, who were members of the church and distinctly presentable, should move to town. As a matter of fact, we resolved ourselves into hotel-runners for her, and sounded the praises of her housekeeping as assiduously as if we had been drawing a salary for doing it.

In our inexperience it never occurred to us, and assuredly it never occurred to her, that keeping boarders is a profession that requires definite and accurate technical training. To Miss Fanny, used to dispensing a

gracious hospitality, it was nothing short of martyrdom to take money from those she persisted in regarding as her guest. If they paid, she made it up to them as far as possible by inviting their friends and relatives on indefinite visits. Moreover, she helped various and impecunious boys and girls by giving them their board.

"When you have a big table one or two more do not count, you know, my dear," she would say in excuse to us when we remonstrated with her against burdening herself with the support of others. But Miss Fanny was unyielding as only a gentle person can be, and, anyway, you can not give \$90 meals for \$30 board and make money, and so at last the butcher bill and the grocery bill added another lien on the house, where already the newest thing was the third mortgage, and so we were forced to admit that Miss Fanny's venture as a hotelkeeper was a failure.

Then we bethought ourselves of getting her a place to teach in the public schools, and there was not a married man in Fairtown who did not go to bed, and get up, and eat his meals, to a running accompaniment of Miss Fanny's needs, until he promised to see the School Board and use force and corruption, if necessary, to get her a position. Alicia Graham herself undertook to see the Principal and solicit his influence.

"You know him," she said, in detailing the result of her interview with us, "the miserable little prunes-and-prisms, dry-as-dust creature, with a soul no bigger than the point of a cambric needle. I told him what we wanted, and he smiled in his supercilious way and said:

"Really, Mrs. Graham, I would like very much to oblige you, but, you know, it is quite out of the question. Miss Fanny is altogether behind the times. She would not know how to teach by diagram, or any of the modern methods we use nowadays. Now," he went on patronizingly, "what do you suppose Miss Fanny understands well enough to teach?"

"Well, it happened just at that minute that my Katie came scorching by on her bicycle, chewing gum, with her skirts flung about her knees and a cap on one side of her head, and as she saw us she screamed out at the top of her voice:

"Hello, Mamma! Hello, Professor! Isn't this fierce?" and I turned on him.

"What could Miss Fanny teach?" I cried. "She could teach girls to be ladies, and I'd give a thousand dollars right now to anybody who could make one out of my daughter."

Of course the teaching project fell through. We were sadly convinced, and much against our wills, that some more definite knowledge was required in a school teacher than an intimate acquaintance with Scott and Dickens and an ability to quote Byron in appropriate places. The final blow fell when Alicia Graham again interviewed the public school Principal, and brought back the information that Miss Fanny would have to stand an examination before she could hope to get a place.

"And that settles it," she said. "We know Miss Fanny is the most cultivated person in this community, but she could not begin to answer the tom-fool questions they ask in these examinations, with all their fads and new-fangled ideas about teaching. It is my opinion," she concluded, gloomily, "that if Emerson were to come back to earth now he could not stand an examination to teach kindergarten babies how to build block houses."

After that, in different bursts of inspiration, Miss Fanny tried making preserves and pickles for rich city people whom we had been led to believe were hankering and pining for home-made delicacies, and willing to pay fabulous prices for them. If there are any such customers, we failed to reach them, and her jars came back from the various exchanges unpacked and unsold.

In the meantime Miss Fanny grew paler and thinner and more worn as the time went by. Care and anxiety lay their heavy hands upon her and bowed the shoulders, and whitened the brown hair as age had never done, and one had only to notice the tremulous smile about the faded old blue eyes to guess how long and bitter were the lonely night vigils that she kept.

At last there came a day when the interest could no longer be met on the mortgage, and Miss Fanny's house and furniture must be sold to pay the debt, and for a week she shut her eyes that she might not see the bill of sale as she walked down to the gate, for, indeed, to her the end of all things had come.

It was growing late in the fall, and as she made her round of the little garden, where only a belated chrysanthemum bloomed in faded splendor, it seemed to her as if it was the prototype of her own life, where all the flowers had faded and gone, leaving only a desolate and forlorn waste behind. Then she turned and went into the house, going slowly over it, and touching every piece of furniture with tender and loving hands. What memories, what hopes, what dreams clustered about them. They were a part of her life, and she felt a numb, helpless pain as she imagined one might feel who has a limb suddenly lopped off. At last her aimless wandering brought her to the library, and she sank down into a chair, and laid her arms across the old mahogany table with a gesture that was a caress. It had been hers so long, and to-morrow it would be hers no more.

"Dear God," she sobbed, brokenly, "I am not strong like many women, nor clever, nor young. I am not fitted to struggle with the world. I am old and broken, and the way is dark and lonely before me. I appeal to thy promise, Lord, remember—the broken reed thou wilt not break."

How long she sat there she never knew. Perhaps, worn out with misery, she fell asleep, but the first thing she was aware of was that Alicia Graham was standing over her, with the tears running down her face, and the advertisement of the auction sale crumpled up in her hands, while Mr.

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

Michigan Tradesman

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

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

Name _____

Address _____

Business _____ No. Clerks _____

Graham's figure filled up the doorway.

"It's all right, Miss Fanny," Alicia was saying, "I didn't tell you because John didn't tell me, and I didn't know it, but he's been working on it all the time for the last few months, and he's got some railroad men, and they are going to buy that locust thicket of yours for crossties, and, oh! Miss Fanny, it seems that in trying to cheat you, your brothers and sisters cheated themselves, and the locust grove is worth a fortune. And, oh! Miss Fanny, just think of it, you are rich—rich, and there won't have to be any more boarders, or preserves, or anything, and, oh! I'm the happiest woman in Fairtown."

And so it was that the case of Miss Fanny was settled.

"After all," I said to Alicia Graham once in reviewing it, "it didn't seem to prove anything, or throw any light on how an elderly gentlewoman, who needs to earn a living, can do it."

"No," said that practical woman, "the only way in which she can make money is to inherit it. Whenever I see a woman like Miss Fanny undertake to solve the bread and butter problem, I always put up a prayer to heaven for manna."

And I agreed. Dorothy Dix.

Marital Inequality Happily Disposed of.

Once upon a time there was a man who walked ahead of his wife.

At first it was only about seven-eighths of an inch. This was during the honeymoon period.

At the end of six months he had increased the distance to two inches. At the end of a year it was six inches. And at the end of two years it was a foot.

At first the man's wife remonstrated with him.

"It doesn't look well," she urged. "People will notice it." And the man would temporarily fall back. But it didn't last.

When the man and his wife had been married five years the gap between them had become so wide that the matter was serious. It became a public affair.

Various expedients were broached. One person suggested that the man's wife start out from the house ahead of him, gauging the time by their objective point so that they could both wind up together at the place they were going to—all to be arranged by a table of distances. But this was found to be impracticable, for the reason that as the distance between the man and his wife was constantly increasing, this method would require a constant readjustment.

Some one then suggested that prayers be offered in all the churches with a view to fixing the speed of the man and his wife in an exact ratio. But it was pointed out that if the man's wife had been unable to get him to go slow enough for her, Providence should not be asked to undertake the matter.

It being admitted that, so far as the man himself was concerned, the case was hopeless, it became evident

that his wife must be the one to apply the cure. And it was urged upon her that she might as well make the best of it and walk just enough faster than she had been walking to keep up. But she explained, in reply, that this was precisely what she had been doing; but that the faster she walked, the faster her husband went.

Finally the matter was settled in this wise:

The town presented the couple with an automobile, the distance between the front and back seats being the average distance that the man kept ahead of his wife. He sat in the front seat and ran the machine. And she sat back of him just far enough away to make him contented.

And the matter having been disposed of in this happy manner, the community in which the man and his wife are living has settled down to a much-needed rest.

The Rise and Fall of Adam.

The earliest business man of whom I find record was a man named Adam. I don't know his other name. Adam was living the simple life, of which we hear so much and see so little nowadays. He was a sort of truck farmer, with a life interest in as pretty a piece of land as lay out of doors—not a weed nor a potato bug in it.

Adam ought to have been happy—no taxes to pay, eggs forty cents a dozen, and few clothes to buy—fashion in fig leaves didn't change often.

Along comes a slick promoter with a gold brick. He offers to make Adam wise—promises him tips on the market and all that. You all know the rest of the painful story. The promoter was a fakir, the tip was no good, the market went the other way, Adam is sold out under the rules, margin all gone, loses his farm, gets evicted, has to buy a suit of store clothes all around and go out West and take up Government land full of cactus and Canada thistles. Poor old Adam—his children are yet buying gold bricks—the promoter is still selling them. Wm. H. Rogers.

DUTCH RUSK

Made from wholesome ingredients under approved sanitary conditions.

A Health Food sold at moderate price.

Sold in barrels and cartons.

See quotations in Grocery Price Current.

Manufactured only by

DUTCH RUSK COMPANY,

Holland, Michigan

Judson Grocer Company

SUGAR

Fresh Cane Sugar

Supply your wants from our daily arrivals of fresh, Eastern Granulated and other grades. Manufactured exclusively from Cuban cane.

None better for table, canning and other family purposes.

The best to stand damp and warm weather.

Powdered Sugars

We grind daily in our own mill, from pure granulated sugar, XXXX Powdered, Standard Powdered and Fruit Powdered.

It is therefore fresh and free from lumps. The finest powdered sugar obtainable.

Buy From Us

Judson Grocer Company

Grand Rapids, Mich.

Golden Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

BARGAIN HUNTERS.

Woman Is Woman All the World Over.

"There are two things vitally interesting to a woman," said a wise Englishwoman the other day. "One is a bargain and the other is love. A woman can not get along without hunting for bargains. She could not if she tried. It is as stimulating to her as cigarettes and wine are to men. You can hardly blame us. You know it's something like playing the races to hunt for a thing you need or want and want to get just as cheap as you can. I know it to be true. It is not only in Bond street that women hunt for lovely hats, in Rue de la Paix for handsome jewels, and in State street for stunning frocks and hats. I've been all over the world and I've still to find the woman who fails to take interest in a bargain.

"The mere mention of the term bargain hunter brings many an incident to mind. You American women are as bad as any of us; worse than some. It almost makes me laugh to think of the time when an intelligent American woman was visiting me. For days before her arrival I wondered how I should introduce her to the sights of London. When she first came I asked her if we should begin with Westminster or Temple Bar. She looked at me just a little hesitatingly and said that if I didn't mind, she would like to put it off for a day, as she wished to do some shopping. We went and we did every shop in town hunting for tailor-made suits. She told me that it had been the ambition of her life to have a real English tailor-made. We finally came on one she admired, but she refused to take it until we had gone through every shop on this street to see if we couldn't find something just a little cheaper."

The French are even more enthusiastic when it comes to a bargain. While traveling through Turkey I was in company with a French woman, and the first thing we had to do when we struck a new place was to hunt for bargains. While in Constantinople one day we were on our way to the mosque, where we were going to hear special service. Mind you, we were late, and still she insisted on stopping at a cigarette shop.

I said we must hasten on or we should be late, but she smiled and answered, "Oh, my dear, you must grant me five minutes here. I've been looking for this place some weeks. They make the best cigarettes, and they are wonderfully cheap." She went in and selected a brand at 2 francs. No, she wouldn't pay that price. She wanted them for one franc fifty, and she got them.

The Persian women are less active shoppers than are many of the Oriental women, and still they like to go bargain hunting. I was visiting in a small town and a woman of the place said to me: "You must not forget we have a fair. If you come you can get some things remarkably cheap." Didn't those women fight that day? I feel certain if Napoleon had had them for soldiers he never could

have lost the battle of Waterloo. Scarfs, dress goods, silks and fans all vied with one another in interest. But the important features of the sale were the trousers—women wear trousers in that country, sometimes a half dozen at a time.

The women of India are supposed to have their minds concentrated on thoughts spiritual, and still they know the value of a cheap thing. While in India I was in a shop one day hunting for combs, and a Brahmin woman came to me, saying, "I see you are hunting for something reasonable. You will not find it here; these people cater to Americans. Come with me." And she took me to a place where she drove a real bargain.

But this weakness extends farther. I remember that I was in a town in Tiflis, among the Caucasus, and a beautiful Magyar came into a shop in a most excited way. Fearing the worst, I asked the clerk if something dreadful had happened. He smiled blandly and explained, "Oh, not at all. She's only a bargain hunter. We have plenty like her. We set a price on a silk scarf the other day, providing she took it at once. She said that she would wait a while and think it over, and now she's angry to think she can't have it for what we offered the other day."

Women in most primitive countries are exceedingly fond of decoration, and they want as much for as little as they can possibly get. Take the Dinka women in Africa. They have a mania for iron rings. They wear them in their ears, on their arms and legs. The heavier they are the better, and I saw some that were adorned with at least a half hundred weight of these articles. The Zulus are equally devoted to decoration. They wear a headdress that puts one in mind of a modern tiara, and collars to match,

and they almost starve themselves to become possessors of these elaborate decorations, made of animals' teeth.

These incidents might be increased a dozen fold, but they certainly show that woman is woman the world over. Climate and occupations may change her interests and her coloring, but her inclinations are always the same. Much we hear of the civilized woman, the cultured woman, the product of this age and generation. For all that we are one in that, it is true that we are devoted to dress and enjoy bargain hunting as much as most men enjoy going to the ball game.

Delia Austrian.

Yawn and Get Healthy.

A German professor of gymnastics maintains that deep yawning, practiced as a regular exercise, is the cheapest and surest road to perfect health. The expansion of the breast bone and the stretching of the arms which accompany a whole hearted yawn, together with the filling of the lungs, form a splendid daily exercise.

45 Highest Awards
in Europe & America

Walter Baker & Co.'s



COCOA
—AND—
CHOCOLATE

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

GRAND PRIZE

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

Walter Baker & Co. Ltd.
DORCHESTER, MASS.

Established 1780

ESTABLISHED 1852

GILLETT'S DOUBLE STRENGTH

Flavoring Extracts

Absolutely Pure

Full Measure

Full Strength

Full Value

E. W. GILLETT CO., LTD.

CHICAGO

TORONTO

LONDON

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

HAND SAPOLIO

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

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

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



Triumph of Salesman Over Gushing Old Maid.

It was Monday and a dismal, rainy day. The dozen or more clerks in the shoe store were loitering in groups about the aisles, indulging in gossip over the events of Sunday. As a rule business at Brown's was good, for his was the leading store, on a busy thoroughfare in the bustling city of Denver. But on this particular day pedestrians were few, and even the street cars which passed the store were comparatively deserted.

It was almost noon, and the rain, swirled by a blustering wind, was coming down in torrents. A cab drew up to the door and a woman of about 35, well dressed, but by no means handsome, alighted and with some difficulty made her way to the entrance of the store. There was a stir among the clerks as they gazed with expectancy at the approaching figure. Who would be the lucky man to win this lone star for the crown of his forenoon's business? was the absorbing question of the moment. Scarcely had the door opened when salesman No. 9, always to the front when any business was to be had, sallied forth with all the gallantry of a Chesterfield to meet her.

"Good morning," he ventured, and then felt it his duty to pay a slight tribute to the heroine's bravery for venturing out on such a stormy day. But the proffered remark had no more effect upon her stolid countenance than the rain had on her cravenette coat, or the umbrella that protected her.

"I have just twenty minutes in which to buy a pair of shoes," she remarked; "my train leaves the Grand Central depot at 12:30, and I would not miss it for a fortune, as I must be in Omaha to-night."

"Veracious old maid," mumbled the bald-headed salesman to the group that stood about him; "the Omaha train doesn't leave until 12:55. I'll bet she is the d— to wait on, you can read it in her face."

"Give me a patent leather dress shoe," she directed, with an air that bespoke minute adherence to the cut-and-dried principles of measurement. "I want 5 AA."

"Yes, madam; have a seat right over this way, please," responded the genteel young clerk, as he reached for a measuring stick that lay on the ledge near by. And quickly removing her right shoe, he began to adjust his stick for the measure. But at this juncture she interrupted him with a remonstrance that fairly upset his equanimity.

"Didn't I tell you my size?" she shrieked.

"Yes, madam; but you know sizes vary in different makes of shoes."

"Nonsense!" she retorted in disgust. "I have worn 5 AA all my life, and you will oblige me if you get what I asked for."

"Very well," replied the clerk suavely, as he repaired to the row of shelves where the patent leathers were kept. But to his consternation not a 5 AA in the whole lot; 5 single, 5 triple, 5 B, and nearly every other letter in the alphabet, but not a pair of 5 AA in forward stock, nor in surplus. What should he do? He felt the jig was up if he confessed the truth to his exacting client. It was a dull day and a \$5 sale he could not afford to lose. He had scanned every inch of shelving in the futile attempt to locate the coveted size. At last he mustered up courage, and armed with a 5 A, he advanced with an air of confidence and assumed triumph. Hurriedly slipping the shoe onto her foot, he buttoned it up. It was perfect. Then drawing the mirror before her, he gracefully adjusted it for the last act, as he supposed, in a brief but triumphant drama.

"What size is that?" demanded the loquacious female sharply. The tragic moment had come. With bated breath the young man shrank from the possibility of having to beard the lioness in her den. But there was only one thing to do, he must tell her. "That shoe, madam, is marked 5 A, but, as you see, it runs narrow, for it fits you perfectly, and might easily be taken for a 5 AA."

Raising a pair of golden lorgnettes to her flashing eyes, she gazed long and scrutinously at the shining footwear, and then wearily sighed—"I'll take them."

That young salesman, by his tact and good nature, and by his superior salesmanship, for that was what it was, had summarily triumphed over the stereotyped and false ideas of a gushing old maid, who from the outset had shown more inclemency in her disposition than there was in the weather. The art of pleasing had scored a triumph not only for the assiduous salesman and the fastidious patron, but for the proprietor of that business as well. For a critical customer thus pleased, in the face of many odds, meant strength added to the character of his establishment.

Now, may I be permitted to draw a few lessons from that little incident?

We hear so much about duty that we are inclined to think sometimes that it is an overlauded term—hackneyed, in fact. Yet I am sure that hidden deep in every man's nature are impulses to do the right and spurn the wrong—impulses which, if followed out, would be the greatest boon to him who cherishes high ideals.

A prominent merchant said to me that he would rather give a customer a hundred dollars than have him go away dissatisfied—in which remark we read the conviction that the ability to please is indispensable to success.

Success is an elusive thing. It is here to-day and gone to-morrow.

Let your motto be always, "No matter what comes I shall do my utmost to please." If a squeamish, overbearing, inconsiderate specimen of humanity makes you her unfortunate victim, by commanding you to get her quart foot into a pint shoe,



Women's Oxfords

Black—Tan—Patent

We Have Them in Stock for Immediate Shipment

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

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

Geo. H. Reeder & Co.
Grand Rapids, Mich.

The Ruling Passion "Tans"

In Oxfords and High Cuts For Summer Wear

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

OXFORDS

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

HIGH CUTS

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

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

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

Mention this paper when ordering.

call upon your common sense and courtesy and do the best you can, consoling yourself with the reflection that "he that ruleth his spirit is mightier than he who taketh a city."
—Shoe Retailer.

Handling Hosiery in the Shoe Shop.

A few months ago the writer was in the Family Shoe Store, Washington, D. C., owned by Joseph Strasburger, and found the entire front of his stock, back of his show windows, with the exception of the entrances, was devoted to a hosiery department. Mr. Strasburger carries a full line of men's and women's hose in all grades, ranging from 25 cents up to \$1.50. At certain times, and for certain sales, he will carry a line of hosiery that he sells two pairs for a quarter, but very few of these goods are sold, the average price being from 25 to 50 cents in both men's and women's. In this department was a most complete stock in blacks, browns and fancy colors, requiring the services of several clerks. A few weeks ago the writer was in the store of Smith, Kasson Co., Cincinnati, and found a similar department, carrying about the same amount of stock, and running on the same lines as that of Mr. Strasburger. In addition to the hosiery department the Smith, Kasson Co. had also two weeks before installed a department for ladies' neckwear; this had met with such success that five salesgirls were employed to look after same.

The profits on hosiery may be considered large ones. Take, for instance, 25 cent goods; they cost on an average \$2 a dozen; 35 cent goods cost \$2.50 per dozen, and 50 cent goods from \$3.50 to \$4 per dozen; 75 cent goods, \$4.50 to \$5 a dozen; hose that sell at \$1 per pair, from \$6 to \$7.50 per dozen. Consequently, with reasonable sales, the margin is large enough to pay to handle these goods. On ladies' neckwear the profit is still larger, and in some cases will net the dealer 50 per cent., but 30 to 40 per cent. can easily be depended upon in the way of profits on this class of finery.

Now comes the question whether or not departments of this kind pay in retail shoe stores. The answer is—they certainly do. A man or woman buying shoes would naturally have their attention attracted to a hosiery department, and as these two lines are dress for the feet, it is safe to say any live retail shoe dealer who adds a department of this character to his store is sure to make it pay in the end. As an illustration of what has been done in this line we might point to the F. M. Hoyt Shoe Co., of Manchester, N. H., which has recently added a hosiery department to its business, and is selling large lines of Lonsdale hosiery to the retail dealers throughout the country.

In an interview that the writer had with the manager of a large shoe department in one of the great department stores the question was asked "if his department worked in connection with the hosiery department?" His reply was in the affirmative, and he informed the writer that it was a

common case for customers in the shoe department to make enquiries where the hosiery department was, and very often they referred their shoe customers to certain lines of colored or fancy hosiery in connection with low shoes. On the other hand, in their hosiery department the salespeople usually called the attention of customers to the fact that certain lines of hose were desirable for low cut shoes, which would be found in their shoe department. In this way they attracted attention to both lines and the result was increased sales.

Many shoe dealers, no doubt, can spare from five to ten, or even fifteen feet of space from their shoe department, which could easily be utilized as a hosiery department, and in this way they could increase their business and add materially to their profits.

Another interesting feature in connection with departments of this character would be the window dressing, which could be tastefully decorated with hose on forms, and displayed around shoes, thus calling the attention of the passer-by to these advertisements, without any additional expense, and in the general advertising of the dealer a hosiery department could be mentioned without any additional cost.—Boot and Shoe Recorder.

It's a poor religion that will not stand the trip from the church to the street.

Bob the Blacksmith



Bob the blacksmith is hearty and hale,
Makes shoes for horses that never fail,
Wears shoes that are shoes upon his feet,
That don't set him crazy on account of
the heat.

They are made by a firm who calls them
HARD-PAN

And they are never bunched with the
"Also Ran."

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.

No.
442

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

This Shoe is Made for Hard Service

Nothing to equal it at the price

\$1.60

Hirth, Krause & Co.

Grand Rapids, Mich.

TOP-ROUND \$3.50

No. 53. Always in Stock.



A staple shoe—one that is a great fitter, and for service there is nothing like our patent colt, which we guarantee. Let us send you a sample dozen freight paid, and if not as represented we

want them back. Write now. Our man is in your State—let him call on you.

White-Dunham Shoe Co., Brockton, Mass.

W. J. Marshall, Detroit, Michigan Representative.

EIGHT HOUR MEN.

They Seldom Amount To Much in This World.

The most careful research fails to disclose any fortunes which were made by working eight hours a day. The stories of millionaires, the biographies of the self-educated, the inside history of the quick rises to fortune give the credit to the working day which begins early and ends late.

"By everlastingly keeping at it you are bound to succeed," is the universal conclusion which the self-made man offers for the encouragement of others. "Without everlastingly keeping at it there is no success," is the conclusion which he who runs may read in the facts about what men have done.

The great working capacity of Edison is well known. He offers it as the recipe for success in any business as well as in inventing. "Get up at 6 o'clock the first morning and work until 2 o'clock the next morning. Keep on doing this until something in your line develops itself. If it does not do so pretty soon you had better shorten your sleeping hours and work a little harder while you are awake. If you follow that rule you can succeed as an inventor or at anything else. It was the following of just such a rule that led to the invention of the electric light, the phonograph and the kinetoscope. There are not many who realize what this 'large amount of application' really means: The getting up extremely early, the staying up extremely late, and the sticking at it meanwhile with a vim that never can recognize failure. Men of this kind are sure to succeed."

"The old rule remains the same," says George W. Perkins, "there is no success without keeping everlastingly at it." When, a couple of years ago, Mr. Perkins at 39 was made a partner of Mr. Morgan with an income of \$600,000, it was remembered that he had started as an office boy in Chicago, with only a common school education, and had progressed through various stages of drudgery to his high position in a comparatively short time.

He was 9 years old at the time of the Chicago fire, and afterward went into the office of his father, who was an agent of the New York Life Insurance Company. It was a time of stress and fierce endeavor to rebuild Chicago. The boy's surroundings were electrified with energy. He saw men rise again to wealth and power by sheer pluck and hard work. He became book-keeper in the office, and by 1881 was cashier. He was described as a furious and systematic worker. He wasted no time in amusements. His one thought was work. During his many promotions through the soliciting field of insurance his favorite motto was the old and well worn one of "nothing impossible to industry." His criticism of young men in general is that they do not want to work more than eight hours a day, that they want to take things easy and to lie in bed late. "They can never get ahead in that way," is his ultimatum.

Even in Wall Street Mr. Perkins' capacity for hard, grinding work and his tireless application are considered a wonder. "Mr. Morgan has worn out a good many strong men, but at last he has found one who will outwear him," said a New York banker after his first interview with Mr. Perkins.

The rapid rise of James Brooks Dill is founded upon this same kind of application. He was a country minister's son and by the help of scholarships and outside work he got his degree at Yale. After this he did whatever came next. He went into the office of E. Copes Mitchell, of Philadelphia, as a law student, and also got a job as teacher in Samuel Clement's private school. He then entered the senior class of the law school of the New York University and managed while taking the course there to fill a teacher's place in the Stevens institute at Hoboken. He graduated as the salutatorian, was admitted to the bar, and opened an office at once. While his practice was growing he earned a living by writing and reporting for one of the New York newspapers. His friends of those days say he worked all the time and seemed to thrive on it. He first law case worth mentioning was connected with the failure of a commercial agency whose directors, having failed to file certain papers, were held personally reliable for debts. Dill appeared for one of the directors and won the case while the cases of the other directors were lost. This was the turning point which made of him a corporation lawyer, a pursuit which he has followed indefatigably ever since.

The whole history of Schwab's early life in the steel works is one of tireless energy. When Capt. Jones first gave him a position at driving stakes he was at his work before any one else. At the same time he went to a Pittsburg business college and afterward took a special course in engineering. When he was appointed superintendent of the Homestead steel works he reconstructed the entire plant. He was devoted to his work, and rarely left the property. He toiled far into the night and was the first man up in the morning. Nothing seemed to exhaust him.

Senator Patterson, of Colorado, began a life of untiring industry at the age of 14. He became a printer's devil and through three years worked all day and studied at night. At 17 he learned the trade of a jeweler and watchmaker with the hope of improving his condition. He went on with his studies without any help until finally at the age of 22 he had saved enough to go to Asbury College and later Wabash College. His finances only held out until his junior year, but he became the editor of a paper through which he got political influence. During all this part of his career he kept up the study of law.

Fortune was unkind to Albert J. Beveridge from the start. His father lost his property just after he was born and as a little child he worked upon farms in the summer and went

Men's Fine Shoes



As we make them are fine shoes in every sense of the term.

Fine in careful, painstaking workmanship. Fine in the high quality of the standard leathers used in their construction.

As a retail proposition for \$3.00 and \$3.50 they satisfy you and your customer. You with a fair profit; your customer with a good fit, his money's worth in wear and all the style he wants.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

The Michigan Shoe Co.

Detroit, Mich.

HAS LEASED the double store at 146 and 148 Jefferson avenue, just west of Griswold street.

They will occupy the entire building, which is five stories and basement. In their new location they have 6,000 square feet more space than before.

They have fitted up the building with entirely new fixtures and have undoubtedly the best equipped jobbing house in Michigan. This will enable them to serve their old customers and prospective new ones more promptly than ever. Give them a trial.

to school in the winter. At 16 he was boss in a logging camp and worked during the day and studied during the night with the hope of getting to college.

He did not make it until he was 21, when he entered De Pauw University at Greencastle, Ind. He was the strongest man in the college, both mentally and physically, and his industry was considered prodigious. He kept up a ceaseless activity, working during vacations and taking a part in athletics, debating societies, college politics, besides paying his way through by getting most of the available prizes.

He found time to read extensively and when he left college he got a position with a prominent law firm in Indianapolis. His industry and anxiety to work hard attracted their attention and before the year was out he was made their managing clerk at a good salary.

Leslie M. Shaw was dependent upon his own efforts for securing an education after he left the common schools. He taught school in the winter and worked in the harvest fields in the summer. Several years he tramped all over Iowa selling fruit trees and nursery stock. His energy was wonderful and he was determined to succeed in spite of his poverty. After years of hard work he earned enough to complete his college and professional course and graduated from the Iowa College of Law. After this he spent twenty years in untiring and ceaseless devotion to business.

"The work of the world is not being done well," said Shaw in an address to young men. "It does not improve, and success waits for the young man who can do it better than others. Don't work for the sake of compensation; but for the sake of achievement. The man who works for compensation wears himself out in eight hours, but the man who works for the sake of his employment can work more than twelve hours a day without experiencing fatigue. You are going into the busy world and there is good pay in store for good services. Competition is more intense now than it ever was before. You must continue to improve to get along and the best worker commands the highest compensation for his labors."

G. R. Clarke.

Recent Business Changes in the Hoosier State.

Alton—E. V. McLain succeeds Roberts & Harvey in the confectionery business.

Bloomington—W. P. Dill, who formerly conducted a flour mill business, is succeeded by E. M. Trapp.

Elkhart—Brice H. Reed will continue the business formerly conducted by the Electric Construction Co.

Fort Wayne—The capital stock of the Wayne Knitting Mills has been increased to \$700,000.

Indianapolis—Brady & Co., wholesale paper dealers, have gone out of business.

Indianapolis—George & Moore, manufacturers of food specialties, are succeeded by R. T. Moore & Co.

Franklin—W. J. Younce will continue the boot and shoe business formerly conducted by Younce & Payne.

Indianapolis—Meyers & Jenner succeed Meyers Bros., retail grocers and meat dealers.

Linton—Allen Bros. succeed Allen & Morrison in the general store business.

Muncie—O. E. Baldwin will continue the retail grocery business formerly conducted by Franklin & Baldwin.

Salem—J. A. Ratts & Son are succeeded in the grocery business by J. Dawson Standish.

Shoals—S. C. Johnson has taken a partner in his grocery business, which will be conducted in future under the style of Johnson & Ray.

Caledonia—A receiver has been appointed for the Caledonia Supply Co., which conducts a general merchandise business.

South Bend—A chattel mortgage has been uttered by the Fulton Fish Market, for which a receiver has been appointed.

Wanted To Find Out How It Worked.

Down in a remote section of a Southwestern State is a little town which no railroad approaches nearer than thirty-two miles. The news of the world is worn out and probably denied by the time it reaches there, and the little town makes no news for itself. There has been, however, at least one event in the annals of the place. That was when a new bank was started. It was only a branch bank, but that did not dim its luster or novelty in the eyes of the citizens.

The first depositor was "Si" Fox. Si was a man of means, but had trusted for the safety of his money to his yarn sock and his gun. Now he felt that as the leading citizen of the town he ought to encourage the new enterprise. He put in a thousand dollars as soon as the bank opened.

An hour later he came back and asked how money was taken out. The method of making out a check was explained, and Si made out one for \$1,000. The cashier was surprised at the sudden withdrawal, but paid it without remark. Si took his money and walked down to a group of men and displayed it. The group entered into a warm but low-voiced discussion.

In ten or fifteen minutes Si walked into the bank again and told the cashier that he wanted to deposit a thousand dollars.

"Why, sir, what is the matter with you?" asked the cashier. "You deposited a thousand about an hour ago and took it out before it had got cold, and now you want to put it back again."

"Well, my friend," said Si, "me and the boys just wanted to find out how the thing worked."

It isn't possible to sell shoes while your feet are higher than your head. Deliver your convincing arguments in fitting the customer.

The only way to encourage some people is to do your level best to discourage them.

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

AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.
Grand Rapids, Mich.

The Grand Rapids
Sheet Metal & Roofing Co.

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

Roofing Contractors

Cor. Louis and Campau Sts. Both Phones 2731

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.

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.

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.

Our "Custom Made" Line

Of

Men's, Boys' and
Youths' Shoes

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

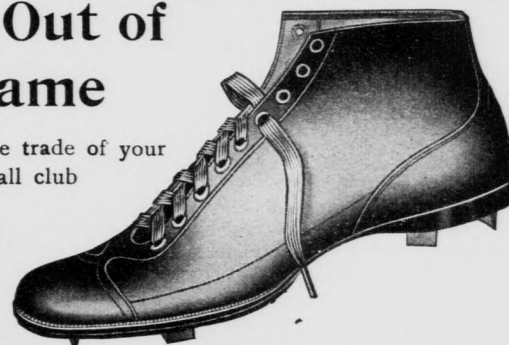
SAGINAW, MICH

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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

Local and Long Distance Phone M 2226

PANICS AND STRIKES.

How They Are Lessened by the Trusts.

There is an old proverb to the effect that the more a man knows about political economy the less he knows about business. The force of the truth of the proverb will become clear on a little reflection. For it should be plain that the man who spends his time in trying to master the large and important laws which govern the general operation of business itself can have little time to devote to the practical details of business. In other words, a good economist ought to make a poor business man. And such seems to be the fact.

The writer of this article has himself spent much of his leisure in reading the works of political economists and in trying to assimilate their viewpoint, but he has noted a remarkable fact which seems to have escaped the economists themselves. Economists will cling to an old opinion long after a business man would have abandoned it as perfectly futile. For example, let us look into the question of trusts and competition.

In most of the text books given to young men studying economics in the colleges you will find the opinion that strikes generally accompany the end of a panic. The economists are certain of them, have figured out the causes of panics and strikes with almost mathematical exactness, and the following account of it all probably will interest the man of business. According to the classical view the manufacturing of all commodities has as its basis the fact that manufacturers sell their products in a market open to competition. If you do not assume this to be the fact, all the rest of the argument will fall to pieces. Let us, therefore, assume it—for the present. And let us take as an example of production the one commodity of shoes. What will be said here about shoes applies to all other commodities manufactured and sold in the open market; and if we suppose that all other businesses are carried on, in general, just like we are going to suppose the shoe business is carried on, then when we have accounted for strikes and panics in shoes, we have accounted for strikes and panics in all other lines.

Let us suppose, for the sake of the argument, that all shoes in the country are made by ten different factories, each independent of the other, and all of them bidders for the trade. Each factory has its drummers out, each supplies its own territory, but these territories overlap, and the general trade is made sharper and more competitive by the activities of railroads and other methods of transportation.

Now it should be plain that the people in the country will consume each year a certain quantity of shoes. The people demand so many shoes each year, and these shoes have to be made by the factories. But how is the manufacturer to know just how many shoes to produce? How is he to anticipate his trade?

He does it in several ways. He feels the pulse of his trade by esti-

mates founded on general demand from jobbers, who, in turn, feel the pulse of their own trade, and finally it is up to the manufacturer to decide his output for spring and fall trade, and thus the ten factories go on producing, as in "good times," a considerable larger quantity of shoes year after year. The individual manufacturer congratulates himself on the increase of his profits, even although prices have been observed to fall a little, and everything looks prosperous and happy.

This sort of thing goes on for a few years, when suddenly there comes a clap of thunder in the shoe business. Demand suddenly falls off. The jobbers have a lot of shoes left over. The retailers never saw so poor a demand. People do not seem to want shoes as they wanted them last year. The shelves are stocked up and no sale.

But is this the fact?

No, it is not. The fact is that the people are buying shoes right along, and probably have bought as many shoes this year as last, or the year before for the people must wear shoes.

What, then, has happened?

Simply this: The ten factories—each one doing business independently—have increased their output out of all proportion to the really existing total demand, or to the increase in the total demand, and the result is not that the people have cut down the number of shoes they are buying, but that the manufacturers, overestimating the number that would be needed, ran it up beyond the safety line. Shoes are stacked up on shelves everywhere and stay there.

Thus the retailer finds himself "stuck." So does the jobber; and the factory man has to cut wages or close down. Banks want money from the shoe manufacturers who borrowed to extend their plants. Men with money draw it from circulation; the shoemaker cuts wages to the bone; the shoe workers strike.

Net result: Panic and strike together.

Now, this argument looks reasonable enough, and it probably was true at one time. The "overproduction" described as taking place in the shoe trade took place regularly in all lines of business and the climax used to come about once in every eleven years. Strikes and panics took place with the regularity of the sunspot period, and one British thinker associated the two. But we are now right in the middle of one of the biggest sunspot storms on record and there is no sign of a panic.

Not only is that the case but the strikes which were figured out to be the result of overproduction have been with us right along since the great coal strike and are with us now, with every prospect of increasing.

Is there any large, conspicuous fact in the business life of the country which accounts for the seeming anomaly which, according to the calculations of the economists, should not be here at all?

The answer is that such a fact ex-

ists and should be as plain as a pike staff to any one who cares to look at it. Just after the last panic, which took place in 1893, the large manufacturers of the United States began their gigantic work of organization. Previous to that time the state of industry in the United States was something like that described in the state of the ten independent shoe factories—general competition was the rule and the manufacturers were making goods blindly. Nobody knew how much his rivals were going to produce, and although each one could make a pretty good guess as to what the total demand in his line would be, not one could for his life say how much of the total demand was going to fall to his share. Each one made a grab for all he could get, with the general result that all over-reached themselves and the vast pile of unused and unsold commodities in the stores and warehouses fell with a great crash on the head of the industry, something like the rain of dollars on the head of the foolish merchant in the German tale of the Poet Volkmann.

But soon after 1893 the ten shoe factories got together, organized themselves into one shoe factory, and the trouble was stopped at its source. Pretty much the same thing happened in almost every line of American industry.

The reader probably sees for himself that by the "organization of industry" there is nothing more or less than the organization of the great trusts about which we hear so much and which are so exceedingly difficult to lay one's hand upon.

As for the political economists, they are puzzled over the trusts. The trust—which was a necessary outcome of the growth of industry itself—is a matter which might well puzzle many a man besides a college professor. And the question has frequently recurred to many thinking people, If you destroy the trusts what are you going to fall back upon?

The trust method apparently has abolished the panic in this country, and has replaced the old strike against a cut in wages with a new kind of strike for a raise in wages.

Which is to be preferred, a fight of labor against capital for more pay or a fight against less pay? It would certainly appear there can be but one answer. A strike for higher pay is a fight up hill toward prosperity. A strike against a cut in wages is rolling down the hill to poverty and panic. And if the former be the present state of industry it is the much abused trusts that we have to thank for it.

George F. Tyrone.

Reason for Everything.

"The trouble with the modern domestic," said the manager of the intelligence office, "is that she doesn't seem to know her place."

"Of course, she doesn't," replied the lady who was a regular patron of the institution. "She doesn't stay in one place long enough to get acquainted with it."

Lies abide forever, although they are believed but for a moment.

To Succeed the Farmer Must Be a Good Business Man.

Written for the Tradesman.

Although there are a multitude of publications in America devoted to the interests of the different trades, why is it that the farmer has no publication looking to the business side of his nature and occupation? Is he not in the strictest sense a man of business? Surely, if all the industries of the world would come to naught without the agricultural foundation to stand upon, it were meet that the farmer's side of the great business world should have a place somewhere among the myriad of trade publications.

There are the agricultural papers, to be sure, but these treat only of the simplest forms of the busy life of the "independent farmer." I make bold to say that without the business knack, if it may be called such, no farmer can make a complete success in life. Without the keen insight into matters and things going on in the world he is left at the mercy of shrewd schemers in other lines of industry and often falls a victim to the lightning-rod peddler, fertilizer crank or steel range fakir. In passing through the farming country you will meet with the thrifty, intelligent cattle-raiser, fruit-grower and general farmer, as well as the shiftless, horny-handed son of the soil who seems scarcely able to put flesh on his bones and very shabby clothes to his back; in fact, is hardly able to keep body and soul together. The latter may have been one of the first settlers in town, have had his pick of the choicest land in the township, yet he has failed to live up to his opportunities; in fact, has allowed the later comer to pick one forty after another away from his very door and combine these into one of the finest farms in the township. The later comer, combining business tact with keen financial insight into the future, makes of himself a prince among business men right in the agricultural district; all of which excites the envy and jealousy of his poorer neighbor, who openly and often declares that it is the unjust laws of the country that have boosted his neighbor above himself.

What is the trouble? The business knack of the one man wins out every time, and to succeed he must have this no matter whether he locates in town or on a farm. Therefore, why not a trade paper—not agricultural—for the successful business farmer? Mayhap, too, such a paper, if patiently studied by the poor farmer, might serve to induce different methods of work in his case and tend to lift him out of the slough in which he finds himself. It would be well, I say, for young farmers just starting out in life to read a journal of this kind, and I am hoping to see something like it launched in the not distant future. However, there are two sides to every question. Perhaps it may not be necessary to have a paper devoted to the especial interests of the business farmer; it may be that the journals already catering to the custom of business men can find room

for a discussion of farm financial enterprise, with good articles from successful agriculturists relating to the farmer and the necessity for his business training.

A man without business instincts has certainly a hard row to hoe—even in free and enlightened America. Not only is this true in the farmer's calling but it applies with equal force to every line of work from the laborer at the forge to the minister in the pulpit. Even when a man is blessed with keen business instincts he is not sure of making large success in life. There is even then danger of his mistaking his calling. A farmer in the pulpit—there are many of them—and the preacher at the plow are certainly misfits which are sure, sooner or later, to result disastrously unless something happens to set the feet of the misplaced ones in the right path.

We all remember that U. S. Grant made an indifferent farmer, a by no means first-class tanner; as a commander of armies, however, he was an unqualified success. Grant was not an able orator; W. J. Bryan, however, won fame by word of mouth and would undoubtedly have proven a very poor stick in commanding an army. So it goes. Every man to his calling. Some men have none, but these are exceptions. Let each individual be placed where he belongs and he will surely succeed to a degree.

What is success to one man might mean failure to another. Great riches do not always mean success. Nevertheless, no success can be secured unless one has gained a measure of this world's goods. Contentment and poverty are not congenial bedfellows. It is not necessary to be rich to be happy and successful. Abraham Lincoln was a successful man, yet he never won wealth, and his life had in it more of sorrow than of happiness.

The farmer as a business man is more successful than men in other lines of business. It is estimated that only one merchant in ten wins out; the nine go to the wall, failures in life. One would hardly dare claim that nine farmers out of ten are non-successful. It would be rash to make such a statement since perhaps one-quarter of the farming community are in comfortable circumstances. It is easier to make a bare living at farming than at any other work; perhaps this is why so many poor sticks are grubbing the soil for their food and clothes.

I once heard a man remark that to know where the next day's wood and food were coming from was all he cared for in this world. That man is living yet, landless and dependent upon days' work and a pension for a living. He may be satisfied; I think he is, since he had thousands of acres of rich Government timbered lands to pick from in his youth and never availed himself of the opportunity. Is that man a success? I will leave the reader to guess—to me the riddle is unsolvable.

Again I say, to succeed, the farmer must be a good business man.

J. M. M.

Hardware Price Current

AMMUNITION

Caps

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

Cartridges

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

Primers

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

Gun Wads

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

Loaded Shells

New Rival—For Shotguns

No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/4	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
255	3 1/4	1 1/4	5	12	2 70
264	3 1/4	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded

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

Gunpowder

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

Shot

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

Augurs and Bits

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

Axes

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

Barrows

Railroad.	15 00
Garden.	33 00

Bolts

Stove	70
Carriage, new list.	70
Plow.	50

Buckets

Well, plain.	4 50
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Butts, Cast

Cast Loose Pin, figured	70
Wrought, narrow.	60

Chain

Common, 7/8 in 5-16 in.	1/2 in. 1/2 in.
BB, 8/8 in 7/8 in.	6/8 in. 4/8 in.
BBB, 8/8 in 7/8 in.	6/8 in. 6/8 in.

Crowbars

Cast Steel, per lb.	5
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Chisels

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

Elbows

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

Expansive Bits

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

Files—New List

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

Galvanized Iron

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

Gauges

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

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

Hammers

Maydole & Co.'s new list.	dis. 33 1/2
Verkes & Plumb's	dis. 40 & 10
Mason's Solid Cast Steel	30c list 70

Hinges

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

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

Horse Nails

Au Sable.	dis. 40 & 10
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House Furnishing Goods

Stamped Tinware, new list.	70
Japanned Tinware.	50 & 10

Iron

Bar Iron	2 25 rate
Light Band	3 00 rate

Knobs—New List

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

Levels

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

600 pound casks	8
Per pound	8 1/2

Miscellaneous

Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American.	50

Molasses Gates

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

Pans

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

Patent Planished Iron

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

Planes

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

Nails

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

8 advance	20
6 advance	30
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

Rivets

Iron and tinned	50
Copper Rivets and Burs	45

Roofing Plates

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

Ropes

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

List acct. 19, '86	dis 50
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Sash Weights

Solid Eyes, per ton	28 00
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Sheet Iron

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
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

Solder

1/2 @ 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
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Tin—Melyn Grade

10x14 IC, Charcoal.	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00

Tin—Allaway Grade

10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50

Boiler Size Tin Plate

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

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

Wire

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

Wire Goods

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

Wrenches

Baxter's Adjustable, Nicked.	30
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought, 70lb	10

Crockery and Glassware

STONEWARE

Butters

1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 20
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	6

Stewpans

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

Jugs

1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

Sealing Wax

5 lbs. in package, per lb.	3
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LAMP BURNERS

No. 0 Sun	31
No. 1 Sun	33
No. 2 Sun	50
No. 3 Sun	35
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



Weekly Market Review of the Principal Staples.

Domestics—Nearly all lines in the domestic division of the market have increased considerably in strength, and buyers who have lately come into the market, expecting to secure goods at old prices, have been disappointed. While they have refused to accept the situation at once, after a careful canvass of the situation they are willing to pay asking prices in order to secure deliveries. While only a fair export business is in progress, the statistical position of this class of goods was never better, and business is undoubtedly hindered by inability to grant satisfactory shipments. Coarse yarn goods for the home trade are being taken moderately, but it is not believed that the requirements of buyers have been filled, by any means. In print cloth yarn goods more interest is evinced in wide qualities and the week has been very favorable on goods for converters' uses, certain lines being taken for a considerable period. Narrow goods are slow, but unchanged in price. Drills and twills of the heavy grades are difficult to obtain and osnaburgs and cloths of an allied character can not be obtained without a premium being given. Even at a premium only small orders can be taken. The manufacturing cutters in nearly every instance are losing business every day because of the slowness of deliveries, and where they can find spot goods they offer unusual prices. Light brown sheetings, lighter than four yards, are the most sought for of the light gray goods, and both domestic and foreign buyers are taking sides in the buying.

Shirtings and Waistings—Madras shirtings, and to a certain extent percale shirtings, are being taken in good quantities. The cutting-up trade are always in the market for something out of the ordinary and this season is no exception to the rule. Floating warp and jacquard effects are approved of where conservatism is shown in the motif of design and some very good business is being done. The tendency of coloring is along the blues and blacks. Madras goods are wanted in neat stripes, while percales are being looked for in hairline stripes and small black and blue effects. Waistings in all staple goods are being taken in large quantities. Printed sheer goods are selling well and the same can be said of poplins and lenos. Gingham of the dress variety are being well taken care of and the apron gingham are in nearly as good shape. Novelty goods, such as Persian stripe gingham in silk and mercerized mixtures, are not as active, but it is too early to predict anything with any degree of certainty.

Worsted Checks—A popular summer dress fabric, containing 72 picks and 76 warp threads to the inch, is

made 45 inches wide in two color checks and retails for \$1.25 per yard. The material is worsted and the colors, in both warp and filling patterns, are arranged two and two. White and light tan, white and black, white and blue, white and brown, and black and green are some of the combinations. The warp threads are drawn in on ten shafts divided into three sets; the first set contains four shafts, the second set two shafts and the third set four shafts. The warp pattern contains 88 threads in a repeat. Eight threads are drawn through the eyes of the first set of four shafts, the draft being from front to back in regular order. These threads are four white and four colored. Through the eyes of the second set, containing two shafts, 36 warp threads are drawn in regular order from front to back. Then eight threads are drawn in on the third set, containing four shafts, after which 36 threads on the second set complete a repeat. All these threads are drawn in in the reed in pairs of two of each color together in the same split. The filling pattern contains 96 picks.

Figured Poplin—A beautiful summer poplin, 42 inches wide, and which retails for \$1.25 per yard, is made with a silk warp with 124 ends to the inch and 64 picks of worsted filling to the inch. The fabric is made in a variety of beautiful colors ranging from olive green to golden bronze, and the sheen of the silk warp gives a different tint with every change in position. The face of the fabric is ornamented with small leaves, produced by floating the silk warp threads over the worsted filling. The stem of the leaf is composed of two warp threads floating over three picks, and the float is moved one to the right every second pick. The leaf covers 11 picks, each warp thread floating over four picks, and the float moves to the right one warp thread at each pick. The fabric is woven on a jacquard, and the figures are scattered over it at intervals of about half an inch. The effect is small spots that have a different luster from the body of the fabric in whatever position it reflects the light.

Cotton Underwear—Business in the heavy cotton underwear market continues to be of a piecing out character. Jobbers, however, have more business to place than mills can actually turn out in time for deliveries to be made to the retailers, but nevertheless there will be no shortage because of this. Jobbers are filling in on lines whenever they can and do not object to paying a little more than the market price when a good order can be taken. The market, it can be seen, is in the hands of the knitter and it remains for him to say what shall or what shall not be done. When the new season opens it may be a different matter, but the knitter can have something to say about prices if he only goes at it in the right spirit. The center of interest is with standard fleeces and in 14-pound goods \$3.37½ is a very easy price to do business on. Women's ribbed goods of the seven-pound variety are in better shape than has



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



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.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President
Grand Rapids, Mich. The Leading Agency

Aikman Bakery Co.

Manufacturers of
Crackers and Fine Biscuits



Trade Mark

Our goods and prices are right. We guarantee both. Our line is complete. Send us a trial order. They will give you satisfaction.
Port Huron, 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.

Send Us Your
Orders

for

**John W. Masury
& Son's**

Paints, Varnishes
and Colors.

Brushes and Painters'
Supplies of All Kinds

Harvey & Seymour Co.
Grand Rapids, Michigan

Jobbers of Paint, Varnish and
Wall Paper

been reported. Most producers are well sold up. In fleeces the matter of deliveries later on is the main question at issue and many people will be mistaken if most mills do not have a great deal of trouble in this respect. On seasonable goods there is more or less doing at this time. Bals and lises are in fair shape and will be for months to come. In men's lines it is a question which has the preference of the business.

Cotton Hosiery—The heavy hosiery season is about at an end. Manufacturers are now turning their attention to spring and summer goods, but as yet have made no effort to introduce new lines to the jobbers. The outlook at the present time appears favorable for all plain fine lines, and full-length laces and embroidered half hose look as well.

Carpets—The situation in the carpet industry is unchanged from last week. The stumbling block in the way of a large volume of business is high prices for raw materials. Jobbers are insisting on the lowest possible price regardless of whether the manufacturer can get a new dollar for an old one. Some manufacturers who never expected to sell direct are now laying plans to do so in the future as their only means of protection from the evident intentions of the jobber to take all the profits in the business. The manufacturers who do sell direct report a satisfactory business up to date, while those who sell only to jobbers are not so well satisfied with the volume of business received.

Lace Curtains—This is a busy season with manufacturers of Nottingham lace curtains. Some of the mills have their output sold for four weeks ahead.

Municipal Lighting Plants Do Not Seem To Pay.

A suggestion in a recent issue of the Review that the village of Portland would perhaps be money ahead if the lighting business were turned over to private parties met with considerable criticism, yet it appears that other towns than Portland have become convinced that no money is saved by municipal lighting and are figuring on granting franchise to outsiders. The Review is not earnestly advocating such a move for Portland, but the idea is worth thoroughly investigating.

Overtures have recently been made to the Piatt Heating & Power Co., of Lansing, by the authorities of both Mason and Grand Ledge to secure electricity from Lansing for the lighting of those places.

Both Grand Ledge and Mason own their lighting plants. For the purchase of the plant at Grand Ledge \$30,000 in bonds was issued. These bonds are still unpaid and it has been decided by experts that the plant has but little value.

At Mason the lighting plant has always proven an expensive luxury. At the recent spring election the citizens voted down the proposition to raise \$8,000 in bonds to put the plant in working order, and as it will be too expensive to run the plant in its pres-

ent condition, it is proposed to secure the electricity from other sources.—Portland Review.

Lighting Plant For Sale.

Monroe, June 3—For the past five years Monroe has been trying the experiment of municipal ownership of its electric lighting plant. During that time a long list of difficulties have been recorded. The boiler has blown up once or twice, expensive machinery has been destroyed, the city has been in darkness many times during long periods, and more than all that it has proven an expensive proposition. Monroe is sick of municipal ownership and is considering several propositions for the disposal of its plant. One of the propositions comes from City Surveyor White and another from the Detroit, Monroe & Toledo Short Line Co.

Some of the mishaps of the plant were the result of spite work, caused by the discharge of an employee who is supposed to have put sand in the fine workings of the machinery, causing a heavy loss, and the explosion that blew out the side of the building and destroyed an expensive engine that had only been used a short time was also attributed to the same cause.

The plant has been run to better advantage during the past few months, the electrician in charge being an expert, who has kept things up better than at any other time during the five years' experiment.

Trading Stamp Company Quits.

Kalamazoo, June 6—The Michigan Trading Stamp Co. has given notice to the public that they will close out their business in Kalamazoo by June 15 and quit the field here. They give as their reason that the business has not been patronized by Kalamazoo people and it is useless for them to continue the local branch. The company has agencies scattered all over the State, and their office here is in the Chase block.



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.

Hot Weather Goods



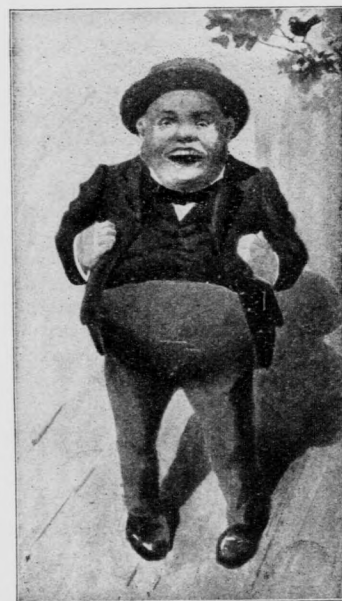
We still have a good assortment left of Or-gandies, Dimities, Lawns, White Goods,

Ginghams, etc., and would advise you to buy while the assortment is good. There will still be great demand for these goods during the hot season.

Write for Samples

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods



"Laugh and the World Laughs With You, Weep and You Weep Alone."

No man ever made a dollar by getting in the "dumps." A cheerful countenance will open more pocket-books than a sour face and a jimmy. For example, buy a line of

Puritan Corsets,

place them in stock, put a smiling face behind them and the first thing you know you have the dollar and the woman

has the corset. Everybody is pleased and you have made more profit than you could in selling and other make. Try it.

PURITAN CORSET CO.

Kalamazoo, Mich.



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

United Commercial Travelers of Michigan
Grand Counselor, L. Williams, De-
troit; 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.

SHEER SLICKNESS.

Advantage of Artistic Salesmanship in Selling Goods.

Aren't salesmen the slickest Foxy Quillers you ever saw?

Why, a good deal of the time a retail grocer is like a little child in their hands. For every objection he puts up they've got a hundred answers and, fairly overborne and beaten down, he signs the paper they push at him, which ties him up to heaven knows what!

That sounds like a fancy picture, but it is not overstated one degree. I consider a professional salesman the slickest thing that ever came down the pike.

Of course, I do not mean that in any offensive sense. I am a salesman myself.

There is a school in Chicago where they aim to make a salesman even slicker. I saw a great batch of its advertising matter the other day. As near as I could size the scheme up, they aim to teach a salesman to instantly get on his buyer's blind side—to know by instinct the first time he looks at him what his soft spot is and go for that to beat the band.

That is really the secret of selling goods—to know how to approach a buyer. Any salesman will agree with me there. The salesman who knows how to go to a retail grocer and instantly arouse his interest or his curiosity, or even his surprise, is going to make a sale seven times out of ten. This sort of approach is getting harder to do every minute, because the number of new propositions that come out breeds a lot of new schemes to get next to buyers with them. Some of these fine schemes are the greatest grafts imaginable.

The other day I was sitting in a broker's office. There were two or three other fellows in there and I was telling them how I kept my pants pressed.

In came a young fellow who looked for all the world like a country youth who had drifted into the city by accident. He hesitated, smiled bashfully at the gang, and then reached in an old-fashioned bag he carried and brought out a simple little metal appliance to use on stationary washstand spigots. Not a man in the office really needed one.

"I've got something here I'd like to show you," he said apologetically, and then he went on to explain what it was like an amateur of the greenest dye. Nobody warmed up a little bit. "The price is 15 cents," he said, and then, without waiting for any-

body to say anything, he added:

"And if that's too much I'll sell it to you for 10."

Well, what did that do? Every man there felt his heart warm up to such an obvious and bungling beginner. We could not help wanting to help him along, so one after the other we went down in our pantalones and coughed up a dime for what I didn't even take home with me.

A week after that I found out that that "amateur" salesman had worked that same reduction racket all over the city and had coined the public sympathy into money at the rate of a dime per throb. I further learned that the little metal affair he sold could be bought at any department store in Philadelphia for 8 cents.

You see?

That fellow had deliberately studied out his method of approach. He knew human nature well enough to know that if he seemed to deliberately cut his own throat by reducing his price before anybody asked him to, people surely would sympathize with his inexperience and want to help him along.

And the scheme worked precisely the way he thought it would. If he had gone in and bluntly presented his proposition, even at 8 cents, he wouldn't have sold one where he sold fifty.

I was in another man's office the other day, in one of the largest office buildings in Philadelphia. In walked a sporty young duck with good clothes and Hebraic features. When the owner of the office was at leisure the stranger said impressively:

"Mr. — (he had gotten the name from the door), a syndicate composed of the American Tobacco Co. (and a lot more big firms; I forget the others) have sent me to you."

Then the fellow paused impressively. The man addressed was a lawyer and he perked right up, smelling a fat fee.

But the fee didn't materialize. Stripped of its craftiness the scheme proved to be simply a solicitation to subscribe to some magazine, "Collier's," I think. The point about the "syndicate" was far-fetched, but it got the buyer's attention anyway. The American Tobacco Co. and the other concerns who composed the "syndicate" were all advertisers in the magazine and they were supposed to have sent out solicitors to see that everybody subscribed and so brought themselves within the range of the gospel preached by the advertisements.

This was a bad approach, because it showed the cloven foot so soon and aroused disgust.

During the past few weeks the "Scientific American," of New York—the patent paper; everybody knows it—has been sending typewritten letters to representative men. The letter simply said they desired the recipient's opinion upon a certain matter of importance and had taken the liberty of sending a representative to secure it. The representative was supposed to arrive in a few days.

I got one of these letters myself.

That is why I said they were sent to "representative men." When I got it I began to swell up and had visions of an interview with myself appearing in the "Scientific American" on a subject I didn't know anything about.

After a little while the representative called to get my opinion as to whether I didn't think I would like to subscribe to a new scientific work in 366 volumes.

Well, these schemes to get into a man are poor, I think, because, as I said, they go to pieces right away and make people tired. I was mighty tired, after swelling up over the letter I got, to have a book agent walk in.

One day last January I saw a middle-aged man walk in a wholesale grocer's office and ask to be directed to the fruit buyer. After he had been told where to find him I saw him reach in his pocket and pull out an orange. He cut it in half and then walked up to the buyer, who sat within 10 feet of where I stood.

"How are you, Mr. —," the stranger said, when the buyer looked up at him. "Like oranges? Taste this."

He held out half an orange and the buyer took it and ate it.

"That's the best brand of Florida oranges I know of anywhere," said the stranger. "If you want any at any time here's the place to get 'em." He laid down a card on the buyer's desk and started to go out.

"Here, wait a minute," called the buyer, and, to make a long story short, he opened up prices with him and gave him an order for five boxes on the spot.

You see the fruit was unusually fine and the seller knew he could depend on it. That is what I call artistic salesmanship. He knew that with the taste of that orange in the buyer's mouth he'd be called back all right.

I could wander along on this subject for a good while, for there are a lot of things in my old skull to say about it. But I do not like to work overtime, so no more now from your affectionate uncle.—Stroller in Grocery World.

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

LIVINGSTON HOTEL

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

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

For 25 Years

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

We Keep Copies of Every Form We Print

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

Barlow Bros.
Grand Rapids, Mich.

I Must Have It

Refuse Substitutes and Imitations

You will know them, despite their fanciful names—they are usually mixed with hot water and do not have the cementing property of

Alabastine
THE SANITARY WALL COATING

Mix with cold water, anyone can brush it on;

A Rock Cement in white and tints.

Kills vermin and disease germs; does not rub or scale. No washing of walls after once applied. Other wall finishes must be washed off every year—expensive, filthy work. They rub and scale, and the glue or other animal matter in them rots and feeds disease germs. 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.

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.

A Marquette correspondent writes: Fred A. Siegel, for several years in the employ of John Siegel, 116 North Third street, will represent a Burlington, Ia., manufacturing concern in the Upper Peninsula and sell a patent kerosene can.

O. F. Jackson (Foster, Stevens & Co.), who has been ill with a stomach trouble for several months, has recovered so rapidly of late that he now expects to resume his visits to the trade in about two weeks. This will be welcome information to Mr. Jackson's many friends, who will rejoice with him over his recovery.

O. Morsman, who has recently taken the position of Michigan traveling representative for the Kellogg Switchboard & Supply Co., of Chicago, has concluded to make Grand Rapids his headquarters and has accordingly established himself at this market. Mr. Morsman hails from Dodgeville, Wis., where he held the position of General Superintendent of the Independent Consolidated Telephone Co. for the past two years.

To Would-Be Salesmen.

If you want to go on the road because you think it an easy life—then don't.

If you think you would like it just because it is a "change"—then don't.

If you are going into it "just to see a little of the world"—then don't.

If you are going to try it for any reason except that you think it a desirable career and one in which you can distinguish yourself—then don't.

For selling goods on the road is a very serious business. There is something more to it than writing down nice large orders in a morocco-bound book and sending in a nice large expense account at the end of the week.

Ask the next traveling man you see if this is not true. There is lots of the hardest kind of work in it; lots of irregular eating and sleeping; lots of disappointment, and more discouragement in a week than you could extract from a clerk's position in a solid year.

And yet because there are obstacles to be overcome it is a good career for the right man; the quitters soon get thinned out and try something else. There is money in it—for the right man. And if you feel it in your bones you could sell goods and have the grit to feel that way even after some icicle deliberately destroys your card before your eyes and walks away and leaves you when you strike him for an order, maybe you are the right man.—American Industries.

The Treatment of Traveling Men.

The average dealer reveals his character in his treatment of traveling men. Some dealers seem to look upon any one who approaches them with anything to sell as an intruder, whom they are at liberty to treat with the utmost incivility.

Such persons, of course, were unfortunate enough to be born without the instincts of gentlemen and what is even more unfortunate, without the rudiments of common sense. They fail to see that all persons engaged in legitimate business are actuated by

the same laudable motive—the making of money.

Under the present conditions of business the traveling man is as much a necessity as is the clerk, and until he has done something personally that is contemptible, he is worthy of respect and considerate treatment.

If some dealers find that they are apt to lose too much time in talking to traveling men they should not forget that the fault is their own. The busy, businesslike dealer can transact a great deal of business or no business at all with a commercial traveler in a few minutes, and in either case be as good a business man and as much of a gentleman as in the other.

Eight Great Secrets of Success.

A man with a mania for answering advertisements has had some interesting experiences. He learned that by sending \$1 to a Yankee he could get a cure for drunkenness. And he did. It was to "take the pledge and keep it."

Then he sent fifty cents to find out how to raise turnips successfully. He found out: "Just take hold of the tops and lift."

Being young, he wished to marry, and sent thirty-four one cent stamps to a Chicago firm for information as how to make an impression. When the answer came it read, "Sit down on a pan of dough."

Next advertisement he answered read, "How to double your money in six months." He was told to convert his money into bills, fold them, and thus double his money.

Next he sent for twelve useful household articles and got a package of needles.

He was slow to learn, so he sent \$1 to find out "how to get rich." "Work hard and never spend a cent." That stopped him.

But his brother wrote to find out how to write without pen and ink. He was told to use a lead pencil.

He paid \$1 to learn how to live without work, and was told on a postal card: "Fish for easy marks, as we do."

Amplify Qualified.

Proud Parent—If you would win my daughter, young man, you must prove to my satisfaction that you have fortitude, patience under discouraging circumstances, strength of character, courage, an indomitable will to succeed, and, above all, an ability to bear with misfortune. Have you those qualifications?

Suitor—I've known your daughter for some time, sir, and am asking you for her hand. Do you wish other assurances?

Why She Wept.

"But, my dear," protests the young husband, "you have paid \$56 for this Easter bonnet, when I asked you not to exceed \$25."

"Yes, love," she exclaimed, "but don't you see the \$56 one was marked down from \$72, and the \$25 ones were only marked down from thirty. I saved \$16, instead of only \$5. You—ought to commend me instead of—boo-hoo!—of—of scolding me."

The Grain Market.

There has been very little change in the cash wheat situation the past week. The movement of grain from first hands has been moderate and the milling demand fair. The grain market for the next month or six weeks will be more a matter of weather than of supply and demand. The Government weather bulletin for the week ending June 5 gives conditions as regards the wheat situation as follows: "The week ending June 5 was the most favorable of the season in the Rocky Mountain region and over the western portion of the Central Valleys. Generally favorable conditions prevailed also in the Middle Atlantic and Southern States, but in New England low temperatures, with light frosts and lack of rainfall, have prevented growth. Portions of the Ohio Valley, the Upper Lake region, Oklahoma and Southern Texas have suffered from excessive moisture. On the Pacific coast the conditions were generally favorable, although parts of Oregon and California experienced temperatures too low."

The changes in the visible supply for the week were as follows: A decrease in wheat of 1,082,000 bushels, oats 1,303,000 bushels and an increase in corn of 335,000 bushels.

While receipts of corn have been quite liberal, the demand has been good both for domestic and export, and prices have been firm with an upward tendency. The growing crop as a whole is in good condition, particularly through the corn belt, but in the Northern and Eastern States con-

siderable replanting will be necessary owing to excessive moisture and cut-worms.

Oats have shown some strength in sympathy with other grains. The growing crop is doing fine, receipts are liberal and the demand good.

L. Fred Peabody.

The Woman in Business.

She sailed into the telegraph office and rapped on the counter. The clerk remembered that she had been there about ten minutes before he came forward to meet her. He wondered what she wanted this time.

"Oh," she said, "let me have that telegram I wrote just now! I forgot something very important. I wanted to underline the words 'perfectly lovely' in acknowledging the receipt of that bracelet. Will it cost anything extra?"

"No, ma'am," said the clerk, as he handed her the message.

The young lady drew two heavy lines beneath the words and said:

"It's awfully good of you to let me do that. It will please Charley so much!"

"Don't mention it," said the clerk. "If you would like it, I will drop a few drops of violet extract on the telegram at the same rates."

"Oh, thank you, sir! You don't know how much I should appreciate it. I'm going to send all my telegrams through this office—you are so obliging."

And the smile she gave him would have done any one good, with the possible exception of Charley.

United Commercial Travelers

Will hold a

BASKET PICNIC

The First of the Season

At

North Park, Saturday, June 17

Programme

FOR MEN

- | | |
|----------------------------|-----------------|
| 1—Base Ball Game | 2—Quoits |
| 3—Hop, Skip and Jump | 4—High Jump |
| 5—Running Jump | 6—Standing Jump |
| 7—Putting the Heavy Weight | 8—Pole Vaulting |

FOR LADIES

- | | |
|----------------------|----------------|
| 1—Throwing Base Ball | 2—Running Race |
|----------------------|----------------|

Come One, Come All! Turn out and have a good time.

G. R. ALEXANDER,

J. H. MILLAR,

A. T. DRIGGS,

Committee.



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. Lennen, Shepherd, and H. Dolson, St. Charles.

The Effect of Light on Pharmaceuticals.

The question of the action of light on medicinal preparations, deleterious or otherwise, is of great importance. It does not receive the consideration by the average pharmacist that its importance deserves. A pharmacist who desires to dispense none but preparations of full medicinal activity must carefully consider the storage of the various preparations manufactured or handled by him as regards their exposure to, or exclusion from, light.

Galenical preparations, such as fluid extracts, tinctures and medicinal wines, should not be kept in clear glass containers. When so kept, they always throw down more precipitate than when stored in bottles made of amber glass. Whether the precipitates formed in these preparations are active or not, they prove that light has a decomposing action upon some of the constituents of the drug. Containers made of blue glass are of no use, as it is well known that the blue rays of light are the most active chemically.

Vinum Carnis et Ferri, N. F., should be stored in amber colored bottles and protected from the light as much as possible. I have stored two portions of this preparation, one in clear glass and the other in amber bottles, and have found that the portion in clear glass gave a copious precipitate on standing two or three weeks, while that in amber bottles contained only a trace of precipitate.

Volatile oils should be kept in their original containers and in as dark a place as possible. It is a reprehensible practice to pour fresh volatile oils into shop bottles containing traces of old oxidized oils. In such cases the fresh oil is not only contaminated with the old terebinthinate oil, but its oxidation is greatly hastened.

Elixirs containing ferric phosphate or pyrophosphate should be kept in amber glass, as when exposed to the light they gradually darken in color. The same is true of syrupus hypophosphitum compositus.

On the other hand, some preparations require the brightest light in the store to keep them in prime condition. Such a one is syrupus ferri

iodidi. I am at a loss to understand why the directions for keeping this preparation in the light, contained in the U. S. P. of 1880, were not incorporated in the 1890 edition. If this syrup is carefully made according to the U. S. P. process, placed in two-ounce clear glass containers completely filled, and then put in a good light, it will keep almost indefinitely, retaining its pale green color and remaining in all respects satisfactory.

Z. Lee Brown.

Formula for a Hydrogen Peroxide Skin Lotion.

Hydrogen peroxide is a powerful oxidizing and decomposing agent of an unstable nature, and could not be well combined with other preparations, as the reactions would be very apt to destroy the peroxide. Many attempts have been made by manufacturers to overcome this tendency to decomposition.

Solutions of hydrogen dioxide can't exist in alkaline or neutral media, a certain percentage of acid being required to keep the solution from immediately decomposing. An excess of acid must be avoided, as it acts no better as a preservative than just a sufficient quantity to maintain an acid condition.

Certain bodies appear to exert a retarding effect upon the decomposition, the following being the most efficient, and in the order given: boroglyceride, salicylic acid, boric acid, alcohol, sodium salicylate, acetanilid and salol. The latter three, however, cause precipitates. The best way now known is to use the pure peroxide by itself as a skin lotion.

Joseph Lingley.

Wine of Muira-Puama.

The following formula is suggested by Profs. Caesar and Loretz:

One hundred parts of the coarsely powdered drug are macerated in a mixture of 25 parts of alcohol (90 per cent.), 25 parts distilled water, and 950 parts of sherry wine, for ten days, strained, expressed and filtered. The dose is said to be 20 to 30 grams two or three times a day.

The same authors give the following formula for a fluid extract: 100 parts muira-puama in coarse powder, 20 parts 90 per cent. alcohol and 10 parts of glycerin are mixed together, allowed to stand two hours, packed in a percolator and percolated with diluted alcohol, the product being finished according to the general directions of the German Pharmacopoeia for fluid extracts, and requiring from 400 to 500 p. of the diluted alcohol of that Pharmacopoeia. The dose is 2 to 3 grams daily. H. W. Sparker.

Say "Evaporated Cream" Is a Fraud.

Representatives of the largest condensed milk manufacturing concerns in the country appeared in Chicago on Wednesday before a committee of the Association of Official Agricultural Chemists of the United States and protested against the standard of quality proposed for evaporated cream. The Committee was authorized by the Department of Agriculture to determine the standards of purity of food products. For twenty

years the term "evaporated cream" has been the trade name used for condensed milk. The Committee, believing this term deceptive, will recommend that the product sold under the name of evaporated cream shall be exactly what the trade name implies. The Committee took the protest under consideration.

The Drug Market.

Opium—Is very firm. It is said that the cost of importation is above our selling price. Another advance is looked for.

Morphine—Is unchanged.

Quinine—Is steady.

Chloroform—Is steady at the decline.

Cod Liver Oil—Is weak and tending lower.

Oil Peppermint—Is steadily declining on account of the approach of the new crop.

Caraway Seed—Has advanced and is tending higher.

Foenugreek Seed—Is very firm and stock is small. Higher prices are looked for.

Linseed Oil—Has advanced and is tending higher on account of the advance in flaxseed.

Will Not Handle Maraschino Cherries.

Pittsburg jobbers have decided not to handle Maraschino cherries, nor any cherries or cherry syrups that show the least flavor of hydrocyanic acid, even although it should come from the mere crushing of the pits. The cause for this decision is the refusal of the State dairy and food authorities to permit their sale. Only whole cherries in syrup, and genuine cherry syrup free from artificial flavoring can be legally served. Soda dispensers when ordering from salesmen should demand a written agreement signed by responsible firms, that any fines they may incur by selling their products will be refunded them.

Foam Producer for Soda Water.

Six to eight drams of a freshly prepared fluid extract of licorice root added to each gallon of syrup has been recommended. While Irish moss, white of egg or gelatin hasten the deterioration of syrups, also clog the drain pipes, and soapbark, sarsaparilla or yerba santa leave an unpleasant after-taste, it is claimed that licorice has none of these drawbacks, and is superior in every way for those syrups where a slight tinge of color is no objection.

The devil usually applauds the man who roars at him in prayer meeting.

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

FIREWORKS



**For
Public
Display
Our
Specialty**

We have the goods in stock and can ship on short notice DISPLAYS for any AMOUNT.

Advise us the amount you desire to invest and order one of our

Special Assortments

With program for firing.

Best value and satisfaction guaranteed. Our line of Fireworks for the trade, celebration specialties and decoration novelties is the largest in Michigan. Wait for our travelers.

FRED BBUNDAGE

Wholesale Drugs and Stationery
 Muskegon, Michigan

June's the month of

Roses

The advertising starts the sale

**Sweet Alsatian
Roses**

Quality of this Perfume Invites
 New Customers to Your Store

Order through your drug house or direct

PACKED

1 Pint Sweet Alsatian Roses
 16 double sheets of Music, perfumed.
 2 yards Roses, "Paul de Longpie"
 4 plates Roses, "Paul de Longpie"
 50 sample sheets music
 2 printed hangers and streamers
 All in one carton for \$5.00

The Jennings Perfume Co.
 Grand Rapids, Mich.

PILES CURED

DR. WILLARD M. BURLISON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum		Evechthitos		Tinctures	
Aceticum	40 8	Erigeron	1 00 1 10	Aconitum Nap's R	60
Benzolcum, Ger.	70 75	Gaultheria	1 00 1 10	Aconitum Nap's F	60
Boric	7 17	Geranium	2 25 2 35	Aloes	60
Carbolicum	26 29	Gossypii Sem gal	50 60	Alumina	60
Citricum	42 45	Hedera	1 40 1 50	Aloes & Myrrh	60
Hydrochlor	3 5	Juniper	40 21 20	Asafoetida	60
Nitrosum	8 10	Lavendula	30 21 25	Atropine Belladonna	60
Oxalicum	10 12	Limonia	30 21 10	Aurant Cortex	60
Phosphoricum, dil.	10 12	Mentha Piper	3 40 3 50	Benzoin	60
Salicylicum	42 45	Mentha Verid	5 00 5 50	Benzoin Co	60
Sulphuricum	1 1 1 1	Morhuiae gal.	1 25 1 50	Barosma	60
Tannicum	75 80	Myrica	3 00 3 50	Cantharides	60
Tartaricum	38 40	Olive	75 3 00	Capitulum	60
Ammonia		Picis Liquida	10 12	Cardamon	60
Aqua, 18 deg	4 6	Picis Liquida gal	92 35	Cardamon Co	60
Aqua, 20 deg	6 8	Ricina	92 35	Castor	60
Carbonas	13 15	Rosae oz	5 00 5 50	Catechu	60
Chloridum	12 14	Succini	40 45	Cinchona	60
Aniline		Sabina	40 45	Cinchona Co	60
Black	2 80 2 25	Santal	2 50 2 60	Columba	60
Brown	80 21 90	Sassafras	90 21 00	Cubebae	60
Red	45 2 50	Sinapis, eas. oz.	6 65	Cassia Acutifol	60
Yellow	2 50 2 50	Tigil	1 10 1 20	Cassia Acutifol Co	60
Baccas		Thyme	40 50	Digitalis	60
Cubebae	15 18	Thyme, opt	1 60	Ergot	60
Juniper	30 35	Theobromas	15 20	Ferri Chloridum	60
Xanthoxylum	30 35	Potassium		Gentian	60
Balsamum		Bi-Carb	15 18	Gentian Co.	60
Copaiba	45 50	Bichromate	13 15	Gulaca	60
Peru	41 50	Bromide	25 30	Gulaca ammon	60
Terebin, Canada	60 65	Carb	12 15	Hyoscyamus	60
Tolutan	35 40	Chlorate	12 14	Iodine	60
Cortex		Cyanide	34 38	Iodine, colorless	60
Abies, Canadian	18	Hydride	30 32	Kino	60
Cassia	30 35	Potassa, Bitart pr	30 32	Myrrh	60
Cinchona Flava	18	Potassa Nitras opt	6 65	Nux Vomica	60
Buonymus atro	18	Potassa Nitras	23 25	Opil	60
Myrica Cerifera	20	Sulphate po	15 18	Opil, camphorated	60
Prunus Virginl	15	Radix		Opil, deodorized	60
Quillaja, gr'd	12	Aconitum	20 25	Quassia	60
Sassafras	25	Althae	30 35	Rhatany	60
Ulmus	40	Anchusa	10 12	Rhel	60
Extractum		Arum po	20 25	Sanguinaria	60
Glycyrrhiza Gla.	24 30	Calamus	20 25	Serpentaria	60
Glycyrrhiza, po.	24 30	Gentiana po 15	12 15	Stromonium	60
Haematox, 1s	13 14	Glycyrrhiza pv 15	16 18	Tolutan	60
Haematox, 1/2s	14 15	Hydrastis, Canada	1 90	Valerian	60
Haematox, 1/4s	16 17	Hydrastis, Can. po	2 00	Veratrum Veride.	60
Haematox, 1/8s	16 17	Hellebore, Alba.	12 15	Zingiber	20
Ferra		Inula, po	18 22	Miscellaneous	
Carbonate Precip.	15	Ipecac, po.	2 00 2 10	Aether, Spts Nit 3f	35
Citrate and Quina	3 00	Iris flex	35 40	Aether, Spts Nit 4f	38
Citrate Soluble	55	Jalapa, pr	25 30	Alumen, grd po 7	3 4
Ferrocyanidum S.	40	Maranta, 1/4s	6 35	Annatto	40 50
Solut. Chloride	15	Podophyllum po.	15 18	Antimonl, po	4 5
Sulphate, com'l	2	Rhel	75 100	Antimonl et po T	40 50
Sulphate, com'l, by	70	Rhel, cut	1 00 1 25	Antipyrin	20
bbl. per cwt	7	Rhel, pv	75 100	Antifebrin	20
Sulphate, pure	7	Spigella	30 35	Argent Nitras oz	48
Flora		Sanguinari, po 24	50 55	Arsenicum	10 12
Arnica	15 18	Serpentaria	85 90	Balm Gilead buds	60 65
Anthemis	22 25	Senega	85 90	Bismuth S N .2	80 2 85
Matricaria	30 35	Smilax, off's H.	6 40	Calcium Chlor. 1s	9
Folia		Smilax, M	6 40	Calcium Chlor. 1/2s	10
Barosma	25 30	Scilla po 35	10 12	Calcium Chlor. 1/4s	12
Cassia Acutifol.	15 20	Symplocarpus	25	Cantharides, Rus.	1 75
Cassia, Acutifol.	25 30	Valeriana Eng	25	Capici Fruc's af	20
Salvia officinalis.	15 20	Valeriana, Ger	15 20	Capici Fruc's po	22
1/2s and 1/4s	18 20	Zingiber a	12 14	Capil Fruc's B po	15
Uva Ursi	8 10	Zingiber f	16 20	Carophyllus	20 22
Gummi		Semen		Caroline, No. 40	4 25
Acacia, 1st pkd.	65	Anisum po. 20	16	Cera Alba	50 55
Acacia, 2nd pkd.	45	Aptum (gravel's).	13 15	Cera Flava	40 42
Acacia, 3rd pkd.	35	Bird, 1s	4 6	Crocus	1 75 1 80
Acacia, sifted sts.	28	Carul po 15	10 11	Cassia Fructus	35
Acacia, po	45 65	Cardamon	70 90	Centraria	10
Aloe, Barb	12 14	Coriandrum	12 14	Cateceum	35
Aloe, Cape	25	Cannabis Sativa.	50 7	Chloroform	32 52
Aloe, Socotri	45	Cydonium	75 100	Chloro'm, Squibbs.	90
Ammoniac	55 60	Chenopodium	25 30	Chloral Hyd Crst 1	35 41
Asafoetida	35 40	Dipterix Odorate.	80 21 00	Chondri	20 25
Benzoinum	50 55	Foeniculum	18	Cinchonidine P-W	38 48
Catechu, 1s	13	Foenugreek, po.	7 9	Cinchonide Germ	38 48
Catechu, 1/2s	14	Lini	4 6	Cocaine	05 4 25
Catechu, 1/4s	16	Lini, gr'd. bbl. 2 1/2	3 6	Corks list d p ct.	75
Camphorae	81 85	Lobelia	75 80	Cresosotum	45
Euphorbium	40	Pharlaris Cana'n	9 10	Creta	2
Galbanum	41 00	Rapa	5 6	Creta, prep	2 5
Gamboge	25 35	Sinapis Alba	7 9	Creta, precip	9 11
Guaiacum	35	Sinapis Nigra	9 10	Creta, Rubra	8
Kino	45 60	Spiritus		Crocus	1 20 1 30
Mastic	60	Frumentl W D. 2	00 2 50	Cudbear	24
Myrrh	45	Frumentl	1 25 1 50	Cupri Sulph	6 8
Opil	25 35	Juniperis Co O T. 1	65 2 00	Dextrine	7 10
Shellac	40 50	Juniperis Co	1 75 2 50	Emery, all Nos.	8
Shellac, bleached	45 50	Saccharum N E. 1	90 2 10	Emery, po	6
Tragacanth	70 1 00	Spt Vini Galli	1 75 2 10	Ergota	60 65
Herba		Vini Oporto	1 25 2 00	Ether Sulph	70 80
Absinthium	4 50 4 60	Vina Alba	1 25 2 00	Flake White	12 15
Eupatorium oz pk	30	Sponges		Galla	23
Lobelia	35	Florida Sheeps' wl	3 00 3 50	Gambler	8 9
Majorum	28	Nassau sheeps' wl	3 50 3 75	Gelatin, Cooper	60
Mentha Pip oz pk	35	Velvet extra shps'	2 00	Gelatin, French	35 60
Mentha Ver oz pk	35	wool, carriage	1 25	Glassware, ft box	75
Rue	39	Extra yellow shps'	1 25	Glue, brown	11 13
Tanacetum V	23	Grass sheeps' wl,	21 25	Glue, white	15 25
Thymus V oz pk	25	carriage	21 25	Glycerina	15 20
Magnesia		Hard, slate use	21 00	Grana Paradisi	25
Calcined, Pat	55 60	Yellow Reef, for	1 40	Humulus	35 40
Carbonate, Pat	13 20	slate use	1 40	Hydrarg Ch Mt.	90
Carbonate K-M.	13 20	Syrups		Hydrarg Ch Cor	90
Carbonate	13 20	Acacia	50	Hydrarg Ox Ru'm	1 05
Oleum		Aurant Cortex	50	Hydrarg Ammo'l	1 15
Absinthium	4 90 5 00	Zingiber	50	Hydrarg Ungue'm	50 60
Amygdalae, Dulc.	50 60	Ipecac	50	Hydrargyrum	75
Amygdalae Ama.	50 60	Ferri Iod	50	Ichthyobolla, Am.	90 100
Anisi	1 45 1 50	Rhei Arom	50	Indigo	75 100
Aurant Cortex	2 20 2 40	Smilax Off's	50 60	Iodine, Resubi	4 85 4 90
Bergamili	2 50 2 60	Senega	50	Iodoform	4 90 5 00
Caliputi	35 40	Scilla	50	Lupulin	2 40
Caryophylli	80 85	Scilla Co	50	Lycopodium	1 15 1 20
Cedar	50 60	Tolutan	50	Macis	65 75
Cinopadii	3 75 4 00	Prunus virg	50	Liquor Arsen et	25
Cinnamonl	1 00 1 10	Syrups		Liq Potass Arsenit	10 12
Citronella	60 65	Acacia	50	Magnesia, Sulph.	2 3
Conium Mac	80 90	Aurant Cortex	50	Magnesia, Sulph bbl.	1 14
Copaiba	1 15 1 25	Zingiber	50		
Cubebae	1 20 1 30	Ipecac	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	49 65
Morphia, S P & W	35 2 60	Seidlitz Mixture	20 22	Linseed, pure raw	54
Morphia, S N Y	35 2 60	Sinapis	18	Linseed, boiled	50 55
Morphia, Mal.	2 35 2 60	Sinapis, opt	30	Neat's-foot, w str	65 70
Moschus Canton.	40	Snuff, Maccaboy,	7	Spts. Turpentine.	61 66
Myristica, No. 1	28 30	DeVoes	51	Paints	
Nux Vomica po 15	10	Snuff, S'h DeVoe's	51	bbl L	
Os Sepia	25 28	Soda, Boras	9 11	Red Venetian	1 2 2 3
Pepsin Saac, H &	1 00	Soda, Boras, po.	9 11	Ochre, yel Mars.	1 2 2 3
P D Co	1 00	Soda et Pot's Tart	25 28	Ochre, yel Ber	1 2 2 3
Picis Liq N N 1/2	2 00	Soda, Carb	1 1/2 2	Putty, commer'l	1 2 2 3
Picis Liq qts	1 00	Soda, Bi-Carb	3 5	Putty, strictly pr	2 1/2 2 3/4
Picis Liq pints.	2 00	Soda, Ash	3 1/2 4	Vermillion, Prime	
Pil Hydrarg po 80	60	Soda, Sulphas	2 2	American	13 15
Piper Nigra po 22	18	Spts, Cologne	2 60	Vermillion, Eng.	75 80
Piper Alba po 35	30	Spts, Ether Co.	50 55	Green, Paris	14 18
Pix Burgun	75	Spts, Myrcia Dom	2 00	Green, Peninsular	13 16
Plumbi Acet	12 15	Spts, Vini Rect bbl	2 00	Lead, red	6 7
Pulvis Ip'e et Opil	30 150	Spts, Vini Rect 1/2 b	2 00	Lead, white	6 7
Pyrethrum, bxs H	1 00	Spts, Vini Rect 10 gl	2 00	Whiting, white S'n	90
Pyrethrum, pv	20 25	Strychnia, Crystal	05 1 25	Whiting, Gliders	95
Quassia	8 10	Sulphur Subl	2 1/2 4	White, Paris Am'r	91 25
Quina, S P & W	22 32	Sulphur, Roll	2 1/2 3 1/2	Whit'g Paris Eng	1 10 1 20
Quina, S Ger.	22 32	Tamarinds	3 10	Universal Prep'd	1 10 1 20
Quina, N. Y.	22 32	Terebenth Venice	28 30	Varnishes	
Rubia Tincturum	12 14	Theobromae	45 50	No 1 Turp Coach	1 10 1 20
Saccharum La's	22 25	Vanilla	9 00	Extra Turp	1 60 1 70
Salacin	4 50 4 75	Zinci Sulph	7 8	Coach Body	2 75 3 00
Sanguis Dra's	40 50	Oils		No 1 Turp Furnl	00 1 10
Sapo, W	12 14	Whale, winter	70 70	Extra T Damar	1 55 1 60
				Jap Drver No 1 T	70 70

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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

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

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

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

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

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	
Rice		Cheese	
Rolled Oats			
Index to Markets			
By Columns			
	Col		
A		1	
Axle Grease		1	
B		2	
Bath Brick		1	
Brooms		1	
Brushes		1	
Butter Color		1	
C		3	
Confections		11	
Candles		1	
Canned Goods		1	
Carbon Oils		2	
Catsup		2	
Cheese		2	
Chewing Gum		2	
Chicory		2	
Chocolate		2	
Clothes Lines		2	
Cocoa		3	
Coconut		3	
Cocoa Shells		3	
Coffee		3	
Crackers		3	
D		4	
Dried Fruits		4	
F		5	
Farinaceous Goods		4	
Fish and Oysters		10	
Fishing Tackle		4	
Flavoring extracts		5	
Fly Paper		5	
Fresh Meats		5	
Fruits		11	
G		5	
Gelatine		5	
Grain Bags		5	
Grains and Flour		5	
H		5	
Herbs		5	
Hides and Pelts		10	
I		5	
Indigo		5	
J		5	
Jelly		5	
L		5	
Licorice		5	
Lye		5	
M		5	
Meat Extracts		5	
Molasses		5	
Mustard		5	
N		11	
Nuts		11	
O		6	
Olives		6	
P		4	
Pipes		4	
Pickles		4	
Sal Soda		4	
Playing Cards		6	
Potash		6	
Provisions		6	
R		6	
Rice		6	
S		7	
Salad Dressing		7	
Saleratus		7	
Sal Soda		7	
Salt		7	
Salt Fish		7	
Seeds		7	
Shoe Blacking		7	
Snuff		7	
Soap		7	
Soda		8	
Spices		8	
Starch		8	
Sugar		8	
Syrup		8	
T		8	
Tea		8	
Tobacco		9	
Twine		9	
V		9	
Vinegar		9	
W		9	
Washing Powder		9	
Wicking		9	
Woodenware		9	
Wrapping Paper		10	
Y		10	
Yeast Cake		10	

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CHEWING GUM	
American Flag Spruce.	55
Beeman's Pepsin	60
Black Jack	55
Largest Gum Made	60
Sen Sen	55
Sen Sen Breath Perf.	1.00
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	4
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	22
German Sweet	22
Premium	28
Vanilla	41
Caracas	35
Eagle	28
COCOA	
Baker's	35
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	12
Van Houten, 1/4s	12
Van Houten, 1/2s	20
Van Houten, 1s	72
Webb	28
Wilbur, 1/4s	41
Wilbur, 1/2s	42
COCOANUT	
Dunham's 1/4s	26
Dunham's 1/2s & 1/4s	26 1/2
Dunham's 1/2s	27
Bulk	23
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	11
Fair	12
Choice	15
Fancy	18
Santos	
Common	11 1/2
Fair	12 1/2
Choice	15
Fancy	18
Peaberry	18
Maracalbo	
Fair	15
Choice	18
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
F. G.	21
Mocha	
Arabian	21
Package	
New York Basis	13 50
Arbuckle	13 50
Dilworth	13 50
Jersey	13 50
Lion	13 50
McLaughlin's XXXX	
sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes.	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	43
CRACKERS	
National Biscuits Company's	
Brands	
Butter	
Seymour Butters	6 1/2
N Y Butters	6 1/2
Salted Butters	6 1/2
Family Butters	6 1/2
Soda	
N B C Sodas	6 1/2
Select	8
Saratoga Flakes	13
Oyster	
Round Oysters	6 1/2
Square Oysters	6 1/2
Faust	7 1/2
Argo	7 1/2
Extra Sweet Goods	
Animals	10
Assorted Cake	11
Assorted Novelty	8
Bagley Gems	9
Belle Rose	9
Bent's Water	17
Butter Thin	13
Chocolate Drops	17
Coco Bar	11
Cocoanut Taffy	12
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	18
Cracknels	16
Current Fruit	11
Chocolate Dainty	17
Cartwheels	10
Dixie Cookie	9
Fluted Cocoanut	11
Frosted Creams	9
Ginger Gems	9
Ginger Snaps, N B C	7 1/2
Grandma Sandwich	11
Graham Crackers	9
Honey Fingers, Iced	12
Honey Jumbles	12
Iced Honey Crumpet	12

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Imperials	
Indiana Belle	15
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	15
Lemon Biscuit Square	9
Lemon Wafer	16
Lemon Snaps	12
Lemon Gems	12
Lem Yen	11
Marshmallow	16
Marshmallow Cream	17
Marshmallow Walnut	17
Mary Ann	8 1/2
Malaga	11
Milk Coco Fd's honey	12
Milk Biscuit	8
Milk Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, Sco'd	9
Moss Jelly Bar	12
Muskegon Branch, Iced	11
Newton	12
Oatmeal Crackers	9
Orange Slice	16
Orange Gem	9
Penny Assorted Cakes	8
Pilot Bread	7
Pineapple Honey	15
Ping Pong	9
Pretzels, hand made	8 1/2
Pretzettes, hand m'd	8 1/2
Pretzettes, mch. m'd	7 1/2
Raisin Cookies	8
Revere	15
Richmond	11
Richwood	8 1/2
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9
Sugar Cakes, scalloped	9
Sugar Squares	9
Sultanas	15
Superba	8 1/2
Spiced Gingers	9
Urchins	11
Vienna Crimp	9
Vanilla Wafer	16
Waverly	10
Zanzibar	10
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	4 @ 7 1/2
Evaporated	6 @ 7
California Prunes	
100-125 25lb boxes	3
90-100 25lb boxes	3 1/2
80-90 25lb boxes	4
70-80 25lb boxes	4 1/2
60-70 25lb boxes	5
50-60 25lb boxes	5 1/2
40-50 25lb boxes	6 1/2
30-40 25lb boxes	7 1/2
1/4c less in 50lb cases.	
Citron	
Corsican	15
Currants	
Imp'd. 1lb pkg	6 1/2 @ 7
Imported bulk	6 1/2 @ 7 1/2
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers 3 cr	1 50
London Layers 4 cr	1 95
Cluster 5 crown	2 60
Loose Muscatels, 2 cr.	5
Loose Muscatels, 3 cr.	6
Loose Muscatels, 4 cr.	6 1/2
L. M. Seeded, 1 lb	6 1/2 @ 7 1/2
L. M. Seeded, 1/2 lb	6
Sultanas, bulk	8
Sultanas, package	8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	7
Med. Hd. Pk'd.	1 75 @ 1 85
Brown Holland	2 25
Farina	
24 1lb. packages	1 75
Bulk, per 100 lbs.	3 00
Hominy	
Flake, 50lb sack	1 00
Pearl, 200lb. sack	3 70
Pearl, 100lb. sack	1 85
Maccaroni and Vermicelli	60
Domestic, 25lb box	60
Imported, 25lb box	2 50
Pearl Barley	
Common	2 00
Chester	2 20
Empire	3 25
Peas	
Green, Wisconsin, bu.	1 15
Green, Scotch, bu.	1 25
Split, lb.	4
Sago	
East India	3 1/2
German, sacks	3 1/2
German, broken pkg.	4
Tapioca	
Flake, 110lb. sacks	3 1/2
Pearl, 130lb. sacks	3
Pearl, 24 1lb. pkgs	5
FLAVORING EXTRACTS	
Foots & Jenks	
Coleman's Van. Lem.	1 20
2oz. Panel	1 20 75
3oz. Taper	1 00 1 50
No. 4 Rich. Blake	2 00 1 50

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Jennings	
Terpeneless Lemon	
No. 2 Panel D. C.	75
No. 4 Panel D. C.	1 50
No. 6 Panel D. C.	2 00
Taper Panel D. C.	1 50
1 oz. Full Meas. D. C.	65
2 oz. Full Meas. D. C.	1 20
4 oz. Full Meas. D. C.	2 25
Mexican Vanilla	
No. 2 Panel D. C.	1 20
No. 4 Panel D. C.	2 00
No. 6 Panel D. C.	3 00
Taper Panel D. C.	2 00
1 oz. Full Meas. D. C.	85
2 oz. Full Meas. D. C.	1 60
4 oz. Full Meas. D. C.	3 00
No. 2 Assorted Flavors	75
GRAIN BAGS	
Amoskeag, 100 in bale 19	
Amoskeag, less than bl 19 1/2	
GRAINS AND FLOUR	
Wheat	
Old Wheat	
No. 1 White	1 02
No. 2 Red	1 02
Winter Wheat Flour	
Local Brands	
Patents	5 70
Second Patents	5 30
Straight	5 10
Second Straight	4 70
Clear	4 10
Graham	4 50
Buckwheat	4 60
Rye	4 20
Subject to usual cash discount.	
Flour in barrels, 25c per barrel additional.	
Worden Grocer Co.'s Brand	
Quaker paper	5 00
Quaker cloth	5 20
Spring Wheat Flour	
Roy Baker's Brand	
Golden Horn, family	6 15
Golden Horn, bakers	6 05
Pure Rye, light	4 45
Pure Rye, dark	4 30
Calumet	5 40
Dearborn	5 30
Clark-Jewell-Wells Co.'s	
Delivered	
Gold Mine, 1/4s cloth	6 75
Gold Mine, 1/2s cloth	6 65
Gold Mine, 1/4s paper	6 55
Gold Mine, 1/2s paper	6 60
Gold Mine, 1/4s paper	6 55
Judson Grocer Co.'s Brand	6 65
Ceresota, 1/4s	6 65
Ceresota, 1/2s	6 55
Ceresota, 1/4s	6 45
Lemon & Wheeler's Brand	6 60
Wingold, 1/4s	6 60
Wingold, 1/2s	6 50
Wingold, 1/4s	6 40
Worden Grocer Co.'s Brand	6 60
Laurel, 1/4s cloth	6 50
Laurel, 1/2s & 1/4s paper	6 40
Laurel, 1/4s	6 40
Wykes-Schroeder Co.	
Sleepy Eye, 1/4s cloth	6 30
Sleepy Eye, 1/2s cloth	6 20
Sleepy Eye, 1/4s cloth	6 10
Sleepy Eye, 1/2s paper	6 10
Sleepy Eye, 1/4s paper	6 10
Meal	
Bolted	2 50
Golden Granulated	2 65
St. Car Feed screened	22 00
No. 1 Corn and Oats	21 00
Corn, cracked	20 50
Corn Meal, coarse	22 00
Oil Meal	27 00
Winter Wheat Bran	18 00
Winter wheat mid'ngs	19 00
Cow Feed	18 50
Oats	
Car lots	34 1/2
Corn	
Corn, new	57 1/2
Hay	
No. 1 timothy car lots	10 50
No. 1 timothy ton lots	12 50
HERBS	
Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25
JELLY	
5lb pails, per doz	1 70
75lb pails	35
30lb pails	65
LICORICE	
Pure	30
Calabria	23
Sicily	14
Root	11
LYE	
Condensed, 2 doz	1 60
Condensed, 4 doz	3 00
MEAT EXTRACTS	
Armour's, 2 oz	4 45
Armour's, 4 oz	8 20
Liebig's, Chicago, 2 oz	2 75
Liebig's, Chicago, 4 oz	5 50
Liebig's Imported, 2 oz	4 55
Liebig's Imported, 4 oz	8 50
MOLASSES	
New Orleans	
Fancy Open Kettle	40
Choice	35
Fair	25
Good	22
Half barrels 2c extra.	
MINE MEAT	
Columbia, per case	
3 75	

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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	.25
Queen, 19 oz.	.45
Queen, 28 oz.	.70
Stuffed, 5 oz.	.15
Stuffed, 8 oz.	.15
Stuffed, 10 oz.	.20
PIPES	
Clay, No. 216	1.70
Clay, T. D., full count	.65
Cob, No. 3	.85
PICKLES	
Barrels, 1,200 count	.50
Half bbls., 600 count	.30
Small	
Barrels, 2,400 count	.70
Half bbls., 1,200 count	.40
PLAYING CARDS	
No. 90 Steamboat	.85
No. 15, Rival, assorted	1.20
No. 20, Rover enameled	.60
No. 572, Special	1.75
No. 98, Golf, satin finish	.20
No. 808 Bicycle	.20
No. 632 Tourist	.25
POTASH	
48 cans in case	.40
Penna Salt Co's	.30
PROVISIONS	
Barreled Pork	
Mess	.13
Fat Back	.14
Back Fat	.14
Short Cut	.13
Bean	.12
Pig	.18
Brisket	.15
Clear Family	.12
Dry Salt Meats	
S P Bellies	.9 1/2
Bellies	.9 1/2
Extra Shorts	.8 1/2
Smoked Meats	
Hams, 12lb. average	1.0 1/2
Hams, 14lb. average	1.0 1/2
Hams, 16lb. average	1.0 1/2
Hams, 18lb. average	1.0 1/2
Skinned Hams	1.1 1/2
Ham, dried beef sets	.13
Shoulders, (N. Y. cut)	.11
Bacon, clear	.10 1/2
California Hams	.7 1/2
Picnic Boiled Ham	1.1 1/2
Boiled Ham	.17
Berlin Ham pr'd	.8
Mince Ham	.10
Lard	
Compound	.5 1/2
Pure	.8
60lb. tubs, advance	.4
50lb. tubs, advance	.4
50lb. tubs, advance	.4
20lb. pails, advance	.4
10lb. pails, advance	.4
5lb. pails, advance	.4
3lb. pails, advance	.4
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
3/4 bbls.	3.75
1 bbl.	7.75
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 Butterine	
Solid, dairy	.10
Rolls, dairy	.10 1/2
Canned Meats	
Corned beef, 2	2.50
Corned beef, 14	17.50
Roast Beef	2.00
Potted ham, 1/4	.45
Deviled ham, 1/4	.45
Deviled ham, 1/4	.45
Potted tongue, 1/4	.45
Potted tongue, 1/4	.45
RICE	
Screenings	.2 1/2
Fair Japan	.3 1/2
Choice Japan	.4 1/2
Imported Japan	.4 1/2
Fair Louisiana	.4 1/2
Choice La. hd.	.45
Fancy La. hd.	.45 1/2
Carolina ex. fancy	.6 1/2
SALAD DRESSING	
Columbia, 1/2 pint	.25
Columbia, 1 pint	.40
Durkee's large, 1 doz.	4.50
Durkee's small, 2 doz.	5.25
Snider's large, 1 doz.	2.35
Snider's small, 2 doz.	1.35
SALARATUS	
Packed 60lbs. in box	.8 1/2
Arm and Hammer	.8 1/2

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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	.00
Lump, bbls	.75
Lump, 145lb kegs	.95
SALT	
Common Grades	
100 3lb sacks	1.95
60 5lb sacks	1.85
28 10 1/2 sacks	1.75
56 lb. sacks	.30
28 lb sacks	.15
Warsaw	
56 lb. dairy in drill bags	.40
28 lb. dairy in drill bags	.20
Solar Rock	
56lb. sacks	.20
Common	
Granulated, fine	.80
Medium fine	.85
SALT FISH	
Cod	
Large whole	@ 7
Small Whole	@ 6 1/2
Strips or bricks, 7 1/2 @ 11	
Pollock	@ 3 1/2
Herring	
Strips	.14
Chunks	.14 1/2
Holland	
White Hoop, bbls 8 25 @ 25	
White Hoop, 1/2 bbl 4 25 @ 50	
White Hoop, keg. 60 @ 70	
White Hoop mchs	@ 75
Norwegian	
Round, 100lbs	.3 75
Round, 40lbs	1.75
Scaled	.15
Trout	
No. 1, 100lbs	.7 50
No. 1, 40lbs	.3 25
No. 1, 10lbs	.90
No. 1, 8lbs	.75
Mackerel	
Mess, 100lbs.	13.50
Mess, 40lbs.	5.80
Mess, 10lbs.	1.65
Mess, 8lbs.	1.35
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	.12
Hemp, Russian	.4
Mixed Bird	.4
Mustard, white	.8
Poppy	.8
Rape	.4 1/2
Cuttle Bone	.25
SHOE BLACKING	
Handy Box, large, 3 dz.	2.50
Handy Box, small	1.25
Bixby's Royal Polish	.85
Miller's Crown Polish	.85
SNUFF	
Scotch, in bladders	.37
Maccaboy, in jars	.35
French Rapple, in jars	.43
SOAP	
Central City Soap Co.	
Jaxon	2.85
Boro Naphtha	4.00
Johnson Soap Co.	
Ajax	1.85
Badger	3.15
Borax	3.40
Calumet Family	2.35
China, large cakes	5.75
China, small cakes	3.75
Etna, 9 oz.	2.30
Etna, 60 cakes	2.10
Galvanic	4.05
Mary Ann	2.35
Mottled German	2.25
New Era	2.45
Scotch Family, 60	2.30
cakes.	
Scotch Family, 100	3.80
cakes.	
Weldon	2.85
Assorted Toilet, 50 car-	
tons	3.85
Assorted Toilet, 100	7.50
cartons.	
Cocoa Bar, 8 oz.	3.25
Cocoa Bar, 10 oz.	5.25
Senate Castle	3.50
Palm Olive, toilet	4.00
Palm Olive, bath	10.50
Palm Olive, bath	11.00
Rose Bouquet	3.40
J. S. Kirk & Co.	
American Family	4.05
Dusky Diamond, 50 Soz	2.80
Dusky D'nd, 100 Goz.	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

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Big Master, 100 bars	4.00
Marseilles White soap	4.00
Snow Boy Wash Pwr	4.00
Proctor & Gamble Co.	
Lenox	2.85
Ivory, 6 oz.	4.00
Ivory, 10 oz.	6.75
Star	3.10
A. B. Wisley	
Good Cheer	4.00
Old Country	3.40
Soap Powders	
Central City Soap Co.	
Jackson, 16 oz.	2.40
Gold Dust, 24 large	
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	.90
Sapolio, half gross lots	4.50
Sapolio, single boxes	.25
Sapolio, hand	.25
Scourine Manufacturing Co.	
Scourine, 50 cakes	1.80
Scourine, 100 cakes	3.50
SODA	
Boxes	5 1/2
Kegs, English	4 1/2
SOUPS	
Columbia	3.00
Red Letter	.90
SPICES	
Whole Spices	
Allspice	12
Cassia, China in mats.	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken.	40
Cassia, Saigon, in rolls.	58
Cloves, Amboyana.	18
Cloves, Zanzibar	12
Mace	55
Nutmegs, 75-80	35
Nutmegs, 105-10	35
Nutmegs, 115-20	45
Pepper, Singapore, blk.	15
Pepper, Singap. white.	17
Pepper, shot	17
Pure Ground in Bulk	
Allspice	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	16
Ginger, African	15
Ginger, Cochina	18
Ginger, Jamaica	25
Mace	18
Mustard	18
Pepper, Singapore blk.	17
Pepper, Singap. white	28
Pepper, Cayenne	20
Sage	20
STARCH	
Common Gloss	
1lb packages	4.05
3lb. packages	4 1/2
6lb packages	5 1/2
40 and 50lb. boxes	2 1/2 @ 3 1/2
Barrels	@ 2 1/2
Common Corn	
20lb packages	.45
40lb packages	.45
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 1/2 lb cans 2 dz in case	1.70
Pure Cane	
Fair	16
Good	20
Choice	25
TEA	
Japan	
Sundried, medium	.24
Sundried, choice	.32
Sundried, fancy	.35
Regular, medium	.24
Regular, choice	.32
Regular, fancy	.35
Basket-fired, medium	.31
Basket-fired, choice	.33
Basket-fired, fancy	.38
Nibs	.22
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	.20
Fancy	.40
India	
Ceylon, choice	.32
Fancy	.42

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TOBACCO	
Fine Cut	
Cadillac	.54
Sweet Loma	.34
Hiawatha, 5lb pails	.56
Hiawatha, 10lb pails	.54
Telegram	.30
Pay Car	.33
Prairie Rose	.49
Protection	.40
Sweet Burley	.44
Tiger	.40
Plug	
Red Cross	.31
Palo	.35
Hiawatha	.41
Kylo	.35
Battle Ax	.37
American Eagle	.33
Standard Navy	.37
Spear Head 7 oz.	.47
Spear Head, 14 1/2 oz.	.44
Nobby Twist	.55
Jolly Tar	.39
Old Honesty	.43
Tommy	.34
J. T.	.38
Piper Heidsick	.66
Boot Jack	.80
Honey Dip Twist	.40
Black Standard	.40
Cadillac	.40
Forge	.34
Nickel Twist	.52
Mill	.32
Great Navy	.36
Smoking	
Sweet Core	.34
Flat Car	.32
Warpath	.26
Bamboo, 16 oz.	.27
I X L, 5lb	.31
I X L, 16 oz. pails	.31
Honey Dew	.40
Gold Block	.40
Flagman	.40
Chips	.33
Kiln 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
Plow Boy, 1 1/2 oz.	.39
Plow 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-XXX	.30
Good Indian	.35
Self Binder, 16oz, 8oz, 2oz	.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 gr 11	
Pure Cider, B & B	.11
Pure Cider, Red Star	.11
Pure Cider, Robinson	.10
Pure Cider, Silver	.10
WICKING	
No. 0 per gross	.30
No. 1 per gross	.40
No. 2 per gross	.50
No. 3 per gross	.75
WOODENWARE	
Baskets	
Bushels, 10	1.10
Bushels, wide band	1.60
Market	.35
Splint, large	.60
Splint, medium	.60
Splint, small	.40
Willow, Clothes, large 7	.00
Willow Clothes, med m 6	.50
Willow Clothes, small 5	.50
Bradley Butter Boxes	

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 35

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Club 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



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

FRESH MEATS

Beef

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

Pork.

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

Mutton

Carcass @ 8 1/2
Lamb @ 11 1/2

Veal

Carcass 5 1/2 @ 8

Karo

CORN SYRUP

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

CLOTHES LINES

Sisal
60ft. 3 thread, extra. 1 00
72ft. 3 thread, extra. 1 40
90ft. 3 thread, extra. 1 70
60ft. 6 thread, extra. 1 29
72ft. 6 thread, extra. 1 50
90ft. 6 thread, extra. 1 75
120ft. 6 thread, extra. 2 00

Cotton Victor

50ft. 1 10
60ft. 1 25
70ft. 1 40

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 58
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb
Excelsior, M & J, 2lb
Tip Top, M & J, 1lb
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Saginaw;
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

FISHING TACKLE

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
2 to 2 1/2 in 11
2 in 15
3 in 30

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

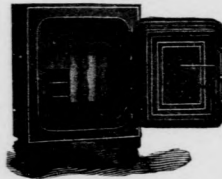
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

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 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.

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
Tradesman
Coupons

Our Summer Goods Sale

the feature of our June catalogue—emphasizes again one marked difference between The Butler Way and that of other wholesalers.

Four months ago our buyers began to look out for bargain lots of summer stuff. Every department was told to contribute a few real BARGAINS. The results are in our June catalogue in the form of goods your people are buying NOW.

Observe that while men with grips are already asking orders for goods you cannot sell until September or later, our offerings are revised prices for summer lines, that will be maintained complete up to the end of June anyway, and leaders for use in June.

Your present wants—to rid yourself of spring remnants, to push summer selling while the profit is to be made, to be sure you can get more of your summer things that prove to be big sellers—are the wants we supply.

For proof that The Butler Way of timely merchandising means more money for you—not next fall but right now—ask for the June catalogue, No. J541.

BUTLER BROTHERS

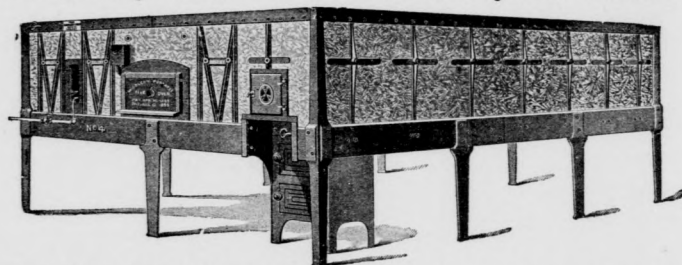
Wholesalers of Everything
By Catalogue Only

New York

Chicago

St. Louis

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



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

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

Leading the World, as Usual

LIPTON'S
CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

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



BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

For Sale—A six-light Ann Arbor Store Lighting System, used one year, good condition, will sell cheap. Address H. C. Walker, Byron, Mich. 649

For Sale—Hotel in thriving city. Steam heated, electric lighted, 31 rooms, \$2 per day. Everything new and modern, fine trade. Good location. Bar. Address No. 648, care Michigan Tradesman. 648

Bakery and confectionery. Only bakery in county seat Northern Indiana, 2,500 inhabitants, doing paying business; good shipping facilities; seven living rooms above; cheap rent; store and bake shop well stocked; price \$650. Come and see it. Other business compels me to sell. Geo. W. Brabrook, Knox, Ind. 644

Wanted—A partner in the banner town of Calumet, Michigan, to take half interest in the best selected, and most popular styles of boots and shoes in the county, having a fine trade, well-established. No hard times here. Always plenty of money. Address Box 504, Hancock, Mich. 645

For Sale—Old established wall paper, paint and picture frame stock, including decorating and contracting business. Annual volume of business, \$25,000. Reason for selling, wish to leave city. Address No. 651, care Michigan Tradesman. 651

Factory cost systems introduced and faulty ones mended. Comprehensive monthly reports formulated for boards of directors. Business propositions looked into for investors and fraudulent schemes exposed. Disinterested advice in all matters of company incorporation, organization, financing and operation. How to underwrite stocks and bonds, realize on patents, etc. Special terms to small concerns and those just starting. Geo. F. Card, M. E. E. E., Three Rivers, Mich. 647

For Sale—32-station Lamson Cable Cash System, in fairly good condition; price \$25 per station. Address Herpolsheimer Co., Grand Rapids, Mich. 646

For Sale—Quick, racket store, best opening in Michigan. Must sell in 10 days or not at all in order to complete another deal. Best town and location. No speculators. Price \$3,000. Address Department Store, care Tradesman. 655

Quick—Wanted general stock or stock shoes for cash. Give full particulars first letter. Address Ross E. Thompson, 1004 Iglehart St., St. Paul, Minn. 643

For Sale—Clean general stock and store building and warehouse located in good town on Pere Marquette Railway, 85 miles from Grand Rapids. Good farming country. Property will inventory about \$8,000. Owner will sell for \$4,000 down and balance on time. This is the opportunity of a lifetime. Address No. 656, care Michigan Tradesman. 656

For Sale—Dry goods, boot and shoe and grocery store, located at Sheffield on Grand Trunk R. R., size 32x44 feet, with living rooms attached. Good well, good cistern. One good stone cellar for butter and eggs. Large wooded and ice house. One barn with driving floor suitable for six horses. One acre of land. Also if desired, one good frame warehouse with team scales and office. For particulars enquire of Chas. Sipples, Sheffield, Mich. 642

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

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 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

Wanted—To buy stock of merchandise from \$4,000 to \$50,000 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

Wanted—Stock of general merchandise or clothing or shoes. Give full particulars. Address "Cash," care Tradesman. 524

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

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

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

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

For 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—\$8,000 stock of boots, shoes and rubber goods. Good established business and all new desirable goods. Only exclusive shoe stock in city. Owner's health failed and stock will be closed out for cash or good securities. Thrifty town of 3,000 in Central Michigan. Address Lock Box 83, Corunna, Mich. 641

For Sale—Best paying store in Michigan. Stock groceries and shoes, inventory \$3,500. A bargain. Address 232 N. 52nd Ave., Chicago. 623

40-Acre Farm, wire fenced, 15 acres cleared. Good frame house. Young orchard. Will sell or exchange for stock of general merchandise. Address Lock Box 227, Roscommon, Mich. 634

For Sale—Good clean drug stock, doing good business in a hustling town of 500. Invoices about \$1,200. No competition. Owner has too much other business. Address Lock Box 213, Rose City, Mich. 637

For Sale—First-class drug stock in first-class Southern Michigan town of 1,300 inhabitants. Invoices \$2,500. Will sell for \$1,800 if taken before July 1. Other business. Address J., care Tradesman. 639

\$25,000 will buy 207-acre oil lease, six oil wells, one gas well and all equipments for lease. Only 30 acres drilled off East. 200 feet from west line. Well made 6,200 barrels 27 days. Cheap lease at \$150,000. Reason for selling, no means to work lease. One-third down, balance on easy payments. One-half taken in land or merchandise. R. F. Brammer, Albany, Ind. 640

Wanted—Man to engage in an up-to-date baking, confectionery and catering business. Good location can be secured and elegant opening for money making business in this line awaits the right man. I would be willing to help good man get started and back him financially if necessary until he could carry it alone. The town is greatly in need of an up-to-date establishment of this kind and the need is continually increasing, so a good man could not fail to succeed. J. H. Edsall, Greenville, Mich. 628

Department store located in one of Michigan's best cities. Stock about \$35,000. Annual business, \$125,000. Will sell or rent building. Apply for particulars to "Y. B." care Michigan Tradesman. 627

Wanted—I will pay cash for small stock of general merchandise in a town of 500 to 1,000 inhabitants. Southern Michigan preferred. Address N., care Tradesman. 614

For Sale—Having outgrown our present quarters, we offer for sale the three large buildings we now occupy on Ottawa and Market streets and G. R. & I. railroad, with such portion of the power plant as may be desired; 200,000 square feet of floor surface, sprinkled throughout; location unsurpassed for wholesale business, exhibition purposes, storage warehouses or investment in central business property. Apply to Wm. H. Gilbert, Agent, 104 North Ottawa. Grand Rapids Refrigerator Co., Grand Rapids, Mich. 613

Wanted—To buy stock of general merchandise, \$10,000 to \$15,000. Outside of Chicago. Address No. 620, care Michigan Tradesman. 620

Our 16, 18 and 21 ft. family launches make an enjoyable outfit. We build all kinds of pleasure boats. Main office and works, McHenry, Ill., on Fox river, connecting with Fox Lake regions. Hunter-Weekler Boat Co., 138 Washington St., Chicago, Ill. 619

For Sale—Wholesale fish business, cold storage plant, etc., a most excellent opportunity; about \$3,500 required. Address Lindquist Bros., Marinette, Wis., Menasha Station. 625

We pay cash for information. Representatives everywhere, an opportunity to increase your income \$5 to \$25 weekly without interference with regular occupation. No canvassing. Colburn & Sharp, Hoboken, N. J. 621

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

For Sale—Bakery. Good location. Doing nice business. Apply to Judson Grocer Co. 589

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

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

Wanted—Location for dry goods and notions. Population 2,000 to 10,000. Address R. Sabel, 58 Eureka Ave., Wyandotte, Mich. 608

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

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—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

POSITIONS WANTED.

Wanted—Position, either groceries, shoes, gent's furnishings or general store. 12 years' experience as salesman and manager. References. Address Salesman, care Tradesman. 638

HELP WANTED.

Wanted—Man to do general work in a general store. State age, experience and amount of salary wanted. Address No. 650, care Michigan Tradesman. 650

Wanted—Dry goods salesman of experience. Wages \$50 per month. Palmer & Hobbs Co., Kalkaska, Mich. 653

Wanted—Position as salesman in general store or on grocery wagon. Experienced. References furnished. Have some knowledge of pharmacy. Address No. 654, care Michigan Tradesman. 654

Wanted—Capable man to take charge of clothing, groceries, boot and shoe and dry goods departments. Address National Supply Co., Lansing, Mich. 624

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

Salesman to carry a good side line that will pay traveling expenses. Sells to house furnishing, general and hardware stores. Pocket model free. Season now on. Novelty Mfg. Co., Ottawa, Ill. 339

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

MISCELLANEOUS.

To Exchange—80 acre farm 3½ miles southeast of Lowell, 60 acres improved, 5 acres timber and 10 acres orchard land, fair house and good well, convenient to good school, for stock of general merchandise situated in a good town. Real estate is worth about \$2,500. Correspondence solicited. Konkle & Son, Alto, Mich. 604

Want Ads. continued on next page.

YOU'LL BE SURPRISED

at the results obtained from

Expert Auctioneering

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

A. W. Thomas Auction Co.
477 Wabash Ave., Chicago

THE AUCTIONEER WHO NEVER HAS HAD A FAILURE.

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

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

MAKE US PROVE IT



I. S. TAYLOR

F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

TRADING STAMPS.

Why the Craze Has Subsided in This Country.

The failure of one or two trading stamp concerns, and the general falling off of business for the others, marks the rapid decline of this scheme for promoting business and benefiting the schemers. The scheme was shrewdly planned, and without doubt offered attractions to those who were first approached with the proposals for exclusive use of the stamps. No doubt also the first users of the stamps found them a decided advantage for increasing sales, and hence there was a remarkable development of the trading stamp operations.

But there are millions of people looking for good things, and the one who develops a good idea is sure to have plenty of imitators, who will follow him closely and even improve on his methods. So it was that the original trading stamp concern did not long have the field to itself, and the merchants who secured the exclusive use soon found that competitors were able to make equally attractive offers in the way of stamp giving and premiums. Thus, it developed that when everybody could give the premiums there was no advantage in it for anybody and the result was that the merchants paid a heavy tax on their business to the trading stamp concerns with no corresponding benefit.

When the trading stamp plans first came before the public there was naturally a feeling of alarm on the part of merchants who could not get the stamps and who saw business going to the firms having them. As usual in such cases there was a resentment against the successful firms and demands for new laws to suppress the stamp issuing. Later on associations were formed, and in some states the legislatures were prevailed upon to pass laws designed to suppress the stamps, or at least regulate their use. Most of these laws went too far and were such clear invasions of individual rights that they were declared void by the courts because in attempting to do away with a minor evil they would establish greater evils.

In previous references to the stamp giving plans it has been held that there was little need of special laws for regulating business methods because all evils of this kind can be depended upon to work out their own cures. As everybody knows more than anybody and the greed for gain is always present as the vital moving force for business operations, there are few evils indeed that competition will not ultimately regulate. The bigger the profits of a successful concern the more eager will be the competition, while on the other hand the attempts at suppression or limiting profits by drastic legislation must be the most effective means for scaring off the competition that would otherwise come.

In the matter of the trading stamps, for example, new stamp issuing concerns were quickly in the field for a share of the wealth that the merchants were willing to contribute, and the exclusive benefit idea disappeared.

But while it was easy for merchants to take the stamps in the first place it was a different matter to be a leader in giving them up as long as others were using them, and the stamp concerns were spending money to make a public demand for the stamps. In some places merchants came together in a common sense way and by united action discontinued using the stamps, but while the public craze for the stamps lasted merchants generally could do nothing but pay up to the companies and cover the expense by increased prices when possible.

Finally comes the last stage when competition of the stamp concerns brings concessions in the prices of the stamps to the merchants with more value in the premiums for the public, thereby cutting into the previous good things in the way of profits until failures result. In the meantime the public have learned that the stamps are for the most part a delusion, and that in most cases also they are dearly paid for in the prices for the goods. The stamp concerns can not afford to keep up their advertising with the vanishing profits, and as the buyers cease to trouble about the stamps merchants will find it advisable to discontinue giving them. Thus the trading stamp craze will have run its course.

In much the same way most of the other evils in mercantile affairs which loom up in threatening proportions fade away when the inexorable force of competition comes into play. With the large combinations or trusts it seems at times as though competition was stifled, but when the chances for big profits are in sight the brains of the outsiders can be depended upon to find some way of getting at the same. Only a few years ago newspapers were publishing lists of over a hundred trust organizations, and there was a genuine alarm as to the future results from such control. But of all this list how few remain and how few of the survivors have any power of control in the market!

If the trust scare had brought about the enactment of the repressive laws that were called for when the big organizations were formed it is safe to say that competition would have been hampered also. When all were left free, however, organization was met by other organizations, and the capital required, no matter how large, was easily obtained. The big organizations proved that certain economies were possible and these were the basis of promises for larger profits. But the outsider saw all these possibilities and in almost every instance, as the result of the competition, the economies have gone to the public in lower prices rather than to the trust organizations in larger profits.

So it is wiser when these questions of business methods come up not to get too excited over them. They may look threatening enough, and where evidence of extortion appears it is not easy to be patient and look pleasant. But until greed for gain is eliminated from human nature no few individuals can control the opportuni-

ties for profit. The relief from attempted extortion may be slow in coming at times, but it is sure to come, and all such contests as surely result in permanent gain for the public in the lower prices, better products or better conditions that follow.—Boot and Shoe Recorder.

Molasses Better Than Vinegar in the Business World.

Written for the Tradesman.

Reader, you who earn your bread in some "busy mart of trade," did you ever stop to consider what an influence for cheerfulness is a pleasant smile? Think of those with whom you work side by side. Are you fondest of those sour-looking ones who pass to a desk, or other department, with never a gay "Good morning!" Do you anticipate with joy the meeting with those fellow-workers who brush past you with head down or averted eye, as if they were either ashamed of something they had done or wished to ignore your very existence—you never can be sure which? Do you like best those around you who are always watching out for the chance to find some flaw in your work, something they can "pick on you" about?

"No," you will find your heart saying, "I do not like the people best who go out of their way to do the disagreeable. I prefer those who are kind and gentle to me; who greet me of a morning with a smile that comes from the heart and makes all my day the brighter for it. I like best those who fling me a merry 'Good morning!' on their flying way to get out of their wraps before the signal rings to begin work."

Verily, there be some from whom we expect a smile every time the eyes meet. Then there be those others whom we dread to encounter, for they ever have a look of chilly disapproval, of cold disdain to regard us with—they seem to think we enjoy that kind of glances. Or, mayhap they go a step farther and, as we meet them casually, make remarks to us that poorly veil a sneer. They seem either to freeze up at our approach or else make a spitfire of themselves until we sincerely wish we might never behold them again.

I have known two workmen to stand at the same bench—where they were allowed to talk a little at their work if they didn't let it interfere with what they were engaged on—and one would be humming a blithe little chanson, glancing out of the corner of his eye, meanwhile, at his companion to see if he wasn't "livened up a bit," only to be met with some bitter fling, some rankling slur, that caused the song to die on his lips, while a slow flush of resentment would mount his forehead at the unwarranted spoiling of his happy mood.

Two book-keepers I recall in a dry goods store; one was the successor of the other.

It might have been something in their physical make-up that had to do with it—probably was; at any rate, the first to render service to the firm was a round-faced little rolly-poly

of a girl. Whenever she looked at you her face wreathed itself in smiles. It was easier for her to laugh than to breathe; and yet it was never strident laughter—just a little bubbling-over that was as spontaneous as the song of a lark at Heaven's gate. Never obtrusive, never thrusting herself upon one, she yet was a wall of strength to lean on, because of her beautiful, sympathetic nature.

Book-keeper No. 2 was the antithesis of the one just spoken of. Lean and lank, she towered above one, always with such a menacing look on her sallow old hatchet-face that the other workers in the place were glad to flee her presence. Always scowling, always complaining, always muttering some meanness, she was so cross and crabbed that every one was glad when she left her post to marry a farmer and make his life wretched instead of theirs.

Also some employers are tardy in their obligation to scatter brightness. It would seem they go on the principle that, if they say a cheerful say or smile a gladsome smile, advantage will be taken of it and the result be less work ground out of those under them. But, mark my word, grouchiness but engenders grouchiness and makes unwilling workers of those who, under the sunny influence of a goodnatured employer, only hustle the harder to make up for a bit of time lost in the exchange of a little pleasantry. The man who disseminates fear never warms people to him.

Smile, if you have to get up an hour earlier each day and practice on it! Suzanne.

Rare Achievements of a Boy Who Dreamed.

It appears that back of the seedless apple, produced by John F. Spencer, of Colorado, is a lifetime of patient effort and determination to achieve the results now apparent. As a boy he was interested in experiments with plants, and dreamed of an apple without core and seeds. Three of his apples exhibited recently in London sold for twenty-five dollars. One of the striking peculiarities of the new trees is the absence of blossoms. In place of these three or four small green leaves grow from the twig around the young apple to shelter it.

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