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Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JUNE 14, 1905

Number 1134

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DIRECTORS SHOULD DIRECT.

One by one and two by two the directors are resigning from the board of the Equitable Life Assurance Society. Their action is prompted by a desire to cut loose from a disagreeable and disreputable affair and because they no longer desire to be identified with such management as this corporation has and has had for some years. Resigning is not altogether the bravest or the best thing for good men to do under such circumstances. If these men, who are so careful about their reputations that they do not desire to be longer connected with an institution run as this has been, had taken a little more trouble about it beforehand, things would not now be found in such disgraceful condition. The fact about it is, of course, that the managers sought to have a lot of good names to advertise as their board directors and these men, for reasons which to them seemed sufficient, accepted the positions and carefully evaded and avoided most of the active work. When a man accepts the responsibility of a directorship or a trusteeship it is his business to see to it that so far as he can be of influence, the affairs shall be properly, honestly and wisely conducted.

The Equitable and some of its directors were sailing under false colors. The company in publishing and widely advertising the names of eminently and thoroughly trustworthy financiers led people to believe that in the management of its affairs it had the benefit of the wisdom and counsel of men whose success had been exceptional. People were thus induced to make investments with the company on these representations. On the other hand these men gave the use of their names, but did not spend any time or give any attention, and permitted abuses to grow up until the conditions became intolerable and revelations were decidedly disadvantageous. The disclosures are discreditable. The worst of it is that they tend to create uneasiness and occasionally lack of confidence in

similar institutions which are better managed. If these directors, instead of resigning after the trouble had been disclosed and they were criticised by the people, had devoted themselves to preventing the abuses or to remedying them, they would have rendered much more valuable service. These directors can not escape responsibility nor ought they to escape criticism. It is idle for them to say they did not know, for while that is true, it was their business to know. Positions of this character should not be accepted unless the incumbent is willing to and proposes to give the enterprise a reasonable amount of careful attention.

MUNICIPAL GRAFT.

The city administration of Chicago, under its newly-elected Democratic Mayor, Judge Dunne, is engaged in an active struggle to get possession of, and to operate under municipal control, the street railroad system of that city, most of the lines composing it having reverted to the city's control under, of course, certain conditions.

The Chicago Tribune, with characteristic enterprise, has sent a member of its staff to Glasgow, Scotland, where the street railways are successfully operated by the city government. In a dispatch to the Tribune, the correspondent asks: "Why are British cities generally honest, and why are American cities generally dishonest, so far as municipal government is concerned? There should be some approach to a solution of these great questions before any serious attempt is made to turn over great properties, involving the expenditure of hundreds of millions of dollars, to the grafters and the loafers who make the rank and file so often of the ordinary civil service in our American cities."

Whatever may be the proper answer to this question, the fact remains that the city governments of most American cities are rotten with political corruption and graft. They are commonly under the control of politicians of the pot house and trades union stripe whose sole ambition appears to be to perpetuate themselves or their agents in office and to enrich themselves at the public expense. This is not to be wondered at when it is recalled that practically every trades union devotes itself almost wholly to the creation and perpetuation of grafting practices.

According to the correspondent mentioned, Glasgow is in the hands of its business classes exclusively, so far as all actual management is concerned. The Lord Provost, Sir John Ure Primrose, for instance, is a flour merchant, or at least he was before

he undertook the duties of his present office. Since then, of course, he has worked for the municipality all day long without a penny of pay and with no reward except the honor of having done well by his native place, and being given a baronetcy instead of the knighthood, which is the ordinary reward for the chief magistrates of the large cities. He is of the best type of the British merchant, and his associates in the Council are exclusively the same kind.

Theoretically, municipal ownership and control fill all the requisites of the American idea of popular government, but in practice they have failed most woefully. It is a frightful reflection on the American people that their politics, and particularly their city governments, are so corrupt, but the fact remains. The alleged best citizens could have it otherwise if they would, but they do not, and it must be assumed that they are satisfied with the corruption and graft—if they are not parties to them.

The usefulness and popularity of the rural free delivery system are attested by the fact that 4,708 petitions for the establishment of new routes are now on file. The work of extending the service is proceeding as rapidly as possible. Rural routes are being ordered into effect at an average rate of about six hundred a month. With the beginning of the next fiscal year, July 1, when the new appropriation for rural free delivery becomes effective, a large number of routes will be established, the service to start on August 1. New York has 1,630 active routes, many counties being entirely covered by the service. Only seventy-eight petitions from this State are now pending.

The union street car employes at Saginaw and Bay City are having all kinds of fun stoning cars, cutting trolley wires, obstructing tracks and assaulting and maiming the employes who refuse to quit work at the behest of the walking delegate. Let them have their fun now. In a short time there will be no street car union in either city. Union ruffians and sluggers and murderers will be relegated to the background and the cars will be manned by sober, industrious, thrifty men who would sooner cut off a hand than join an oath-bound organization whose sole object is the support of the saloon, the brothel and anarchistic doctrines and tendencies.

The Japanese are to send all the Russian naval prisoners home. As Russia has no important ships left in service there is not much danger that the prisoners will do any more fighting.

WINDOW TRIMMING

Brilliant Window in Hardware Establishment.

The person who is fond of color, who revels in it, who fairly gets intoxicated with it, would rave over the gorgeous display to be seen this week in the large east window of Foster, Stevens & Co.

The general study of ceramics is a fascinating one, but when Japanese art in pottery is considered one has a most engaging field of investigation before him.

* * *

The following information, taken more or less bodily from a noted authority, throws considerable light on the subject for the layman:

Nothing definite was known of Japanese art until the holding, in 1867, of the Paris Exhibition, when the goods brought from that Oriental country surprised and delighted those especially interested in the progress of the far-off little yellow people. Their historians claim that the making of pottery was quite extensively practiced by them as early as 660 B. C., the art developing from the introduction of the potter's wheel by a priest named Giyogi, living in the Province of Idzumi. After the invasion of Corea, 200 A. D., by the Empress Jingo (who knows but the Yankee "By Jingo!" and the modified "By Jinks!" come from this source?) a number of Coreans settled in Japan and worked at the making of wares. By the end of the seventh century they had established factories in Hizen, the Raku factory at Kioto somewhere near 1550, one at Seto about 1590 and later one at Hagi. None of these had a lasting influence on Japanese art, with the exception of the celebrated kilns at Satsuma, the potting invaders forming themselves into a distinct and clanish colony. They were forbidden to intermarry with the Japanese.

China had a stronger influence on the pottery of these ancients.

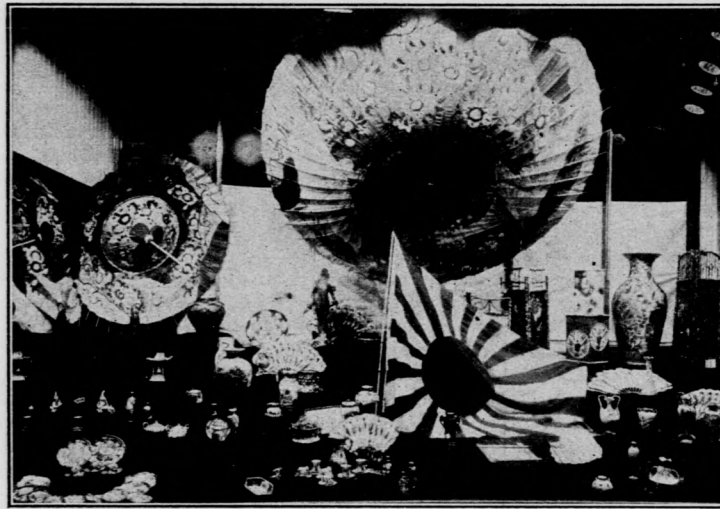
In the introduction of Tea Ceremonies is found an important effect on the art, about the fifteenth century.

About the close of the sixteenth century Europe began to receive specimens of Japanese pottery, carried thence by Portuguese traders. This was followed by the most stringent laws forbidding these commercial relations on pain of death, so bitter was the feeling against the traders. However, about 1673, an intrepid porcelain manufacturer of "Old Japan" in Hizen continued to carry on the proscribed trade with alien nations in defiance of the laws. He was discovered and "compelled to commit hara-kari." The possession of the Island of Deshima was allowed the Dutch and they continued business relations with different European countries. Hizen, having the best materials, has unceasingly made the choicest porcelain of any of the Prov-

inces, exporting it from the seaport of Imari, whence "Imari ware" derives its name. Miaco, now called the Province of Owari, Kaga, Satsuma and several other Provinces have contributed their quota toward making Japanese pottery famous. The coarsest wares are produced at Kutani, while the finest fabriques come from the Province of Hizen, Seto in Owari, also Kiyomidzu in the vicinity of Kioto, the work of the latter having the merit of extreme individuality.

The author to whom I am indebted for the above information pays this tribute to the Japanese artist in pottery:

"In the animal and vegetable kingdom he finds his inspiration and combinations of lovely colors. In flowers, foliage and birds, so true in form and tender in feeling, and yet withal so bold and graphic, the Japanese have no rival. The chrysanthemum, wisteria, the wild plum flower, the fir and the bamboo are the favorite flowers and trees. The crane, the eagle, the carp, and less frequently the horse



and fox, figure largely, whilst the extinct volcano of Fusi-yama is very much in evidence. A keen sense of humor is his, though sometimes leading to broad caricature. Beautiful fret borders abound. * * * His sense of diversity prevents his using one design only; frequently on one surface there are a dozen, bespeaking an immense wealth of creative power. * * * If he uses medallions they are generally of different shapes, irregularly disposed on the surface, and as often as not overlapping each other. He can imitate almost anything in pottery, wood with its different grains, ivory, brass, bronze, basket work—anything."

The author goes on to state that the Japanese potter has begun to model his work after European conceptions, "though why," says he, "it is difficult to understand."

The specimens of Moriagi ware—the small vases in the right foreground of the picture—are examples of the copying referred to. The coarse colors and broad treatment of the Austrians is imitated, overlaid with a delicate tracery of beading peculiar to themselves. I can see no

beauty in the modern Moriagi ware—to me it is hideous—though the antique, with the foreign influence lacking, is more pleasing.

The Jap flag in the center of the half tone belongs to Mr. C. C. Rood. Mr. Charlie Camburn was the possessor of the two gay paper umbrellas, but the immense one in the center has been sold to an out-of-town customer, who intends using it in his dining room. The handle is to be cut off and from the extremity of the ribs are to be hung, at regular intervals, tiny Jap lanterns. Of course, the umbrella will be hung "right side up." It will contribute more than a magnificent bit of color to the room for which it has been purchased. The rest of the room will be carried out in harmony with this idea. These resplendent umbrellas are also very decorative for porch purposes.

The wicker ginger jars have a curious history as to how they came to be used in this country and in European lands as lamps and jardinières. This, and many other bits of lore graciously furnished by Miss Emma

ities the two full days of the celebration and encroaching to some extent on the other days of the week, industrial as well as other conditions have been much disturbed, and it will require some extra hours during the next few weeks, in addition to those that have been necessary since the beginning of the year on account of the heavy business, for the factories in the city to get back to a normal basis. These institutions spent a great deal of time and effort in preparing for the jubilee.

The celebration last week witnessed the dedication of two public buildings and the laying of the cornerstone of a new postoffice, representing a total outlay of \$190,000, of which \$65,000 have yet to be expended in labor and material.

Will Run Trains By September 15.

Boyer City, June 13—A large force of men are at work on the extension of the Boyer City & Southeastern Railroad from the eastern terminus to Gaylord, a distance of 14.6 miles. The road crosses the G. R. & I. above grade at North Elmira about seven and three-quarters miles south of Boyer Falls. The road bed is being ballasted with gravel and 70 pound rail is being laid the entire distance. General Manager Agnew predicts that cars will be running into Gaylord by September 15 at the latest.

When Expense Did Not Count.

Mamma—Have some more sugar, Willie?

Willie—Why, you always tell me that more than one spoonful is bad for my health!

Mamma—That's at home. You're at a hotel now—take all you want.

Saves Oil, Time, Labor, Money

Revolving a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

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Grand Rapids, Mich. The Leading Agency

In Time of Peace Prepare for War

Now is the time to have your Steam or Hot Water Heating Apparatus put in working order for next winter's use. This is part of our business, and we want your orders before the rush comes on.

WEATHERLY & PULTE Heating Contractors

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

Leichner, in regard to the bric-a-brac in this very charming window of Mr. Arthur Haines, I would like to touch on, but I have already exceeded my allotted space.

Importance of Flint as a Vehicle City.

Flint, June 12—The importance of this city as an industrial center was never before more forcibly or convincingly demonstrated than on Wednesday of last week, when 600 or 700 vehicle workers marched in the big jubilee parade. Even this turnout was not more than a fairly good representation of this class of mechanics who find employment here, many of whom own their own homes, hundreds of others not being in line for the reason that they had neglected to provide themselves with the uniform that was adopted for the occasion, consisting of white duck throughout.

In consequence of the jubilee festiv-

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

OLD CARPETS INTO RUGS

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

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

THE YOUNG RUG CO., KALAMAZOO, MICH.

GONE BEYOND.

Edgar A. Hill, President Northwestern Yeast Company.

Edgar A. Hill, President of the Northwestern Yeast Co., who had been ill nearly a year, died at the family residence at Evanston last Wednesday. The funeral and interment took place on Friday.

Mr. Hill was a fine type of American manhood. He learned from practical experience under exacting employers and in minor positions the difficulties and discouragements of young men struggling for pay and promotion. It made him in after years exceedingly thoughtful and considerate of his working forces. He never asked as much of others as he had willingly done himself in these trial periods of his life. Before he came into his fortune he was a trained and able man of affairs, and demonstrated those qualities of sensitive honor and efficient industry which are the sureties of success.

The characteristic of his work was conscientious thoroughness. He had to be satisfied that the thing was clearly right before he would lend his influence or money, no matter how alluring the prospects of profits. He worked while others played and overcame mountains of detail generally left to assistants. Temporary failures might discourage others, but they energized his efforts. His relations with the heads of his departments made work a pleasure for these officials and won their best exertions and loyal service. Many are now holding high positions whom he recognized as young men of promise, watched with solicitude and promoted. His confidence was unbounded in those whom he trusted. The men who were the longest and most closely associated with him will cherish as their choicest memories many striking evidences of his unquestioning faith in their integrity and intelligence.

When he accepted a place as a director or trustee for business, education, charity or the church, he felt committed to give to it careful consideration and financial assistance. Serious risks and the advancing of large sums of money were often the penalties of the positions he had assumed. His business career is rich with enterprises he saved from bankruptcy and organizations and individuals he sustained until they were successful.

He gave most generously and his gifts covered a wide field. Few donors ever did so much good with an equal amount of money. He knew the wastefulness and wickedness of indiscriminate doles. His sensitive conscientiousness, methodical methods, careful investigation and rigid accounting governed his relations with benevolent organizations and charita-

ble efforts. He felt that he was the trustee of his great wealth and responsible for its use to God and his fellowmen.

He sacrificed ease and coveted recreation to promote the welfare of humanity, and wore out his strength and impaired his health by his labors in the many benevolent enterprises with which he was connected, and in seeking the most effective methods for distributing the money he gave annually in public and private charity.

Personally, Mr. Hill was a high-minded gentleman in all the relations of life. He was not sordid; he was not petty; he was not mean-spirited. His catholicity extended from his politics to his religion. He was never a trimmer and never a time-server. What he did, he did, and it remains to his everlasting credit that he never attempted to shirk his responsibility for it or to saddle the burden upon another. He was an American of Americans in ambition, in sentiment and in spirit. He served his family, his business associates, his state and his country faithfully, intelligently, honorably and patriotically, and the full record of his achievement gives him a high place in the history of his city, his state and his country.

The secret of Mr. Hill's brilliant career was threefold. He knew how, and loved, to discover talent. Into the hands of dozens of obscure and untried men he put the key of opportunity. Wholly free from national antipathy, race prejudice, or social narrowness, he measured his lieutenants by the single standard of ability to produce results. As an organizer, as a co-ordinator and manager of men, his rare gifts would have brought him fame in public life. He had an eagle's eye for opportunity and an insatiable appetite for fresh enterprise in fields that remain unperceived by the dull vision of the mediocre. In the arts of mercantile construction he was a gifted architect, and to build was the darling occupation of his bold and aspiring mind. Every actuality, every present-day condition that could affect the welfare of his company was the object of his assiduous study, but his also was the rarer power to connect the present with the distant future by new lines of policy. He had the statesman's instinct for tendencies as well as realities; and when the tendency of to-day became the fact of to-morrow it found him armed and prepared. With the magnanimity of a true leader, he feared no rivals; he reared and trained his own successors that his lifework might survive its author, that the company to which his labor was dedicated might thrive and prosper during the generations to come. Fidelity to a trust receives

its supreme, its heroic expression when the trustee strives to make himself dispensable.

As a just tribute to a life rich in effective performance and in deference to the sentiments of a wide circle of surviving friends, we record this testimony to the noble character, the massive and solid integrity, the large, warm, generous heart, the brilliant and gifted mind, the abounding energy of our beloved friend. As long as life and memory may linger in our mortal frames we shall cherish the recollection of his lofty spirit and winning manners, simple, sweet and genial. The benevolence of his heart shone out in the engaging smile, in the keen and penetrating yet kindly eye, which gained for him a friend in every acquaintance. No man ever lived whose granite-like probity inspired quicker or more lasting trust. To know Edgar A. Hill was to like him; to know him well was to love him and trust him to the gates of death. And what living creature ever trusted him in vain? His simple word was a tower of strength. When did he ever fail in the whole span of his short but shining life to fulfill his pledged faith with a chastity of honor that knew no stain—nay, when did he fail to beggar his promise by the opulence of his performance? Gifted he was, but his strength lay as much in moral weight as in mental endowment, and his remarkable success was only the destiny of character.

Recent Business Changes in the Buckeye State.

Belleville—J. W. Blair is succeeded by Black & Coleman in the boot and shoe business.

Dayton—J. G. Zwiesler, grocer and meat dealer, is succeeded by Eli Gustin.

Findlay—B. A. Wolf is closing out his stock of confectionery and cigars and will discontinue business.

Springfield—H. J. Kropp will continue the grocery business formerly conducted by W. H. White.

Vienna Cross Road—A. T. Robbins, poultry dealer, has gone out of business.

Wapakoneta—The jewelry business formerly conducted by Henry Hartman will be conducted in future by O. A. & C. S. Hartman.

Dayton—The creditors of Sievert J. Lewis, retail jeweler, have filed a petition in bankruptcy.

Findlay—L. McManness, who conducts a flour mill business, has uttered a real estate mortgage for \$10,500.

Mansfield—The Richland Vehicle Co., which does a manufacturing business, has uttered a real estate mortgage for \$50,000.

Toledo—Suit has been commenced against Frank Warneke, ladies' tailor, on a claim for \$198.

Port Clinton—The creditors of James McGrath, dealer in fruit and confectionery, have filed a petition in bankruptcy.

Warren—The Cream of Oats Co., Ltd., has made an assignment.

Recent Business Changes in the Hoosier State.

Fort Wayne—Frank W. Kelsey has sold out his stock of kitchen supplies.

Indianapolis—M. Blieden, wholesale dealer in men's furnishings, is succeeded by Blieden & Blumberg.

Indianapolis—The Muir Millinery Co., which does a wholesale business, has increased its capital stock to \$30,000.

Indianapolis—Mrs. Kate Ryan, of the Ryan Co., which deals in hats and caps and furnishings, is dead.

Logansport—The name of the Bridge City Manufacturing Co., which does a machinery business, has been changed to the Western Turbine & Foundry Co.

Michigan City—Aug. Wilke, grocer, is succeeded in business by Krueger & Hartwig.

Richmond—Ballard & Snyder are succeeded in the drug business by Wm. H. Dickinson.

Whiting—Harry Gordon is succeeded in the dry goods business by Morris Reiner.

Atlanta—A chattel mortgage for \$1,200 has been uttered by Mendenhall & Co., clothiers and men's furnishers.

Indianapolis—The meat market of Chas. Sindlinger has been attached on a claim for \$700.

Indianapolis—A receiver has been appointed for R. E. Wells & Co., dealers in picture frames.

La Porte—A receiver has been appointed for the C. H. Michael Manufacturing Co., which manufactures fanning mills, gates and mattresses.

Making Money in Presque Isle County.

Millersburg, June 10—The town has been the mark for a number of fakirs the past week or two, but the crowning glory of all was the work of one slick gent who was selling a compound good for all the ills that flesh is heir to. He came here from Onaway, where he had unloaded all his stock and was of necessity forced to make more. He went to the drug store, bought fifty-four bottles and corks, green wrapping paper, 20 cents' worth of bitter aloes and some burnt sugar. Then with the aid of a few pails of rain water he compounded his dope. In two days he sold the whole business at from 25 cents to \$1 a bottle, with the exception of a pailful of the "remedy," which he left in his room at the hotel. We expect to hear of great results from the "medicine."

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO. FEEDS GRAND RAPIDS, MICH.

Write for Prices and Samples

Fine Feed	Corn Meal	Cracked Corn	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		

AROUND THE STATE

Alpena—Wm. L. Curtis succeeds Margaret Healy in the grocery business.

Harbor Beach—Frost & Lorie succeed E. Ryan & Son in the drug business.

Cedar Springs—D. A. Keech, grocer, is succeeded by Kester & Caywood.

Port Huron—Bert Selby has opened a grocery store on Twenty-fourth street.

Alma—J. L. Miller & Son are succeeded by Roy H. Miller in the grocery business.

Portland—D. C. Jones has purchased the meat market business of Snyder & Wescott.

Ionia—Broad & Plant have purchased the Estep meat market on East Main street.

Cedar Springs—D. A. Keach has sold his dry goods and grocery stock to Caywood & Kester.

Detroit—The capital stock of the Central Drug Co. has been increased from \$100,000 to \$200,000.

Elmdale—John Longcor & Son succeed C. L. Kelley & Son in the general merchandise business.

Watervliet—Chas. Allen will continue the meat business formerly conducted by Chas. J. Danneffel.

Port Huron—William Sanders has opened his new grocery store in the Dixon block, on Military street.

Detroit—Geo. Beck will continue the business formerly conducted by the Michigan Beef & Provision Co.

Mt. Clemens—H. V. Groesbeck will continue the cigar business formerly conducted by Groesbeck & Kracht.

Benton Harbor—Mrs. Louise Hammond, dealer in musical merchandise, is succeeded by Heimberger & Hammond.

Bay City—Ella M. Clarkson succeeds John G. Clarkson in the wholesale and retail cigar and tobacco business.

Kalamazoo—C. Maul and R. Johnson have purchased of J. Mead the West End meat market on West Main street.

Saginaw—The livery business formerly conducted by David B. Freeman will be continued in future by Margaret C. Murray.

Covert—The grocery and meat firm of Carpenter & Wick, has dissolved partnership, L. C. Carpenter buying out Jay Wick's share.

Cadillac—Little & Wheeler is the firm name of the new owners of the Cadillac Pharmacy, having purchased the business from T. Burke.

Charlotte—C. M. Aulls and M. Heyman have formed a copartnership under the style of C. M. Aulls & Co. and engaged in the meat business.

Pellston—John Imerman has purchased the store building formerly owned by Jas. Bryant and will occupy same with his general stock. The purchaser has already made plans for a new structure on the lot, to be built of brick.

Port Huron—L. F. Scott has sold his harness business on Butler street to David Ramshaw. Mr. Scott will go on the road for a wholesale harness house.

Detroit—The business formerly conducted under the style of the Goodyear Rubber Store will be conducted in future by the Goodyear Rubber Goods Co.

South Haven—Mark Remington has sold his interest in the drug firm of Remington & Patterson to his partner, Robert Patterson, who will continue the business at the old stand.

Muskegon—The store in the Hackley bank building formerly occupied by the Leahy Co. will be occupied by the Independent Co. as a store for the sale of 5 cent and 10 cent goods about July 1.

Alpena—The new grocery firm of Watson & Rix has been dissolved by the retirement of Mr. Rix, his interest in the business being acquired by Mr. Watson. Mr. Rix retires by reason of ill health.

St. Clair—M. H. Millikin, of Birmingham, Ala., has entered into partnership with his father in the grocery and drug business and the firm name will be changed from T. J. Millikin to Millikin & Son.

Sault Ste. Marie—Fred W. Roach announces that he will soon open a dry goods, clothing and shoe store in the new building at the corner of Portage avenue and Greenough street in the eastern part of the city.

Sault Ste. Marie—N. C. Morgan has sold his south side grocery business to A. P. and C. H. Moore, who will continue the business under the firm name of Moore Brothers. They will handle groceries, flour and feed.

Kalamazoo—Benjamin F. Witwer has merged his baking business into a stock company under the style of the Witwer Baking Co., which corporation is capitalized at \$10,000, all of which is subscribed and paid in in property.

Boyer Falls—Mrs. Olive J. Gager, who with her husband did business in this place for a number of years, has rented the Pat Doyle store and will soon open up a new stock, after a residence of three or four years in Petoskey.

Jackson—Eugene Crane has sold his bazaar to W. P. Shenk & Co., who will continue the business at 140 W. Main street. The above firm has stores in Chelsea and Grass Lake. H. J. Dancer is the local manager of the store here.

Coldwater—C. Carroll is erecting a building, 30x50 feet, adjoining his grocery store on Morse street, the first story of which will be used as an addition to his present grocery store and the second story will be divided into three flats.

Kalamazoo—The first of the season's crop of celery will be shipped from here within a few days. The present year has been unusually cold and wet, and the plants have been slow in developing, but the old Hollanders who have been raising this crop for thirty years say the yield for 1905 should be one of the best in a decade.

Corunna—S. M. Cooley, of Mayville, has decided to remove to Corunna and open a jewelry store. He has secured a store in the Bacon block and will open up as soon as his stock arrives. He has stores at Mayville and North Branch, and may combine the two stocks here.

St. Joseph—W. R. Cochrane and Harry Stone have formed a copartnership under the style of Stone & Cochrane to continue the jewelry business of Harry Stone, the undertaking and bazaar business of Geo. M. Baitinger and the millinery business of Sarah E. Bradford.

Reading—Geo. E. Crane has sold his stock of clothing and furnishings to E. C. Corbett, of Jonesville, who took immediate possession. Mr. Crane has been in the clothing business here for twenty years. He is President of the Greene-Ennis Fence Co. and intends to devote his energies in pushing that enterprise.

Mears—Ward & Walker will move their general stock to Hart about July 1. They will occupy the store now used by the Lester Bargain stores, near the First National Bank.

Hart—A. M. Lester will consolidate his two stores about July 1 and will occupy the double store in the Jones block now under construction.

Flint—At a meeting of the creditors of A. W. Hixson, Wm. R. Franklin, of this city, was elected trustee, and his bond was fixed in the sum of \$8,000. Another meeting of the creditors will be held at Bay City on June 17. The Hixson stock, exclusive of the book accounts, has been sold to W. A. Paterson for \$2,975. It is likely that the stock will be transferred to another party and that the business will be continued at the old stand.

River Rouge—The new River Rouge Savings Bank now being organized by Rouge business men with the assistance of J. H. Johnson, Cashier of the Peninsular Savings Bank of Detroit, will have handsome quarters. The bank will build a home for itself which, it is said, will be up-to-date in all respects, both in its appearance and appointments. The plans are now being drawn. The officers of the new institution will be elected in a few days.

Muskegon—Extensive improvements have been begun on Koon & Hopperstead's Central drug store. The Purity Candy Kitchen adjoining on Jefferson street has been moved one door south and its former quarters are given over to an enlargement of the drug store. The gallery at the back of the drug store has been moved into the addition. New oak shelving and a steel ceiling will be placed throughout the store, and a new plate glass front will be added at the Western avenue entrance.

Traverse City—The firm of Hobart-Beecher Co., proprietor of the City book store in this city and a large store in Big Rapids, has been dissolved. H. W. Beecher, of Grand Rapids, for years one of the firm, has disposed of his interests in both stores to A. S. Hobart and his two sons, R. R. and A. V. Hobart. The new firm will hereafter be operated under the title of the Hobart Co. A.

S. Hobart and A. V. Hobart will have charge of the Traverse City store, while the Big Rapids store will be operated by R. R. Hobart, as heretofore.

Manufacturing Matters.

Flint—Glenn W. Jones has opened a cigar factory at 521 Saginaw street.

Flint—McGillivray Bros. are succeeded in the manufacture of sleighs by Frank S. Miles.

Kalamazoo—The Godfrey-Monger Lumber Co. has changed its name to the Godfrey Lumber Co.

Detroit—The Robert Mitchell Machinery Co. has reduced its capital stock from \$30,000 to \$20,000.

Port Huron—The Crosby-Pool Company, Ltd., which manufactures plumbers' woodwork, has changed its name to the General Manufacturing Co., Ltd.

Pottsville—The stockholders of the Pottsville Elevator Co. have sold their building, grounds and business to the Stockbridge Elevator Co., of Jackson.

Boyer City—Harry Hulbert and Byron McKimball have sold their interest in the firm of Kerry, Hulbert & Co., planing mill operators, to Geo. M. Kerry, Sr., who will continue the business.

Detroit—A corporation has been formed under the style of the Grape Products Co., which will manufacture and sell wines. The company has an authorized capital stock of \$20,000, all of which has been subscribed and \$4,000 paid in in cash.

Bronson—The F. M. Rudd Milling Co. has been incorporated for the purpose of conducting a general milling, flour and feed business, being capitalized at \$30,000, \$15,000 common and \$15,000 preferred, all of which is subscribed and paid in in property.

Petoskey—W. L. McManus has merged his lumber business into a stock company under the style of the W. L. McManus Lumber Co., which will deal in lumber and all timber. The corporation is capitalized at \$50,000, all of which is subscribed and paid in in cash.

Marshall—The case of Dr. R. M. Gubbins vs. G. J. Ashley et al. resulted in a verdict for the defendants. Dr. Gubbins, who lives in Ceresco, made a contract to buy the plant and business of the Hibbard Food Company, Ltd., of Battle Creek. He was to pay \$40,000, of which \$1,000 was paid down, and he was to pay \$3,000 more on July 21, 1903, or forfeit the \$1,000 he had paid. His attorney told him that the company could not make the second payment. He then brought suit to recover the money.

Commercial Credit & Co. Limited
 CREDIT ADVICES
 COLLECTIONS AND
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WIDDICOMB BLDG. GRAND RAPIDS,
 DETROIT OPERA HOUSE BLOCK, DETROIT.

WE FURNISH
 PROTECTION AGAINST
 WORTHLESS ACCOUNTS
 AND COLLECT ALL OTHERS



The Produce Market.

Bananas—\$1 for small bunches, \$1.50 for large and \$2 for Jumbos. The demand is good in spite of the abundance of berries and other fruit.

Beet Greens—50c per bu.

Beets—New command \$1.50 per box.

Butter—Creamery is steady at 20c for choice and 21c for fancy. Dairy is in plentiful supply at 15c for No. 1 and 13c for packing stock. Renovated is steady at 18c. Receipts are heavy and the quality is above the average, owing to the heavy grass crops.

Cabbage—Southern commands \$2 per crate.

Carrots—New fetch \$1.25 per box.

Cucumbers—Home grown are in plentiful supply at 45c per doz. Southern fetch \$1.50 per box of four to five doz.

Eggs—Local dealers pay about 14@14½c for case count, holding candled at 16c. The demand is still nearly equal to the receipts as, on account of the favorable weather, eggs are still being stored in liberal quantities. There is little doubt but that the country is loaded up to the brim with storage eggs. Chicago and New York are reported to be full of them, and this market is not far behind.

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. With the warmer weather the demand has increased noticeably. Supplies are fairly liberal.

Lettuce—7c per lb.

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

Oranges—There has been re-arrangement in the orange list and extra fancy navels are no longer quoted. The oranges of this variety that are on the market, while good, are hardly classed as extra fancy. A large assortment of sizes in Mediterranean Sweets is on the market. Prices on these are about the same as they were. Seedlings and St. Michaels are also unchanged. Navels are strong at \$4 for choice and \$4.25 for fancy. Mediterranean Sweets, \$3.25@3.50. Seedlings, \$3@3.25.

Melons—Receipts of melons in the past week have been small but they have been heavy enough to supply the demand at the prices asked. Within a week or so, the supplies should be more liberal and prices will get down to a working basis.

Parsley—25c per doz. bunches.

Pineapples—Prices are steady, ranging about as follows: Crate of 18, \$3.50, 24, \$3.25, 30, \$3. 36, \$2.75, 42, \$2.50, 48, \$2.25.

Pieplant—50c for 40 lb. box.

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

Pop Corn—90c for rice.

Potatoes—As the new potatoes become cheaper less interest is manifested in the old stock. Prices on the former are now about \$1 and the movement is good. From now on the receipts of new will increase rapidly and they will soon take the place of the old. Stock is still coming from Texas. Old potatoes are steady 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—12c per doz. bunches for round and 15c for long.

Spinach—50c per bu.

Strawberries—Home grown are now in full possession of the market, ranging in price from \$1@1.25 per 16 qt. case. The crop is large in volume and fine in quality and, with favorable weather, the outcome is likely to be very satisfactory to all concerned.

Tomatoes—\$2 per 6 basket crate.

Turnips—\$1.25 per box.

Wax Beans—\$2 per bu. hamper.

The Wurzburg department store, which started out to do the grocery business of Canal street about five or six years ago and which went into liquidation a couple of years ago and settled with its creditors at 15 cents on the dollar, has decided to retire from the grocery business altogether. Several causes are assigned for this action, the one most generally accepted being lack of capital.

Shea, the notorious, says that he expects to live to see every teamster forced into the union or taken to the hospital or the morgue. Shea may be a good judge of whisky and an authority on slugging and boycotting, but as a prognosticator of the future he is a fizzle. There has been no union teamster in Grand Rapids since Shea came here a year ago and landed in jail.

Wm. H. Taylor, who claims to be identified with C. N. Rapp in the fruit and produce business, has been tied up by garnishment process during the past week on account of numerous debts he contracted while a member of the retail grocery firm of Taylor & Williams.

Guy Reynolds and Henry Tice have formed a copartnership under the style of Reynolds & Tice to engage in the grocery business at Hart. The Worden Grocer Co. furnished the stock.

It is always easier to make a bad matter worse than a good thing better.

The Grocery Market.

Sugar—The raw sugar market is in all respects about in the same position as last week. Refined sugar is unchanged also. All the refiners are now on the same basis—5.65c for granulated—the independents having decided to give the same extra 10-point rebate as the Trust. The demand for refined sugar is about ordinary for the season.

Tea—The market in Japan is now within half a cent of the price a year ago on high grades. The current demand, however, is limited. Some new crop teas have been received in this market but the only scramble for them is for the honor of having the first of the crop. There is no shortage of the old anywhere.

Coffee—Rio and Santos are both ½c lower. This is due to the fact that the new crop coffees are beginning to come in and that the general tendency is dull. Buyers are not taking hold and the business doing is from hand to mouth wholly. Stocks of coffee in the interior of the United States are smaller than for years, but this condition is largely offset by the fact that the stocks at seaboard points are larger than for years. It can hardly be doubted that to market their seaboard stocks sellers would have to make some concessions. As the large holders seem to have confidence in the future, however, there is not much coffee pressing for sale. June is naturally a dull month in the coffee market and this year will probably prove no exception. Mild coffees are steady and unchanged, as is Java. Mocha is firm and unchanged.

Canned Goods—The demand for canned fruits is moderate. The abundance of strawberries and the coming on of various California deciduous fruits has had a tendency to cut down the consumption of the cans. This will be still more noticeable later in the season. There is a good demand for spot canned tomatoes and for peas. The latter are in exceptionally large demand and prices are somewhat firmer. Corn is doing fairly well but is not creating any excitement. The first of the new crop gallon rhubarb was received on this market the past week. Prices are about the same as last year and the quality of the pack—which came from New York—is excellent. The pack of Columbia River salmon still runs about 50 per cent. short of last year and the trade anticipates that there will be an unusual call for Alaska salmon if this shortage continues—which it is practically certain to do.

Dried Fruits—Peaches on spot are dull and unchanged. There is a fair demand from retailers, but very little from first hands. Stocks are small, both in the East and on the coast. Future peaches are in particularly light demand. Seeded raisins are dull and inclined to be weak. Packers have named prices on freshly seeded raisins, 1904 crop, for fall shipment a full 1½c above prices now ruling. There is some demand for loose raisins. Prices are firm and stocks light. Apricots are quiet and unchanged. It looks like a pretty close clean-up be-

fore new cots come in. Currants are in good demand, chiefly from the bakers' supply people. Prices are unchanged. Prunes are in good demand. The basis is still low, but is higher by ¼@¼c. This is due to the fact that the future market is very strong and the spot stock light. Buyers seem willing to pay the advance, as they seem to realize that the situation is strong. It is now about certain that the carry-over on the coast will not represent more than one-quarter of last year, which means 25 per cent. of last year's surplus of 35,000,000 pounds. This is not excessive in face of the coming short crop. The big shippers of prunes have named no figures, desiring first to get more information as to how the crop will turn out. The 2½c quotations have all been withdrawn, and there is nothing now under 2¾c, with a premium for large sizes.

Molasses and Syrups—Molasses is moving as well as expected at this season of the year. Retailers for the most part have large stocks on hand—or enough to carry them well through the hot weather, as the shipping of heavy grades of molasses during the summer is not advisable. Corn syrups are strong and in moderate demand. Maple and sorghum are selling fairly well.

Rice—There is a very firm tone to the market, due to recent advances and the prospect of further advances in the near future. The acreage in the South is not over half what it was last year and fully half of the rice actually planted has been destroyed or injured by floods and high water.

Fish—Cod, hake and haddock are unchanged and quiet. Herring are unchanged and in moderate demand. Salmon shows no development. The demand is opening up a little. Lake fish and whitefish are quiet and unchanged. The event in the fish market during the week has been the offering of new shore mackerel at \$13 per barrel. This is an unexpectedly high price and is due to the heavy demand for the fresh fish. The demand seems to have taken them, however. Sardines are still in the dumps. The general situations is unchanged and there seems no chance of any advance.

Lansing and Bay City To Exchange Visits.

Lansing, June 12—Lansing and Bay City grocers will probably exchange excursions this year. A delegation of local business men recently visited the latter city and were so pleasantly entertained that a recommendation will be made to the local association that the annual excursion be run to Bay City August 10.

A number of Bay City grocers visited this city last week and were given a good time by the members of the Lansing Association and, in consequence, they decided to come to Lansing with their excursion on July 27.

Mrs. Margaret A. Britton, who has been book-keeper for the Vinkemulder Co. for the past six years, has gone to Los Angeles, which place she will make her future home.

OUT OF THE RUT.

Novel Ideas Originated by New England Merchants.

Written for the Tradesman.

A dry goods firm in Cambridge, Mass., made the following rather startling announcement in a recent issue of their weekly store paper: "A seashore house lot free. Watch for this remarkable offering in next week's Courier."

Of course this served to whet public curiosity and the next issue of the paper was eagerly awaited. Sure enough, on the first page of the next number, in big headlines, was announced: "Seashore lots given away. Just 1,000 of them." Following this it was stated that, beginning at 10 a. m. on May 1, every customer whose purchase amounted to one dollar or more would be given the title to a seashore lot containing 1,500 feet, in Martha's Vineyard, "the garden spot of New England." The lots were situated on high and dry land, with a beautiful view of the ocean, and a clear title was guaranteed. It was further stated that a land agent would be at the store with a plan of the property and that each customer would have the privilege of choosing from the plan—a case of first come first served. The only expense attached was a charge of \$2 for a warranty deed, which was to be drawn up and delivered on the spot.

This was a right royal bonus for a firm to give and the scheme was a rattling good one to start the season with and get the people interested in the store.

To stimulate the interest of the clerks in their shoe department during one of the dullest of the summer months, the members of one large firm laid a wager with the head of that department to give a dinner at one of the leading hotels to the buyer, the head and the clerks if the receipts for that month reached a certain figure. The local papers commented favorably on the plan, the clerks did considerable extra hustling, and at the end of the month it was found that the receipts on shoes considerably exceeded the figure stated—in fact, the business had been away above the average for that month.

A big department store in the East has recently added a piano salesroom to its numerous other lines, and took this method of making the public acquainted with their pianos: They advertised that up to a certain date sealed bids would be received on one of their \$190 pianos, and all deposited in a locked box in the department. On the date specified the bids were to be opened, and the piano would be awarded to the person making the highest bid.

It was necessary to visit the department to find out the full particulars of the contest, and also to get a card on which to write the bid. The management claimed that this scheme brought a large number of people into the store, thus giving an opportunity to display their pianos and distribute literature concerning them.

An excellent idea is employed by one firm to call attention each week

to one particular line of their goods. Every Sunday, in their newspaper advertisement, they offer three substantial cash prizes for the best three advertisements sent in during the week regarding the line specified—one week it may be dress goods, another millinery, gloves, hosiery, shoes, etc. During the week a special window display is made of the goods designated, and contestants are invited to study the display, visit the department, inspect the goods and compare them with those sold by other stores, ask questions of the salespeople—in short, to take every means possible to inform themselves regarding the goods, so that they may be able to write an advertisement intelligently descriptive of the goods.

The winning advertisements, with the names of the winners, are published in connection with the firm's advertisement in the next Sunday edition. This idea needs no comment. As a scheme for drawing attention to each department in their store in turn it is one of about the best that could be devised.

In addition to their military genius, the resourceful little Japs are adding to their laurels as among the most wide-awake merchants of the day. A firm which has existed for more than a century in Japan recently opened a Japanese art store in Boston, which represents much more closely the real Japanese type than any of the other Oriental shops in America. A new idea is that of keeping the bulk of the stock stored away, so that they may have a constantly changing display of novelties and selected articles. This is directly opposed to the ethics of American merchandising, where the policy is to aim to display everything as soon as it is received, but of late we are prepared to listen with due respect to ideas on almost any subject that emanates from the Mikado's loyalists.

Another innovation in this store is the giving of informal teas on certain afternoons, which are served with all the grace and daintiness for which this nation is famous.

The proprietor of a small shoe store has shown rare discrimination in installing in one show window a mirror, and in the other a clock, both bearing his advertisement. No woman passes without a glance in the mirror to see that her millinery is not askew, and a man likes to know the time without the trouble of taking out his watch, thus the gaze of many pedestrians is daily directed to the windows and the wares displayed therein.

When enlarging and otherwise improving their photographic department recently, one big store invited its patrons to call and inspect their fine collection of photographic landscapes, portraits, etc. These were hung in a large room in the rear of the department, which was artistically lighted by candles and Japanese lanterns. The catalogues were given out by a young lad dressed as a gnome, who sat in a darkened corner surrounded by hemlock boughs, whose darkness was only relieved by

a weird red light which came from a huge Japanese lantern.

The exhibition afforded pleasure to a great number of picture lovers, and the unique way in which it was carried out proved a good drawing card for the house. Bertha Forbes.

Will Turn Out Pianos.

Ann Arbor, June 11—The Ann Arbor Organ Co. is about to engage in a new branch. The large factory has been rearranged and a high grade piano is being manufactured. The output for the first year will be 600 pianos, which will be increased as the trade demands. Piano experts from the best factories have been brought here to act as heads of the different departments essential to the work and gradually the employes of the organ

company will be put into the piano departments. The Ann Arbor Organ Co. has a big trade in foreign countries already.

Fishes That Attack Cows.

The Journal of Agricultural Topics calls attention to a very curious fish, occurring in great numbers along the banks of the Amazon, which attack cattle. The animals frequent the shallow waters during the heat of the day, and while thus exposed are attacked upon the legs and udders by the fish. The bites are quite severe, frequently totally disabling the animals and sometimes producing death. In one instance a dairyman is reported to have lost over 400 cows from this cause in a single season.

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

After All It is largely a question of demonstrating to the retailer that the jobber can fill orders promptly and completely, and that prices are with the market. A look at our stock and conveniences for shipping is convincing.

Send us your orders.

WORDEN GROCER COMPANY

Grand Rapids, Michigan

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

New Projects Under Way in Celery City.

Kalamazoo, June 12—W. E. Hill & Company will soon begin the erection of a new factory building on Pitcher street. The company manufactures various kinds of heavy machines and engines, and is located in cramped quarters on Church street. The new factory is to be built during the summer and it is expected that the entire plant will be removed from its present location in the fall.

A special committee of the Board of Trade appointed several months ago to investigate the merits of the proposition of the American Clock Company, which offers to remove its factory from Chicago to Kalamazoo, will report to the board next Thursday night. It is understood that the committee will make a favorable report on the matter, but will suggest that the board take no action for the reason that the proposition is too large for the city to undertake.

At the last session of the Board of Trade a proposition was submitted by Luther Brown, of Battle Creek. He is seeking to interest local capital in a company to manufacture paper milk bottles, egg cases and a special coated paper, on which grease has no effect. The patents have been secured on the articles named and Brown is at work perfecting special machinery for their manufacture. The proposition is viewed with favor by Kalamazoo men and at an early date a company may be organized to manufacture the paper articles.

President and General Manager John H. Hatfield, of the Kalamazoo Corset Co., stated to-day that his plant would give its employes their annual vacation on June 24 for two weeks. While the company every year makes a practice of giving its employes a brief vacation, regardless of the rush of business, this year the plant's idleness will be most opportune. A new five-story brick addition, of the same dimensions as the old structure, has just been completed, and during the vacation period the changes at the factory will be made. New machinery for the additional building will arrive next week and the work of putting it in place is to start at once. The office of the company, now located in the old building, will be changed to the new part and their equipment will be most modern. By the middle of July the plant will be in readiness for operation again and the capacity will be more than doubled.

Retail Trade Is Spreading Rapidly.

Lansing, June 12—With a larger amount of building under way Lansing has suffered severely from wet weather ever since spring opened. There have been scarcely three days in succession during the past seventy days that it has not rained, and in consequence builders have been seriously delayed in their operations and material damage has resulted.

The work on all buildings has been pushed as rapidly as the weather conditions would permit, but none of them will be ready for occupancy until long after the time hoped for. The

Prudden building, which will doubtless attract a most desirable class of tenants because of its commanding location in the business center, is inclosed and the work of finishing is being vigorously pushed. It will contain a large number of desirable office suites and will be ready for occupancy about the first of August.

The Cameron & Arbaugh department store building is up to the third story. Two more stories are to be added. The building will be one of the most imposing in the city. It will

revolutionize the south portion of the business section in appearance, and promises to attract business in that direction. Already two additional business blocks are insured for that immediate neighborhood.

Operations at a number of manufacturing plants have been restricted by high water during the week. Some plants were forced to shut down entirely, while others found it necessary to suspend work in departments which occupied the lower ground.

Accounted For.

"Where on earth did you ever learn to spell, young man?" asked the lawyer of his clerk who had been copying some documents for him.

"My sister taught me, sir," was the youth's reply.

"Well, I judge from your spelling that your sister is no school teacher."

"No, sir," replied the modest boy; "she's a stenographer."

The cloth may make the clergy, but the man makes the minister.

BUY "GARDEN CITY" FIREWORKS FROM LYON BROTHERS

They are sure to please your trade and give perfect satisfaction. They have always done so—and they are better this year than ever before. It does not pay to buy an inferior brand of fireworks—they are dear at any price. Garden City Fireworks are known the world over and recognized as a standard, and for this reason we handle no other brand. They are so thoroughly reliable that we positively guarantee them. They are unequalled for brilliancy and colors, and the varieties are more extensive than ever. Our prices are lower than others ask for unknown and untried makes. Buy the best. Buy Garden City fireworks. Catalogue free to dealers. Write for it.



LYON BROTHERS

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LARGEST WHOLESALE IN AMERICA. POSITIVELY NO GOODS SOLD TO CONSUMERS



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 14, 1905

TWO WEEKS OR FOURTEEN.

The world, educational and uneducational, has been startled, if not shocked, by the announcement by one high in authority and influence, that everything considered two weeks' vacation in summer is long enough and that more than that is provocative of mischief.

The shock comes with special force to an almost overwhelming majority, who believe that the school population are already overworked and that more of rest and frolic and sunshine is what these puny children need with the text-books put carefully away until cool weather shall make more tolerable the wearisome study which goes on with monotonous regularity for nine or ten months of the year.

It would be easy at this point to recount a long list of the woes complained of by the anxious parent in behalf of the overworked child—the crowded curriculum of study, its bewildering variety, the rapid progress which prevents thoroughness, the increasing demands of the different grades and the appalling examinations at the end of each—but putting these aside the question is, "Is a summer vacation of two weeks long enough for the child's physical well-being?"

Whoever has even a little to do with children of any grade need not be told that the strain from September to June is too great. Where there is any real study—and there is an abundance of it—the passing examination leaves the pupil "pretty well used up." For the first few weeks the child who has made any record at all has little ambition for anything but absolute rest, and for the remainder of the summer he is busily employed in getting ready for the coming siege from September until the holidays. Then after a pitiful fortnight—sometimes not even that—the grind goes on until June, and so furnishes abundant proof that a two weeks' vacation would be wholly inadequate for the renovation required of it.

The opposite view furnishes food for reflection.

The exhaustion complained of is the inevitable result of the present arrangement, and the surest remedy is

the one proposed. Let it be granted that ten weeks—it is often longer—is the average length of the summer vacation and that it is too short. The new plan, let us say, begins on Sept. 4, 1905. At the end of every four weeks throughout the year there is a two weeks' vacation. This divides the year equally, giving eight vacations of two weeks each—sixteen weeks during the year—leaving nine months, thirty-six weeks for school work. No one can reasonably conclude that a month's study, supposing it to be severe, will not be counteracted by a two weeks' vacation, and it must be conceded that from the point of view taken—the health of the child—the best thing to do is to divide the school year into nine terms of four weeks each separated by a two weeks' vacation.

Yes; but in that case the child will be in the school room the first and the last week of June, the first three weeks of July and with the exception of the first four days all of August—the hottest part of the summer. True; but the monthly vacations throughout the year have prepared the child for this, and, it is submitted, with this preparation the school room is the best place for him. Here, too, is the strong part of the system. The weariness of the vacation is avoided. After the end of the first two weeks of the long vacation the child is a plague to himself and to all who ought to have control over him. The rest of the time is worse than wasted. He becomes demoralized. With the lack of bringing up usually found in the American home, he follows his own will, and that, then, asserting itself he is the terror of all he comes in contact with. Without the wholesome discipline of the school room he becomes not only his own master, but the anarchistic ruler of the family. Around him the home centers. He gets up when he pleases and goes to bed when he likes. He eats when he chooses and his preparation for the mealtime depends upon his fancy. "When he is best, he is a little worse than a boy; and when he is worst, he is little better than a beast;" so that by the time the fall term begins, like other beasts in general, he has a taming-down process to go through with before real work begins. All of which on the child's account gives convincing proof that President Eliot is right and that the two weeks' vacation even in summer is for the child's good; by far the best.

Is nothing to be said on the other side?

There is no other side. If the teacher is to be considered—which does not follow—it may be said in the first place that the school is intended for the child only. If the point be urged it may be said with much truth that the same benefit would accrue. It is doubtful which is worse after the examinations are over, pupil or teacher. The strain of the long terms tells severely on the teacher, and often the first six weeks of the vacation are required to repair damages. Then, too, the long vacation without work is not all that fancy paints it to the teacher whose poorly-paid-for services are not

often equal to the long season of enforced idleness—a condition of things not at all in harmony with the idea that long summer vacations are better.

The plea that the short vacation would seriously interfere with the home is a matter the question has nothing to do with. It is the child and its welfare that is to be looked after. Around him must all considerations center, and if theory and experience are worth anything, it is submitted that, take it all in all, the two weeks' vacation will be found to be the arrangement which will best accomplish the purposes desired.

REVELATION OF CHEMISTRY.

Calcium is a white metal extremely light, being but little more than half as heavy as aluminum, and it oxidizes by exposure to the air, so that it is soon destroyed, being converted into the white powder known as quicklime.

Heretofore it has been regarded as little more than a curiosity of chemistry, produced in very small quantities and at a very high price. Recently, however, United States Consul Liefeld at Freiberg, Germany, reported that it would seem to be a risky speculation to invest in the rarer metals. One day they may be worth \$100 to \$500 per ounce, and the next day they may be placed on the market by the ton. Something like this has happened in the case of the once rare metal calcium. A month ago there was only an ounce or two in England, and now the metal can be ordered by the hundredweight.

Its price per ounce, according to chemists' lists, has changed in the following remarkable manner: 1903, \$273.73; 1904, \$121.66; 1905 (January), \$43.80; 1905 (March), 36 cents. From being a mere laboratory curiosity it has become cheap enough to experiment with in connection with the manufacture of armor plate or hardened steel, and already manufacturers are asking for whole hundredweights for this purpose.

The discovery which has brought about this extraordinary "slump" was made by two German chemists, who have patented their process. Orders are pouring in from scientists, such as Sir William Crookes and Sir William Huggins; schools, such as Harrow and the Borough Polytechnic; and steel manufacturers.

Calcium was first made in minute quantities by Humphrey Davy. In the new process chloride of calcium is placed in a receptacle and fused by electrolysis. An iron cathode forms a basis upon which the molten calcium deposits itself, and the once rare metal builds itself up into an irregular rod resembling a cabbage stalk.

When the stalk has grown to the right length it is chipped off and dipped in paraffin wax to preserve it from the action of the air.

A curious point proved by the new process is that metallic calcium is white and not yellow. So rapidly does it change its color—owing to the action of the air—from white to yellow that the white tinge has not previously been observed.

"LEST WE FORGET."

While the flood of 1905 was, fortunately for all concerned, not so serious as the great flood of 1904, it was sufficiently menacing to impel the thinking portion of the community to consider the causes and, if possible, evolve a solution of the difficulty. The Tradesman took up this subject a year ago and, under the heading of The Penalty of Avarice, published the following editorial:

In the good old days of forty years ago, when those who are now prominent in business in this city were better acquainted with canoes, shotguns, muskrat traps and bows and arrows than with other utensils, the east bank of Grand River passed, from Lyon and Campau streets, diagonally to about where the present entrance to the Fourth National Bank is seen. Thence it took a southerly direction to Louis street, where it turned slightly to the west and extended to a point on Fulton street directly at the rear of the old Barnard House, which is still standing. About 125 feet west of this shore was the east bank of Island No. 1, whose length was from about 100 feet north of Pearl street to an equal distance south of Louis street. The eight-rod channel thus indicated was deep enough from the opening of navigation to June 1, and sometimes until August, to permit the several steamboats plying between this city and Grand Haven to land regularly just below Pearl street. During the freshest seasons, these boats would come up the east channel, tie up about where the French Room of the Hotel Pantlind now flourishes, unload the freight and lie there until morning. With passengers and freight aboard, the lines would be cast off and around the head of the Island the boats would go on the down-river journey.

In the geography of Grand Rapids 40 years ago, our river at Pearl street was about a thousand feet wide because of the little bay that set in at that point toward Canal street. In the present geography our river at that point is about 600 feet wide and about the same ratio of difference is shown from 500 feet above the Bridge street bridge to the city's public lighting station.

Forty years ago the only obstructions to the high water flow of Grand River at this point were Bridge street bridge and the islands, the latter being entirely submerged early each spring. To-day five bridges span the remaining six-tenths of the old channel. Forty years ago there was no Turner street tunnel opening under the bed of the Grand Trunk Railway, so that the deluge brought down Indian Mill Creek was held within bounds until it reached the river.

All of these changes account for the record flood of 1904 and the "made land" obstructions were the chief causes. Estimates are made that our flood losses this year will aggregate a million dollars. This figure will not be reached, in all likelihood, when the books are balanced, but the aggregate of flood losses the past decade will much more than counter-balance the aggregate of profits made by the filling in of our river on either side. And, worse than that, while these profits have been enjoyed by a few persons the losses have affected the peace and pockets of thousands of our citizens. Indeed, it seems quite probable that the depreciation in real estate values through the flooded districts, in consequence of our experience the past week, will represent the cost of a levee 20 feet high on both sides of the river from the "Big Bend" to the Plaster Mills. Dame Nature submits to more or less imposition at times, but she collects heavy tolls eventually.

All that the Tradesman said a year ago holds good to-day. In narrowing up the channel from 700 feet to 300 feet and producing a funnel shaped pocket, the people have undertaken to circumvent Nature, and Nature will not be circumvented, but insists upon asserting herself on occasions.

We may not have another flood for fifty years—there was an interval of half a century between the great flood of 1854 and the greater flood of 1904—but whenever the next flood does come, the situation will be just as menacing and the results just as severe if something is not done to get in harmony with Nature's laws and Nature's requirements.

A fellow never realizes how many people want to treat until he has sworn off.

CYRUS GRAY LUCE.

Tender Tribute To the Memory of a Noble Man.*

He was great from the view point of those who believe that greatness is the child of rich scholarship, oratory or emanates from victories won on land or sea. If, however, greatness lies in contentment to reach a station where all men can truthfully say, "He was a credit to himself, his family, his friends and his State;" if measured, I say, by such a standard, we might truly say that Cyrus Gray Luce was a great man.

In the quiet walks of life, by application to duty and faithful devotion to those underlying principles upon which alone true manhood is builded, he toiled.

Assembled here in these legislative halls, this perfect summer day, to pay tribute to the memory of a man who did everything he could to build and maintain the institutions of our State, the simplest truthful thought that comes to one and all may be expressed in few words, "He was indeed a manly man." His early life was spent in Indiana. Born at Windsor, Ohio, July 2, 1824, he moved to Indiana in 1836. In 1849 he settled in Gilead, Branch county, Michigan, where he lived and died. For eleven years he was Supervisor of this township. For two terms he was the Treasurer of Branch county. In 1854 he was elected to the Legislature. In 1865 he was elected to the State Senate and served for two terms. In 1886 he was elected Governor of the State. For several years he served as a member of the State Board of Agriculture; was Master of the State Grange and President of the Society under whose auspices we have met to-day. He was also President of the State Library Commission. He performed the duties appertaining to every office to which he was elected acceptably to the whole people. A plain, blunt man, he was not afraid to state his convictions and when he spoke it was to the purpose.

It would be idle presumption in me to attempt in this presence an analysis of his character or a portrayal of his magnificent manhood. In most touching and eloquent phrase this has been done by Mr. Campbell, who served him as Private Secretary and who was closely and intimately identified with him. In nothing were the traits of Mr. Luce more sharply emphasized than in the pride he felt in the institutions of his State and in the enthusiasm with which he cherished the confident assurance of their uplifting. His whole heart and his whole ability were always in his work; almost from his majority to his death he was officially connected with some organization tending to advance the interests of his State. The same untiring zeal which made him prominent in agricultural pursuits was contributed to everything with which he was associated. The people of this State soon recognized in Mr. Luce a man of keen and far-seeing judgment, a natural leader of men, con-

servative and at the same time progressive. His counsel was often sought and was always on the side of right, justice and morality.

On the pages of history, where are found the names of illustrious sons of Michigan who have proven themselves worthy and won their spurs by faithful devotion to the upbuilding and uplifting of the institutions of the State, Cyrus G. Luce's name will be conspicuous. He was clean—there were no secrets in his life, no hidden record which he feared would leap to life. The consciousness of this fact and that every act of the past in the service of the people was from a pure motive fortified him for the duties before him.

It is said that true genius lives two lives—the first with its own generation; the second in the thought of

to use the ability he possessed for good. The light he carried with him was always the light of the true and the just.

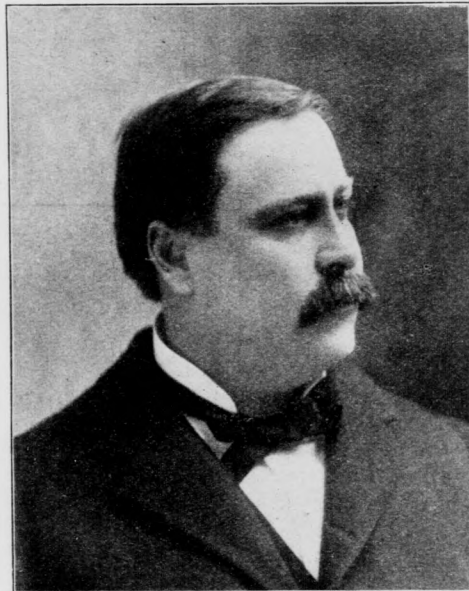
In this capitol of the State he loved so well, in these halls of legislation where his voice was so often heard, we may well bow our heads and sit in silence while we do reverence not only to Ex-Governor Luce, a former President of this organization, but to a plain man who, in all things and in every walk in life, exemplified the highest type of true nobility.

There are men who pride themselves upon being "hard-headed" and "practical," who sneer at book learning and point to Lincoln and many other great Americans who had no opportunity to obtain a college education. While Mr. Luce was a hard-headed, practical man, he recognized

education. He believed that the practical men of the world and the men who boast of being level-headed and hard-headed—that these men of sterling qualities would have been able to have served their State better and been more useful if they had enjoyed the advantages of a college education. Believing this, he was ever ready to give assistance to our educational institutions. He was a man who from boyhood did not wait for something very distinguished to do. He believed it was better to do well whatever was before him than to fail in something more conspicuous. It was one of the strongest elements of his nature that all labor seemed honorable and he believed that everybody could dignify and make honorable whatever task he had to perform.

He believed that an aimless life could be none other than a wasted life and that to live only to fulfill the pleasures of to-day, to disconnect to-morrow from the present, to disintegrate the years and to live for spots and single days was a crime. We find to-day thousands of men who have failed of the purpose of life, not because they were vicious, not because they were criminal, not because they were not clever in many respects, but because there was nothing toward which they aimed. Mr. Luce believed that only the earnest man succeeds and that the man who throws aside every weight and keeps his eye on the goal is the man to reach it. And so, deprived of the advantages of a broad education, we find him the Chief Executive of one of the greatest commonwealths in the Nation because he subscribed to the things I have spoken of.

We shall not profit by a study of his history if his example does not inspire us to a singleness of aim and unconquered persistence. He believed not only in keeping on, but bending and blending all our energies upon the subject before us. It may be truthfully said of him that he believed in putting aside whatever would waste our time and dissipate our energies and to press steadily along the path of choice, uphill and down, and not be satisfied until we attained our aim and achieved at least an honorable position. He believed that censure and criticism never hurt. "If false," he said, "they can not hurt you unless you are wanting in char-



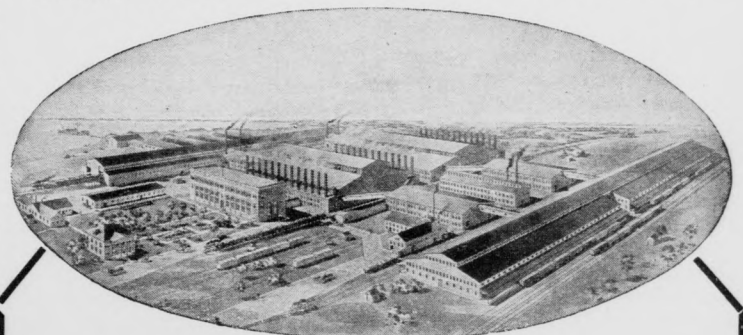
Hon. P. T. Colgrove

subsequent ages. The student of Michigan history in the decades to come will not fail to be inspired by the noble life of this plain man, who had no higher ambition than to perform well each duty that devolved upon him and to lift higher and still higher the banner of the State he loved so well.

Mr. Campbell has spoken of his loving and kindly nature. All he has said is true. He might have added, however, that Mr. Luce could and did hate with all the intensity of his soul all that was a sham and false. He hated hypocrisy and deceit. He hated those who were false to their profession. He hated the despoilers of men's characters and despised him who would rob his fellowman of his good name. He had no use for the pretender. He called upon every man who was admitted to his friendship

and felt keenly the advantages to be derived from a broad and liberal

Great Northern Portland Cement Co.'s Plant



Covered with Torpedo Ready Roofing.

For Sale by

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

*Address by Hon. P. T. Colgrove, of Hastings, before annual meeting Pioneer and Historical Society.

acter; if true, they show a man his weak points and forewarn him against failure and trouble."

We murmur not at the wisdom of natural laws that affect alike the monarch and the surf.

Poor, indeed, this world would be without its graves; without the memories of its noble dead. "Only the voiceless speak forever." Lights and shadows in the warp and woof of life give to it its greatest value and to man his highest and best views of his fellows. The lights and shadows in the life of Mr. Luce give to it its greatest value as we look back over the years of faithful, loyal and devoted service, because we see in him the real citizen, who loved and revered his State and Nation with all the fervor and earnestness of his great and loyal heart, applying always a clear intellect, a tender and unselfish devotion to the good of humanity. May I not say he needs no imposing shaft of bronze or marble to remind posterity of his manly deeds because he has left to us an imperishable memory of goodness and truth?

In the bosom of the great State, among the people who loved him and whom he loved so well, and in our hearts he rests forevermore.

His chair is vacant, his work is ended, his star is set, but,

Set as sets the morning star, that
Goeth not down behind the
Darkened west, but fades away
In the brightness of the rising day.

Concerted Action To Curtail Mail Order Houses.

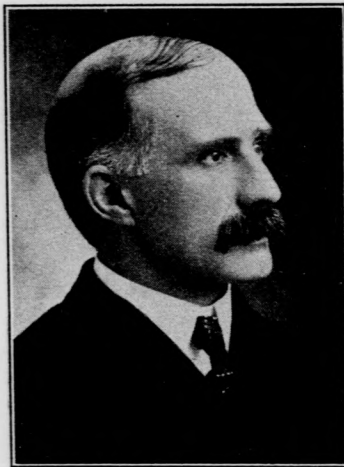
Farmington, Iowa, June 12—Do you wish to be placed in a position to be able to compete with the mail order houses? Will you agree to attend a grand convention of retail merchants to be held soon at a place to be named by the leaders of this movement? At this convention you will be shown the way. If you have a better plan, and can show it to be so, the convention will consider it. Now, you must not hang back and wait for your neighbor, but act at once and urge others to do likewise. Bankers, will you attend this convention and thereby encourage the movement and urge your local retail merchants to fall in line? Do you know that the mail order houses in Chicago, with assets running into the tens of millions of dollars, are offering and guaranteeing to their customers, who are also your customers, throughout the country 7 per cent. per annum on deposits in amounts from \$5 up to \$1,000, subject to check at any time and in any amount, without waiving their interest? Do you see how this will affect your business? Will not this militate against the welfare of every enterprise in your town? Then isn't every citizen in your town interested in the promotion of this movement? Will every retailer and banker who is in sympathy with this movement, in every state from Ohio to Colorado, pledge themselves to attend such a convention, if consistent to do so, by at once writing me a letter? Also write to one or more retail merchants of your acquaintance, calling attention to this call, and urge them to write me and for them to write to

one or more other retailers, urging them to do likewise, and so on indefinitely. Do not put this off until tomorrow. Now is the time to act. Ask, by letter, the daily paper you read to publish this worthy appeal. Do not fail to do this. Send the editor the clipping. This will aid powerfully, especially in the Chicago Sunday papers. Every retailer, no matter what line engaged in, is expected and urged to respond to this call. Local newspapers, too, please copy. Your merchants are the bone and sinew of your towns. Will you not help them? Retailers, do not slumber, but awaken to your interest. Let us have an attendance of not less than five thousand retail merchants at this convention.

W. H. Gentner.

Excellent Legislative Record of Michigan Merchant.

In the Legislature of 1905, which adjourned sine die last week, no member took a more commanding position or reflected greater credit on himself and his constituents than C. L. Glasgow, the well-known hardware dealer of Nashville. Senator Glasgow talked right and voted right on every measure which came before the Senate for discussion or action and the esteem in which he was held by his associates was shown in his election to the position of President pro



Hon. C. L. Glasgow

tem of the Senate, over which he presided with fairness and precision. Senator Glasgow has always stood high as a merchant and his experience in two consecutive sessions of the Legislature—both in the upper house—have so enhanced his reputation as a good citizen, a safe and cautious legislator and a faithful representative of the interests of his constituents that it is not at all unlikely that he may be called upon, two years hence, to accept the nomination for Governor on the Republican ticket. Those who know him best and appreciate his worth will agree with the Tradesman in the statement that no more fitting selection could be made and that Mr. Glasgow would be found fully equal to discharge the difficult duties incumbent upon the office with credit to himself and with satisfaction to both party and people.

A lone widow is seldom alone if she is young and pretty.



This is Tom!
Meet Me Face to Face

If You Knew

how well my ads. work for me you would be anxious to get next to the writer and pay a good price for his help. But how far would \$10.00 go? Well, I write my own ads. and have sold enough books for more money than any ad. writer ever received for an equal number of ads. They've helped to build my clothing and furnishing goods business from \$30,000.00 a year to \$250,000.00 a year.

My book containing 500 tested ads. costs \$10.00. The 500 have been used and have done business for me. When you engage salesmen you want experienced salesmen. My 500 ads. have had experience.

Tom Murray
Chicago

\$10.00 with order, please.



For Your 4th of July Celebration

All that is needful is good company and a box of

S. C. W.
5c Cigars

Let others burn their powder, while you, in quiet enjoyment, can burn the most fragrant of Havana tobaccos contained in the S. C. W. cigar.

Try One Now

G. J. Johnson Cigar Co., Grand Rapids, Mich.

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."

ALFRED J. BROWN SEED CO.
GRAND RAPIDS, MICH.

SEND US YOUR ORDERS Will Have Prompt Attention

Grass Seeds---Field Seeds

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

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FOOTE & JENKS

MAKERS OF PURE VANILLA EXTRACTS
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TERPENELESS EXTRACT OF LEMON

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FOOTE & JENKS
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Highest Grade Extracts.

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JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

Use Tradesman Coupon Books

How Farley Broke Strike on New York Railways.

It took just one day for the Interborough Rapid Transit Company, of New Yrk, to break the resent strike on its lines. Twenty-four hours after the union men had gone out the strike was over, so far as any possibility of the union's winning was concerned. The power houses were running to supply motive power on all the lines, new men were at the windows of the ticket booths ready to take fares, and the cars were running with but little inconvenience to the road or to the traveling public. Five thousand skilled railroad men had suddenly stepped into the places left empty by the strikers before the first day was over, and the cars went on almost as if nothing had happened.

There are few instances on record of such a clean and complete job of strike breaking as was this. The unions, when they went out, were sure they would win their strike easily. There were nearly 6,000 of them—motormen, trackmen, electricians, engineers, power house employes and ticket "choppers." They operated the most complicated local railroad system in the country. They were all skilled men in their lines—men whom it would be hard to replace at short notice—and they had thousands of dollars in the unions' treasuries to keep their fight going. They were not of the poorly paid classes of workers; most of them had saved something. They could afford to lay off for a long time. And when they went out they tied up the system tighter than a cat in the proverbial sack. Yet the battle was lost to them before the first day's fight was well over. They had been replaced and the cars were running.

One James Farley, strike breaker and detective, is the man who made it possible for the railroad to win this strike in such short and decisive order. Farley began work more than two weeks before the strike was called to make preparations to win the strike for the company. He was called in by the road's officials at the first mutterings of the unions and told that would be required of him.

"You'll have to have 5,000 men here ready to begin work within a day after the strike is called," was what the officials said. Farley has got used to such orders. He left the office and went quietly to work.

All through the country, in cities of any considerable size, Farley has men stationed the year around who act as his agents when skilled men are to be needed to break a strike. To these he wired news of the situation in New York, along with instructions to round up all the skilled electric railway men that would be available. The agents put small advertisements in the papers of their towns stating that men were wanted for work on a new road at a higher scale of pay than was obtainable in their town. Applicants came for the places by the hundreds, and in the course of two weeks there were 5,000 men on Farley's pay roll in various cities who were ready to start for New York

the minute that the strike breaker wired "Come."

These men were those that had been weeded out from the thousands that had applied for work. They had been first asked if they would stick by the road in case of a strike, and on answering in the affirmative were told what the situation was in New York. If they were willing to go to help break the strike they were given one day's pay and told to wait for orders.

All the work of organizing this small army of skilled men was carried on so quietly that the union in New York was in entire ignorance of the railroad's plans. The day before the strike was called special trains began to bring the strike breakers into New York. Fifteen hundred of them were put aboard a steamer as soon as they arrived and sent out into the harbor to wait for the crisis. Others were quickly housed in small crews in the quieter parts of the city.

When the unions, secure in the knowledge that they embraced practically all the skilled electric railroad men in their section of the country, presented their ultimatum and, upon its being refused, called the strike, the strike breakers had been assigned to their various positions along the line and were within an hour's reach of them.

It was 4 o'clock in the morning when the strike was called. An hour later the experienced ones among the labor officials who had helped to bring about the strike realized what they were "up against." Cars were going out of the company's barns, and they were in the charge of skilled men, men who knew the motors under their charge just as well as the men who laid down the controllers an hour before. Before the day's end skilled engineers and stokers had stepped into the vacant places in the power houses, tower men, ticket agents and bosses—all new men and all experienced—were in their places or hurrying to get into them, and the strike was won for the railroad.

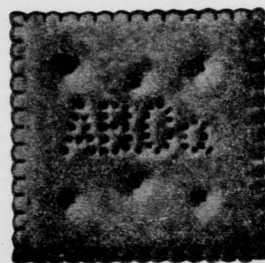
Ben. Insley.

Some men are born fools, but it takes a lot of labor to make a dude.

A failure at practicing is often construed as a call to go preaching.

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.

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.

Specialties in **Fireworks**

If you want a Fine and Dandy Assortment of Penny, Five and Ten Cent goods this is what to buy:

UNXLD PENNY ASSORTMENT—1 Dozen Each—144 Pieces

Wind Mills, Japanese Sun Wheels, Monitor Batteries, Search Lights, Dewey Guns, Spray Wheels, Golden Fountains, Fire Tops, Surprise Boxes, Fire Flies, Vesuvius Fountains, Heavenly Twins. **Price per box, 90 cents.**

UNXLD NICKEL ASSORTMENT—¼ Dozen Each—36 Pieces

Surprise Boxes, Magic Fountains, Sun Wheels, Wind Mills, Sky Scrapers, Search Lights, Maltese Cross, Japanese Acrobat, Vesuvius, Dragon Flyers, Eagle Screamer, Flying Bomb. **Price per box, \$1.20.**

UNXLD DIME ASSORTMENT—12 Pieces

Two only Gatling Batteries, 2 only Mt. Vesuvius, 1 only Search Light Battery, 2 only Dragon Flyers, 1 only Scorpion Nest, 1 only Fountain Battery, 1 only Cracker Jack, 1 only Navy Battery, 1 only Jeweled Jet. **Price per box, 80 cents.**

Remember, we carry a complete line of Fire Works.

PUTNAM FACTORY, National Candy Co.
GRAND RAPIDS, MICH.

Fireworks

We have the largest stock of Fireworks in this part of the State. We handle the A. L. Due fireworks, which are conceded to be the best manufactured. We have all kinds and sizes of display assortments made up ready for immediate shipment, or we can make up any kind of an assorted display to order. Will send you prices and full information on application.

Hanselman Candy Co.
Kalamazoo, Mich.

Fire and Burglar Proof Safes

Our line, which is the largest ever assembled in Michigan, comprises a complete assortment ranging in price from \$8 up.

We are prepared to fill your order for any ordinary safe on an hour's notice.

Tradesman Company, Grand Rapids

LITTLE NOVELTIES.**How They Bring Wealth to Their Inventors.**

In modern Chicago a man who can prove that his business is the invention of novelties in the wide sense of the term may establish the conventional "visible means of support" to the satisfaction of any court of record.

Inventing novelties to the order of manufacturer, jobber or retailer has been developed in recent years until enough men devote their time to it to rank it as a business. Incidentally the whole field of promise in patented novelties is such as to invite the attention of thousands of those who are of the disposition to "have ideas," if only as a side line. Some of the most unexpected ideas concerning some of the simplest possibilities in the novelty field have made fortunes for the one who has availed himself of his inspiration through the patent office.

The man who conceived the idea of a little brass paper fastener which, made of a doubled brass strip in "T" shape, could be sold by the quart at a cost of a few cents made a fortune for himself and for his manufacturers. In the sharpest possible contrast with this is the story of one of the most complicated and costly ventures in the typesetting machine patents.

This was the Paige typesetting machine, which handled the newspaper type itself, setting it, justifying it, and afterward distributing it. A first machine was built more or less crudely in order to demonstrate its practical-

bility, after which a company was formed to manufacture it. Practically the first machine built cost \$1,000,000, having 15,000 pieces in its composition, the description filed with the patent office containing 204 pages, with 160 of these mechanical drawings, \$5,000 having been spent in preparing the case for the patent office, and a plump \$2,000,000 going into the manufacturers' scrap heap before the company decided to go out of business altogether.

In the eye of the expert in patent fields, the ideal conditions for a patent are, first, that it shall be in universal demand, even if it be something that shall sell for 1 cent. Experience points to the fact that in these days of the busy penny, a novelty that must retail for as much as 5 cents never becomes popular in the widest sense of the term. Two cents for a simple novelty that may be manufactured for every school child at a fraction of a penny each has all the suggestions of a modern gold mine to the patent attorney of experience.

In a practical way the majority of such inventions are of metal, and are die struck, perhaps at the rate of scores in a minute, with the stretching of the metal to the last limit of economy. In the manufacture of such novelties the greatest cost is for the dies that shall strike the article at a blow, for ordinarily the manufacturer of such an article has made other similar die struck articles and with only a change of dies in a machine little other alteration is necessary for the

production of something entirely different.

Something distinctly whimsical and novel, coming within marketable figures, making it within the reach of anybody to whom it will appeal, is preferable to something costing 25 to 50 cents and more. Household novelties of practical use will stand a retail price of 25 cents, but to exceed 5 cents as the limit on the small novelty designed to amuse is to make the thing not worth while unless the invention be of striking interest.

There is scarcely a patent attorney or a person interested in a patent of his own who does not refer to the old return ball of twenty-five years ago, and repeat the story of the \$150,000 which the inventor made of it. The original toy at the time was of a character to interest everybody in the household, from grandfather to baby, while it was simplicity and cheapness to the point of ideality. A ball of soft pine, attached to an India rubber strip two feet long, the whole costing about $\frac{1}{4}$ of a cent, retailed for a nickel in those days, and everybody in the household had to have one, sooner or later.

In all the line of small inventions, perhaps no novelty ever cost its exploiters as much money for advertising, as did the little metal hook made known to everybody in the country who could read, by that pioneer of catch lines, "See that hump?" Tons of those minute bits of wire were sold, and money made for all concerned.

Not all of the physically small nov-

elties belong strictly to that classification. The metal "link belt" was one of these small things which revolutionized former methods of transmitting power. One of its first noticeable applications was to the chain bicycle when the modern wheel buried the old high pattern for all time. From the bicycle the chain has passed to the automobile, where it is most frequently seen, but its field of usefulness extends to nearly every condition where power is transmitted to geared mechanisms. This inventor was a Chicago man, and he made \$500,000 out of it.

Chicago's place among the cities turning out inventions of universal use is still further attested in the fact that the modern mechanism for lifting transoms and securing them from closing, and against any possible depredator from the outside, originated there, as did the first spring mattress and the first folding bed.

To get a patent on the average small novelty which is in a class not requiring the limit of investigation into the patent office records will cost the average inventor about \$65, and he will have to wait from two to three months for the completion of the necessary routine. Some of this routine involves a good deal of red tape, but the patent attorney appreciates some of the difficulties in his own investigations, whether his client does or not.

For example, the fact that no such thing as the inventor has completed can be found on the market does not indicate that no such thing was ever

Window Glass Prices Advanced June 12th

You received one of our postal cards, giving prices quoted to-day. If you did not, we want you to write and we will send one.

Another Meeting of Jobbers is Scheduled for June 27th

and there are strong forces working for a further advance.

We advise you to buy now. Quotations may be withdrawn any day.

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

Bent Glass Factory, Kent and Newberry Sts.

Office and Warehouse, 199, 201, 203 Canal St.

patented. Mere lack of energy in the inventor has buried scores of otherwise valuable productions in the scrap piles of the patent office, where many of them are merely obstructing creations blocking more or less the later ideas of other men on the same lines.

Some of the novelties that have their origin in Chicago and elsewhere nowadays are the result of invitations from manufacturers of novelty goods who have need for a newer novelty or who have seen an opening in the industrial world for some appliance that is needed and will make a hit.

Edward De Long.

Clean Life Best Road To Success in World.

To the question, "What would you urge on the young man of to-day as the first principle of success?" a prominent man recently replied: "The clean life."

"Evidently been reading Wagner's 'Simple Life,'" ventured the friend who had asked the question.

"No," was the answer. "The simple life doesn't hardly apply when a question of winning in the race for success to-day is considered. But as the first principle for the guidance of the young man who wants to win success I would place clean living. It is only the clean liver who wins success nowadays."

The man who spoke thus is just a plain, practical, Chicago business man. Pleasant theories have nothing attractive to him. All questions, of whatsoever nature, appeal to him on the practical side or not at all. He is all business. When he says that clean living is the first and foremost requisite for success, when he places this above education, training and even the hard work success regime advised by most men who lay down rules for the young man to follow to wealth and position, it is up to the young man to pause and give his words consideration.

He does not advise clean living because he is particularly interested in the spiritual welfare of the young man of to-day. He worries not about the future of the human race. But when nailed down for the prime principle of a recipe for success he says, "Live clean." And he knows, for he came up from the bottom himself and has hundreds of men under him now.

There is nothing Utopian nor final about the "clean life" proposition. There are a whole lot of young men in every city in the country who could give a good definition of the phrase from having dabbled deeply in its exact opposite. It means to live in a way that is best calculated to keep the body and mind free from disease or decay—to live clean.

In these days when it is the strenuous life that obtains in business affairs, it is the man of health, the man of good physical stamina, energetic, clear minded and sane, who wins the position worth having. The weakling who has spent his best days in dissipation that has cost him his health is the man who winds up at the bottom of the ladder, in the places where the failures of the age

are relegated. The pace is too swift for them and they drop behind muttering that the hand of Fate is turned cruelly on them and that less capable men than they are being promoted over their heads through influence, etc.

We all know this type. Every office, store and business house in the country has them—the Men Who Kick. Many of them are good men in their lines, and it seems incredible that they do not rise. But look them up after hours, see how they spend their evenings, their half days off, and see if you can not find the reason for their failure to rise. Nine times out of ten they will be found to be "rounders," "sports," and if there are any words that suffice as an explanation why some men fail they are the words, "sport" and "rounder."

A young fellow is paid \$15 a week. He pays out of this \$6 for his board and out of the rest he tries to be a "sport." He goes out with the "boys" at night, drinks and dissipates as far as his money will take him, then goes home at night logy, tired, "knocked out." He has a hard time getting sobered to go to work in the morning and he leaves off at noon to go home and get the rest that he lost at night.

He is not himself for three or four days. Then, when the system has rid itself of the poison that he shot into it, he has another opportunity to go out and he a "sport." And it takes him the same time to recover from this night as from the other. And a man can keep at this for a long time, an awfully long time, for the human system is adaptive and will secrete much poison before making the final outcry that brings down the crash. But a man can not do his best work while he is living in this manner, and if a man wishes to win nowadays he has to do his best work first, last and all the time.

The clean liver can do this. He knows that it is not well to try to be a "sport." He may not have any religious scruples nor be any paragon of virtue. But he is sensible, and he knows it does not pay. It is simply a question of dollars and cents with him, and he solves the question in the right fashion.

made in the office or store that he is in he gets it. Maybe he is not a better worker than the other fellow, the "sport." He may even be less capable than the "sport" is when he is "right." But the clean liver is reliable, he can be depended upon to do his work day after day, and to last. The man who plays the sport, whose energy is continually below par, sees the other fellow get the promotion, curses his superiors for favoritism, and goes out to get drunk over it. Soon he is one of that large army of "booze fighters," who drink because their system craves liquor. When they lose their jobs and go to the bad, and finally fall victims to the drink habit, their friends all say, "Too bad." And the clean liver is then just getting into the prime of a long and satisfactory life.

Henry Oyen.

Michigan Fire and Marine Insurance Company Detroit Michigan

Established 1881.

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

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

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Heating and Ventilating Engineers. High and Low Pressure Steam Work. Special attention given to Power Construction and Vacuum Work. Jobbers of Steam, Water and Plumbing Goods

KALAMAZOO, MICH.

Use Tradesman Coupon Books

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 10—The general tendency of the coffee market is toward a lower basis and speculators have been liquidating to quite an extent. The market for spot stock has been quiet, as buyers are not disposed to make purchases ahead of current wants, as they think the declining tendency may continue. Rio No. 7 is worth 7¾c. In store and afloat there are 3,903,883 bags, against 2,801,403 bags at the same time last year. Mild grades, in sympathy with Brazil sorts, have been quiet and the tone is anything but cheerful. Good Cucuta, 9¼@9¼c; good average Bogotas, 10¾@11c. In East India grades there is a light volume of business at about recent prices.

New business in sugar has been quiet all the week, but there is a steady improvement in withdrawals under old contracts and the market generally exhibits a better tone than last week, as naturally might be expected. In fact, the demand of the past day or so has caused some of the refineries to be behind in deliveries from three to five days.

There has been a very small demand for teas. The consuming public seem to have enough on hand to cause them to refrain from calling on the retailer and the latter has stocks sufficiently large to tide him over. Prices are pretty well held and dealers seem to think a fair trade will spring up this fall.

There is a fairly active trade in rice and holders are quite well pleased with the outlook. There is a good call reported from the consuming public and stocks in the hands of dealers are not especially large, so the situation, upon the whole, is in favor of the seller.

In spices there is no interest in anything save pepper. Advices indicate a very limited crop this season and already the markets of the world are exhibiting a hardening tendency. Singapore is now worth 11¾@12c; West Coast, 11½@11¾c.

Stocks of molasses are running light and dealers are making no special effort to dispose of holdings, as a higher range is anticipated later in the season. Quotations are well maintained and unchanged. Syrups are steady and about unchanged.

In canned goods there is not much to note. The Maryland pack of peas promises to be very short, and notwithstanding this the trade is not much disposed to interest itself. The new pack shows fine quality and will probably move freely after a month or so. Corn is about as dull as the trade has ever known it to be, no interest whatever being shown in futures. Tomatoes of desirable quality would be rather hard to pick up below 65c for standard Maryland and futures are quite generally held at

67½c. Salmon is steady, but there is mighty little business going forward.

Dried fruits are moving about as well as might be expected in summer. Currants show some advance, owing to higher prices abroad, and 4¾c seems to be the rate here for uncleaned in barrels. Prunes are firm and tend to a higher basis. Little is doing in futures for peaches or apricots.

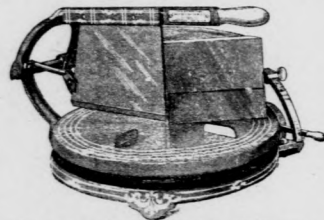
The butter market is decidedly dull this week. While current arrivals are not especially large, they have seemingly been sufficient to meet requirements and, as there was quite an accumulation, prices have sagged. Extra creamery, 20@20¼c; seconds to firsts, 17½@19½c; Western imitation creamery, 16½@18c; Western factory firsts, 16@16½c; seconds, 15@15½c; renovated, 15@17½c.

The cheese market is in a little better condition and, although prices are still on a pretty low level, there is a better feeling. New full cream, 9@9¾c.

Arrivals of eggs continue fairly liberal, but there is no great abundance of really desirable stock. Best Western is held at 17¼@18c; average best, 17c, and from this down through every fraction to 15c or lower.

Fearless and Independent.

The Chicago Record-Herald is a conspicuous example of the success with which the public rewards fearless nonpartisanship in the columns of a great metropolitan daily paper. It is an independent newspaper, in which men and measures are invariably viewed wholly from the standpoint of the public good, and not from that of the interests of any particular political party. It is the very reverse of neutral—fearless and outspoken on all the great questions of the day, but presenting its editorial opinion upon independent judgment and entirely regardless of political affiliations. Partisanship is barred as strictly from the news columns as from the editorial page. All political news is given without partisan coloring, thus enabling the reader to form correct conclusions for himself. In the ordinary partisan newspaper political news is usually colored to such an extent as to make it difficult if not impossible for the reader to secure a sound basis for intelligent judgment.



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.

June Is The Month

When you will sell a lot of Lily White if you are careful to keep well supplied. The demand for this flour is increasing every day; although our mills have been increased in capacity time and time again, there are periods during the year when we are unable to make flour fast enough.

The great success of Lily White is due to its merit and its reliability.

Good every time.

It is easy to claim reliability and uniformity in flour but it is quite another matter to live up to it. And people soon get disgusted with flour that isn't uniform. They can't depend on it and they lose time, patience and money every time they buy it.

When you sell them Lily White they feel grateful to you for giving them such good flour. They remember it and come back for more and say, "Your flour is so good I'm going to try some of your tea," or whatever they happen to need at the time.

Thus you get more of their trade and they tell their neighbors about you and you get the neighbors' trade. And so it goes on and on until eventually you get most of the trade of your town.

The buying of Lily White doesn't need to worry you because you can always sell it. If you have to pay more for it you can get more from your customers. Many of them would pay twice what you ask for it rather than go without it. The people who use it are those who want good, reliable goods. They don't buy shoddy of any kind and their trade is worth more than all other trade combined.

Get Lily White and get that trade.

Valley City Milling Co.

Grand Rapids, Mich.

Plea for Annual Vacation for Clerks.
Written for the Tradesman.

Once more the time has come when every one, from the bundle boy to the general manager, is dreaming large variegated dreams of a week of unlimited ball playing in the back lot or a period of undisturbed bliss by the lapping waves or among the mountain crags, according to his situation in life and condition of pocket book.

This same question of a vacation is just now disturbing many people. There are some, like John D. Rockefeller, who never took a vacation in their lives and they think that no one else should. These are the employers who are filling the breasts of their employes with woe and, as they drag through the weary round of the day's duties, it does not take a Sherlock Holmes to deduct the fact that these are the people who are worth the least to their employers.

It is a long-recognized fact that the human body is but a machine and, like all machines, needs repairing and oiling to do good work, but the man behind the business cheerfully goes ahead in his misguided way telling the humble supplicant for rest that he wants people who do not need a vacation and if the aforesaid supplicant wants one he can take it for the rest of his life as far as he, the employer, is concerned. So the poor clerk goes back to his duties with his lack-luster eye, his pale cheek and his halting step. He is cross to the customers and unwilling in his work, and things go wrong in general.

And yet the perverse employer wonders what is awry. Surely every one is there attending to his business. If half the force was off on a vacation there would be some excuse, but here he mops his pale and beaded brow and goes down and soundly berates deserving and undeserving clerks alike because he is run down and nervous and needs a vacation himself. Many men who have the ability to engineer great deals, to handle a large business in all its minute details, have not the good common "horse sense" to know that every one connected with the establishment, including himself, would be greatly benefited by a period of rest during the hot summer days.

Let the reader who likes to find out things for himself look around at the clerks in all the stores he enters this summer. He will see a brown faced girl going about her work with a vim and zest that are commendable. She is just back from her vacation, and had you seen her two weeks ago you would not have recognized in the pale-faced, drooping girl the proud creature radiant with health who now stands before you pleasantly enquiring as to your needs.

Go down the street a block or two and go into the store operated by the commercial Napoleon who never took a vacation. See the limp-looking young man loafing behind the counter and avoiding your eye that he may escape waiting on you. Notice the spiritless young lady who seems by the expression of her face to be taking a most pessimistic view of life.

Here are no active young people who enjoy their work and are anxious as to your wants. They are waiting until 6 o'clock, when an hour or two at some inadequate park and a night of tossing in a sultry bedroom is expected to remove from them all traces of the toil of the previous day. It is needless to ask which are the more valuable to their employers.

If the employer would but conjure up visions of shady pools where the sunlight filters through the trees and dapples the surface of the water in the cool depths of which the speckled trout is lurking, then might the toiling people behind the counter be given a chance for recuperation. For to but dream of these delights is to long for them, and the man who comes back from the enjoyment of them is filled with a desire to make every one else happy in the same way.

Let us hope—for the sake of the workers, most of all, for the sake of the masters, too—that the day is not far off when a vacation will be a recognized and usual part of every one's year.
Burton Allen.

Don't Grind.

Don't grind. Work and work hard—but there's a difference between actual, accomplishing labor and heart-heavy, slavish plugging-away. Get your breath—deep inspirations are needed for clever ones. Before you moisten your palms and go grimly at it again, settle back and rest a bit. The strenuous life is all right. So is the simple existence. But it is the philosophical mixture of the two that produces ideal living. Laziness never brought happiness. Enforced idleness is worse than enforced toil. But there is little to be accomplished by hammering, and hanging on, and holding fast to the thing in hand until specks come before your eyes and your head thumps, and you are atremble with the strain of vain thinking. Give the thoughts a chance to come. Give business tangles an opportunity to straighten themselves out.

The moment your work becomes unpleasant; the moment it becomes a sort of ogre demanding your all, that moment you are beginning to hurt your work. Then it's time to relieve the tension and give your think-machinery a rest. For soon as you cease striving after the idea, or struggling for the solution of a business problem, it is pretty certain to come and perch within easy reach. Don't grind. D. Herbert Moore.

A man with a pull is worth two in the push.

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

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.

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

Ten Reasons Why You Should Buy Golden Horn Flour

Reason No. 6.—Profit Producing.

The dealer's first consideration is profit. First have a good article, then sell it at a profitable figure and push sales to the utmost. It is the business-getter who makes the money these days. The man who starts something—who makes things happen. Confidence and enthusiasm get the business. Any dealer can make better profit on a good article by employing energy and brains in the sale than by selling cheap goods at cut prices.

GOLDEN HORN FLOUR is always reliable, a good seller and a money maker. Every sale makes a customer and every sack sells another. This is true because no better flour is made. It is sold on its merits and at reasonable prices. Your profits will increase in proportion as you increase the sale of Golden Horn. It depends on yourself. Double your energy and enthusiasm and double your profits. Our particular delight is a customer who wants something better than the ordinary and will not waste his time looking for the lowest bidder. One who knows a good thing when he sees it.

Manufactured by

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

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots

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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Sheffield-King Milling Co.

Minneapolis, Minn.



CLOTHING

Market Conditions in Underwear and Hosiery.

Salesmen returning from their Western and Southern trips report that almost during the whole time they were out they encountered good weather, with a plenty of repeat orders, while the Eastern contingent found the weather East so cool that there was practically little duplicating for the present season. From the West and South, however, there has been an active demand for high grades in undersuits. It appears from the general call from all parts of the country as if the better grades have the call and that there is a more widespread trading up tendency than characterized last season's business. Even the light duplicating indulged in by Eastern dealers is for the best qualities.

Standard goods are in excellent request, and as the best always carry quality it is not surprising that both domestic and foreign agents report that they are shy about accepting too large orders for immediate delivery, doubting their ability to make shipments, owing to the scarcity of stock in the best grades. Some underwear people go so far as to predict a scarcity of fine qualities of light-weight undersuits. Last year the situation was directly opposite, there being a pronounced scarcity of low-priced goods. Jobbers say they had not anticipated so active a market on good merchandise and are themselves not oversupplied with stock.

There is, however, a generous supply of popular grades, and it is because there is such an overstock of cheap goods in the market that some very large sales of undersuits have already been held early this season by the big dry goods emporiums, and at prices indicating there has been a slaughter of stock, either by the mills or the jobbers. However, much of this stock has been of defective character and represents the first shipments from the mills of "seconds." As one buyer explained his position to the writer: "I had the same lot that Messrs. So-and-So are selling offered to me at a very low price, but I figured that as the weather was against its selling, it would pay me to let it go and wait for another shipment from the same mill, because the second lot is bound to be better in quality and I don't expect I'll have to pay any more for it. Usually they pick the worst out to put in the first lots shipped, and by waiting I stand a better show of getting nicer goods and striking a more favorable time for my sale."

Realizing that woollens are not going to be any cheaper, buyers have been more plentiful as fall operators during the fortnight. As previously reported, the orders placed for fall are large, and every dealer is in need of heavyweights, and while the great bulk of the season's business has al-

ready been secured, there are some buyers still holding off, either through ignorance of the actual course of the market on woollens, or else because they expect prices to drop before they will actually need the merchandise, and are, therefore, playing a waiting game in expectation of saving some money. But the tardy buyer will either have to pay more money for his woollens or be satisfied with goods of inferior quality, as where the mills have not advanced prices in conformity with the higher cost of raw goods, they have taken the equivalent of the increase cost out of the quality of their products. It is said by the mills and jobbers that another rise is inevitable before many weeks.

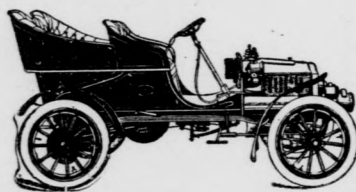
Repeat orders for summerweight mesh goods of linen and ramie are coming in satisfactorily. There is an increasing call for short sleeve shirts and knee-length drawers. Orders are also coming from the West for union suits of mesh goods. These are special orders, however, as few if any of the mesh goods houses care as yet to venture the making of combination suits for stock.

The hosiery line continues to grow in importance, and notwithstanding that trade has been light in undersuits the same can not be said of half-hose, which continues to be one of the most active lines in the furnishings stock. Just now there is unusual demand for plain black cotton and lisle, tans and navy blue, while in the fancy varieties the clocked and embroidered instep styles are selling best in solid but dark colors. As previously noted, there is a very nice business in white hose with self and black clocks in lisle and silk, but this demand is peculiar to the upper class trade only.—Apparel Gazette.

The more truth you put into your business the better for the business and you.

Faith is turning the face toward God.

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

A FEW REASONS

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

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

MICH. ENG. CO.

Fall Goods Shown in the Neckwear Line.

Although the low temperature prevailing up to this month had a retarding influence on the general neckwear business, there was a little activity in retail stores on certain types of neckdress. This activity was largely distributed to white cotton goods and string ties. According to the judgment of retailers, the good demand for silk ties and cotton scarfs, despite the cool weather throughout May, is accepted as significant of popular taste and indicates a large summer business in these goods. At this writing interest is held by Rumchundas and cottons and retailers everywhere are giving prominence to both, but without results satisfactory enough to induce repeating orders, and not until they have been forced into market to repeat their initial buys will the business in neckwear be declared satisfactory.

Some dealers believe that wing collars will be worn through the summer and that the turndown collar with its wide spreading points becoming more and more popular, the wide forms in four-in-hands will be in demand, especially with young fellows. But while more turndown collars are being worn, it appears from a canvass of the retail trade that although great expectations are entertained of the revived old-fashioned collar vogue, it is yet only in its experimental or trial stage, as at best the collars are selling by twos and threes. With this style of collar the string tie with its wide ends is as well as a large knotted four-in-hand, and it appears from the sales so far that the 2½ cotton four-in-hand is as popular as the bow tie. Yet the printed twills, pongees and Shantung are more plentiful this season, and are shown in greater variety than ever before. And as retailers are selling four-in-hands fifty inches long in these materials at half a dollar, the scarfs made up in reversible and French seam styles, they are giving excellent values and should reap success on the printed silks, as their attractiveness has never been disputed. So that just what will be in greatest vogue for summer is yet uncertain.

The backward spring trade with retailers does not make the fall outlook extra encouraging for manufacturers, and just now there is no desire to get out early with new lines. The new trips are now being planned, and with a view of getting salesmen off the last week of this month or the first week in July.

Plain or solid colors will again figure prominently in the fall collections, but the new types present a different order of weaves than has heretofore been introduced in solid colors. The call for new weaves is more insistent than ever before, and the problem of getting them out has never taxed the weaver so severely as at present. Many of the old weaves have been revived in a new form in varying combinations of weave and colors as well as effects. Among the old favorites are natte and mogadore, the latter in its improved state being

more like a French faille. It is loom finished and very soft and lustrous. In fact, all of the season's cravatting are more lustrous because of the new loom finish now given to them, which renders the fabric soft and pliable and better wearing, a finish particularly suited to the plain weaves and solid colors now so much in request. Even the new natte weaves are combined with mogadore effects and grounds, resulting in an exceedingly rich scarfing eminently suited to high-grade goods.

The new failles have been introduced in solid colors with bias pencil stripes in contrasting colors; also in broad stripes of two matching colors, such as garnet and maroon, royal and indigo, bronze and myrtle, bishop and King Edward purple, the broad stripes separated by pencil lines of white and contrasting colors.

Faconne iridescents are shown in two and three color changeables with set and fancy figures of unique design. The new types in fancies reflect this same order of fancy weave grounds with separate figures of a more or less set character, the separate figure designs being favored above all-over patterns.

An inspection of the various lines brought out for fall shows preference given to bias stripes, changeables and fancy weaves in solid colors. And the principal colors for the holiday lines are dark buff, a new shade of brown between chocolate and the lighter golden brown of the past season, garnet, maroon, bishop and King Edward purples, olive, a new reseda, as green as green can be without being obtrusive, and not unlike a light Russian green; blues, beginning with China blue and including royal and indigo, pearl gray, and pearl with white to produce a still softer tone. Pearls and lavenders are holiday favorites.

"Alpak" is a new weave recently introduced here and brought out in London last fall. It met with big sales on the other side, and is already a success here. Its name is derived from the peculiar weave, and end-and-end construction in two colors, resembling a two-toned alpaca. This ground in the new cravatting is brocaded with set and all-over designs, which show plenty of the ground. The fabric is soft and durable.—Apparel Gazette.

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.
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Banking By Mail

Resources Exceed 2½ Million Dollars

If You Are Not Selling

"Clothes of Quality"

you are not giving your customers what they are entitled to.

Every seller of clothes who critically examines this season's models unhesitatingly places an order for them.

Why not look them over?

Our salesmen are in your State and will gladly call if you request it.

The Best Medium-Priced Clothes in the World

MADE IN BUFFALO

M. Wile & Company

ESTABLISHED 1877

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.

Autumn and Winter Styles in Shirts.

Cold weather has put a spoke in the wheel of spring business. Early buying was brisker than in several years, and hopes ran high, but the demand was not sustained. However, if summer proves really and truly summery, instead of blowing hot and blowing cold by turns, the business of retailers will go much beyond the normal volume of the last few seasons. In fact, some manufacturers are preparing to meet a scramble for goods during June and July, believing that retail stocks will melt quickly under the thawing influence of favorable weather. First purchases by retailers were not as large as the probable measure of demand seemed to warrant, and it is likely that quite a few dealers will be "caught short" when the sun begins to blaze. All in all, the prospects for summer are bright. Owing to the large quantity of goods carried over during the last few seasons, the retailer has been on his guard against overbuying and stocks are in a healthy condition. An old but ever applicable warning is not amiss here. Cutting prices during the flush of the summer season has greatly upset the shirt trade in former years without bringing any real benefit to the price-cutter. It is perfectly legitimate to "mark down" when the season has run its course and the deck must be cleared for winter goods, but it is the blindest of policies deliberately to sacrifice staple shirts for the mere sake of shout-and-hurrah, and to the hurt of the whole season.

Regular stiff bosoms and pleated stiff bosoms are dividing attention for autumn. It is now established beyond a doubt that the stiff bosom will be a prominent factor in sales, and many retailers who hesitated to order when the lines were first shown bought freely last month. The fact that the stiff bosom was not very successful last year was due in a measure to the shortsightedness of some dealers who did not recognize its possibilities and withheld orders until the manufacturers could not get the goods to fill them. Signs multiply that the consumer is tiring of the negligee, pure and simple, and that next autumn he will be ready to return to the stiff bosom and its half brother, the pleated stiff bosom lined in the back. Of course, as we have maintained from the beginning, the future of the stiff bosom rests with the retailer himself. He has it in his power to launch the autumn season with distinctively winter styles or with styles which are simply reproductions of spring garments and which exert no strong claim upon the attention of the consumer. The conditions which brought about what has resolved itself into virtually a one-season shirt business have lessened sales to such a degree, that a change back to normal conditions is imperative. Makers and dealers working together can do much to form public taste—indeed, the makers have already done their share. It remains for the dealer to decide whether he shall govern conditions or shall be governed by them.

Cross stripe bosoms are shown for autumn in limited lots and mostly in neat effects. Buyers have not approved of bold cross stripes and they are too risky property for the average shop. Pinks and helios are still gaining measurably, although blues, blacks and even tans are yet leading colors in autumn garments. Plaids and checks are worthy of being considered, and embroidered figures on white grounds have found some degree of favor. Dark colors are sought in stiff bosom shirts. Combination shirts have been brought out in many new and effective designs, and there is a noticeable absence of the clashing colors which marked former seasons and have proved the undoing of the combination shirt.

Pleated white shirts for wear with the dinner jacket appear in the conventional models save one—a shirt with bosom pleats so fine as to constitute practically a stiff front without the binding discomfort of the ordinary stiff front. Embroidered pique shirts for afternoon wear, although an extreme development of fashion, have the endorsement of one of the smartest metropolitan haberdashers. There is a tendency to make the cuffs on dress shirts less narrow than heretofore, as the narrow cuff, while perhaps trimmer and more convenient, does not launder so well nor keep its shape.—Haberdasher.

Some Things Men Will Wear This Season.

There will probably be enough serges to go around this summer, but one might doubt it, judging by the great to-do being made by wholesale clothiers, who can not get the piece goods to begin to fill the demand. While there will be many more men than usual who will wear a blue, black or gray serge this summer there are always enough who prefer other material to give a spice of variety to the clothing business.

The exclusive tailors who make a business of catering to fancies just a little ahead of the styles are looking with much favor upon the latest novelty, which promises to become a very smart fashion indeed. This is an Irish handwoven homespun, or wool crash. The original fabric is imported in small quantities from Ireland and Scotland, and is expensive, but it can be imitated to perfection by mills which use the native Irish, English luster, or Scottish wools, and which pay particular attention to the weaving, which must be nearly perfect to approach comparison with the product of the handloom.

Indeed, there are representatives of American mills abroad at the present time who are credited with attempting to corner the market on certain lines of Scotch and Irish wools. There are a number of Scotchmen in the mill business in the United States who are past masters in the art of making homespuns and crashes. They are anticipating a busy summer, making the goods which will reach the consumer next summer. This fact is important as an indication that homespun suitings and wool crashes will be among the leading fashions of next

UNION



MADE

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

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

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.

year. The man who is fortunate enough to obtain a suit of this fabric this year, therefore, will be able to regard it as a wise investment.

With the advent of real hot weather and the approach of the vacation season there are few fabrics which approach the wearable qualities and the sightliness and style which it is possible to obtain in a homespun. With the outing flannel they constitute the bulk of the suits worn for outing purposes. The most appropriate colors in homespun are black and white effects, some browns and greens, and a few yellowish plaids. The simon-pure gray effect, which will be predominant this year and next, is obtainable in homespuns and wool crashes to perfection. Owing to the absence or rather the impossibility of cotton or shoddy adulteration the color and style effects of the homespun are bright and clear, and have that snappy effect essential in latter-day suitings.

The weave, as stated, must be perfect, the threads being laid close together and the body of the cloth having great firmness and elasticity. The roughness, which is the quality of the homespun fabric first appearing to the lay observer, comes only from the coarse, harsh wool employed. This very harshness is the dominant quality of the Scotch and Irish crossbred wools used, and by means of it the elasticity of fiber is obtained which makes the homespun so valuable for summer clothing. Dampness or ill-usage should not affect it, nor will it be easily stretched, pulled, creased or wrinkled. The best way to tell a good homespun is to see if you can crush it into wrinkles. If the fabric is not elastic and stays wrinkled, do not buy it.

The Great Importance of Governing One's Temper.

Written for the Tradesman.

The art of governing one's temper is a necessary acquirement. On every hand we find instances where a hasty temper has caused much loss and sorrow.

From childhood we find it is of great moment to us to be able to govern our temper—in school life, in society and in business.

In school life we form the acquaintance of companions and professors and we may cause them to be our friends or to dislike us by the use of our temper.

In society we make friends only to lose them by the ill use of our temper. Our friends fear us and avoid us because our ungovernable temper makes all surrounded in the atmosphere of fear. Something might happen that would cause us to flare up and render all those near us humiliated; consequently we lose friends and favor.

In business numerous things present themselves every day over which we must preside with great care, so that our temper will never get the better of us. We will never be successful unless we can. We lose patronage, favor and the good will of all. We do things, say things, which we are ashamed of when we take time to reflect on our past. We make our-

selves and those around us miserable; make people who try to be our friends fear us, and others despise us. We should, for the sake of ourselves and others, act wisely and govern our own temper, thereby helping others to control theirs. We should so live that in after life we will have but few regrets. Can we do this while our temper is fiery and irritable? No, we must learn to control ourselves, think before we speak, lay plans, and do so wisely before we act. Every word or deed should be watched over, every sentence thought out and weighed before spoken, then judged as to whether or not it would be as we would wish it to be.

Then another essential thing is for us to learn to deal lightly with the things which would have a tendency to sour our dispositions. Let them pass as if unnoticed; heed them not, and in a short time they will disappear. Others will see that it is fruitless to attempt to ruffle us, and they will cease to try, and in a short time we will notice that our life is in a more peaceful state, our conscience clear and our brow crowned with a wreath of eternal sunbeams when we can say to ourselves, "I have fought the foe and have won."

Lucia Harrison.

Frenzied Science.

The newspapers are fond of printing the strange cerebations of certain Chicago professors who seem to make a specialty of "frenzied science." The "Chicago professor" brand of science is highly entertaining, even although it is usually denied in toto within from two to ten days after publication.

The latest effusion of this type concerns the origin of life, Adam and Eve, and other questions of great interest and antiquity. The professor is alleged to have stated bravely, that life could be prepared artificially; that he considered it merely the result of certain physical and chemical combinations. "There is no doubt in my mind," he is reported to have said, "but that in a short time real life will be produced. Wonderful advances have been made in physiological chemistry in the last decade. It is now only a question of a short time before some scientist will discover the process of the final stage. We can now make everything but the nucleus in the laboratory."

All of which is considerably more daring than original. Others have preached of the magical power of chemistry and prophesied of wonders to come, but the fulfilment is rather long in coming. So long as physiological chemistry is still groping in dense ignorance of the composition of proteids and peptonoids, the raw materials in life's laboratory, talk about the manufacture of living beings seems a bit premature. There will be time enough to begin figuring on the artificial creation of the animal when science has learned to produce the food necessary to keep the poor beast alive.

"Least said, soonest mended." Quote this to the crank who would talk your arm off.

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

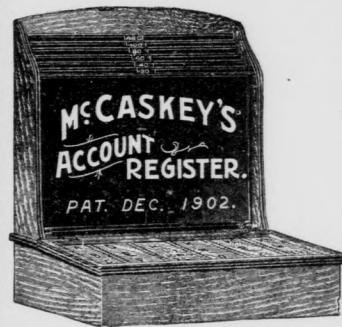


You Pay Your Clerks

For the Work They Do!

The McCaskey Account Register

Pays You for the Work You Don't Have to Do!



Wholesale Dealers say that the Successful Merchants are the ones who run their business in a Systematic Manner and Know at All Times how their Accounts stand. Retail Merchants who keep their Accounts on The McCaskey Register say that their customers pay promptly as they get an Itemized Bill and the Total of their Account every time they make a purchase.

**The Wholesale Dealer Knows!
The Retail Dealer Knows!
The Retailer's Customer Knows!
They All Know—They All Pay!**

Time, Labor and Expense saved by keeping Accounts on The McCaskey Register. Your Accounts can be Protected from Fire. Investigate. Write for Catalogue.

THE McCASKEY REGISTER CO.
ALLIANCE, OHIO
Mrs. of Multiplex Carbon Back Pads.

CLERKS' CORNER

Where the Boy Should Start as a Clerk.

"What do you think of the young man's chances in your store today?"

This question was asked of four different men who, as heads of stores in four lines and of four sizes, are in a position to know just what the answer to the question should be. Here are the answers condensed and welded into one: "Just as good, I think, as the young man's chance in an office. The big positions are there to be won. They are always filled from the ranks of the man in the store. It is up to the man."

Business men have a way of expressing themselves tersely and to the point. "It is up to the man," might stand as a permanent epigram for the basis of any "How shall I succeed" propaganda. It means more than appears on the face of it. It carries with it the cheerful optimism of the man who knows what it is to succeed through his own efforts, and the stern, just decision that it all depends on the individual.

The writer has been both store employe and office clerk. Of the two the office work paid more, but it was the more narrow—the less developing—of the two. In an office there are the desk, the ledger, the pen and ink, and the same never ending routine of the day's work to go through with day after day, week after week, year after year, until promotion comes, if it does come. There is little or no contact with the outer world. As a consequence the clerk is in danger of becoming the narrowest of men, the least acquainted with life at large, and so the least fitted for battling with the world in general of any of the better class of workers. He must succeed by staying with one firm for so long that promotion is sure to come to him, or else by leaving the work. He gains little or no active experience in real business life.

The situation is different in a store. The clerk or salesman meets and deals with dozens—possibly hundreds—of people intimately each day. He is actively a factor in the business world. His business faculties are constantly on the alert through necessity. His experience of the world and business is added to every day of his life. He meets people often in a fashion where a sale is a question of the sharper wits, so he learns aggressiveness and how to sell goods, and generally his business ability is being constantly developed.

The low pay that prevails among the majority of stores is the great drawback to the desirability of a career in a store. The young man about to choose a life vocation quite properly wants to begin by making as much as he can, provided a place holds out to him the offer of a future. He knows that it will be a long time before success will knock

at his door, and in the meantime he wants to earn just as much money as he can. The average store, whether large or small, does not hold forth any high pay for the beginner.

If an inexperienced applicant in one of the large department stores is offered a position at more than \$7 a week he may consider himself fortunate. This rate will prevail in most stores of any size, for it is calculated that an inexperienced man is not worth much. Yet here is the pay received by men in different lines, according to themselves and their employers:

Salesman department store.....\$18
Salesman wall paper house..... 22
Salesman hat store..... 25
Salesman jewelry house..... 25
Salesman grocery house..... 18

It must be borne in mind, however, that these are all experienced men in their various lines. Still this is not an excessive average for good store salesmen.

The beginner, of course, will be utterly incompetent to sell many lines. To sell wall paper competently requires a good working knowledge of the wall paper business, of wall paper hanging, and a good eye for effects and colors. In any line a man must be familiar with the goods he is handling before he may hope to make a customer believe what he is saying.

What holds goods with wall paper selling is proportionately right with other lines. A man must know hardware if he is to sell hardware, silk if he is to sell silk, chinaware if he is to sell dishes. And it takes time to learn these things, which is the great reason for the low pay of the store clerk.

So the beginner must be content with \$7 or \$8 a week to start with, and must begin humbly to learn the business of a store, just as if he were mastering a trade. Right at the start is where the majority of young men who begin work in stores make their big mistake. They refuse to consider the work of a store in the

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Our Certificates of Deposit are payable on demand and draw interest.

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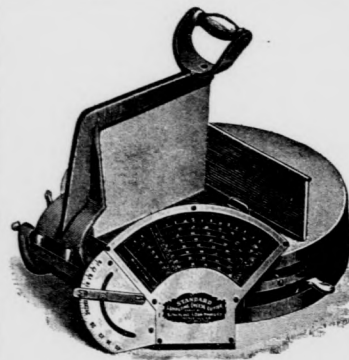
Ask for our Free Blue Savings Bank Fifty years corner Canal and Pearl Sts.

Quality==Uniformity



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

E. B. Millar & Co.
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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 more 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

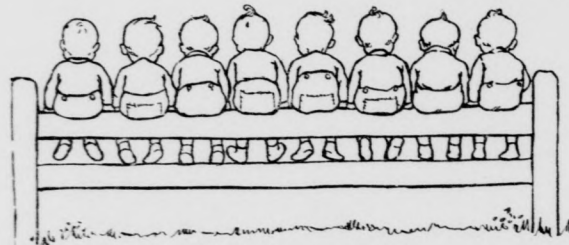


of FLEISCHMANN'S YELLOW LABEL COMPRESSED YEAST you sell not only increases your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

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

Our Cheerful Living Assortment



Good Live Pieces 72 Dozen Decorated Ware

Cups and Saucers Count as One Piece Only. No Package Charge. Beautiful Decalcomania Flowers and Each Piece Gold Lined. Deserving Attention!

The American China Co., Toronto, Ohio, U. S. A. Manufacturers High Grade Decorated Semi-Porcelain

light of a profession or trade. They stay behind the counter, selling one kind of goods in a half hearted manner and making no effort toward learning anything outside their own narrow domain. Many a clerk, after he has sold goods for a few weeks, is prone to think that he could run the store with one hand and play golf with the other without being at all worried. But the man who is in the store manager's chair got there by taking the business of the store seriously and by learning it while he was drawing small pay in a minor position. There is no time for him to learn it after he gets into the chair.

How long before the clerk will experience his first promotion will depend entirely upon himself. He may be a salesman for three or four years. Then, if he is the right man in the right place, he will find that there are plenty of other places where a good man can be used to advantage in a store besides behind the counter. As he rises his pay will grow proportionately larger and his opportunities for showing the kind of stuff that is in him will increase.

Not that success is to be had for all in this line any more than in others. But it is certain that most of the men in high positions in large stores and most owners of smaller establishments came up from the ranks of the salesmen and other store employes. They were good salesmen, and as salesmen they received the training that makes them good business men now. The man who will make a good salesman will, with further training, make a good active business man.

But it is not only in the store that the salesman may win his way. His experience fits him for many things. He can go on the road if the opportunity is offered him; he can become an office correspondent, any of the many positions in a business house that call for a man with tact, ability and business sense he will be ready for after a course in a store.

Perhaps it were well to advise a man to time his service in the store with care. If nothing to satisfy you looms up in sight after you are in the thirties quit the work and get into something else. But you will hardly regret that you put in a few years in a store. Jonas Howard.

The Christian Business Man's Responsibility.

The Christian of to-day is beginning to get a new idea of what it means to carry his religion into his business; he has found out that it signifies an earnest effort to make his business not only a means of gain, but an instrumentality of help and service to all his fellow men. Andrew Carnegie said some years ago, for instance, that a man may be as selfish as he pleases in the accumulation of a fortune if he will only be benevolent in the distribution of the fortune after it is made. That is not the best theory of the business man's responsibility. His greatest opportunities of benevolence are those which come to him in his business. It is

while he is making his fortune, not after it is made, that he must prove himself a Christian.

Gifts, no matter how munificent, which have been heaped up by extortion and trickery, are not Christian benefactions.

Some of the most gigantic robbers that the world has ever known, men who have accumulated hundreds of millions by wicked methods, are by some persons praised and flattered for their liberal gifts to churches and colleges and missions. Such an estimate does not represent the Christianity of to-day.

The Christian of to-day distinctly sees that the Christianization of the great realm of industry and traffic is the most urgent problem now before him. It is a tremendous undertaking, but not too arduous for the all-conquering grace of him who has banished infanticide, abolished slavery and lifted women to an equality with men.

The state is just as truly a divine institution as the church is, and the governor, the mayor, the superintendent of police, the member of the legislature or the city council or the school board is just as much a minister and servant of God as I am.

I have just as good a right to use my opportunity in a church to enrich myself or to push my personal ambitions as they have.

If the scandal in the case of a pastor would be greater than that of a public servant it is only because our notions about the service of the state have been terribly perverted.

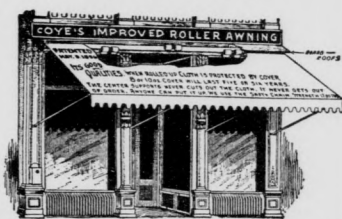
Washington Gladden.

In some parts of the West and South the people are getting interested in a new paving material, called Kentucky rock asphalt, that is said to have peculiar qualities fitting it for road making. It is ground up, spread over a prepared roadbed to the thickness of three-fourths of an inch and thoroughly rolled. Without heating it becomes in the course of a few days solid, resembling any asphalt pavement. It is said to be dustless, free from mud and not slippery.

Some of us are not content with a little profit unless we are threatened with a big loss.

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.

**YEAST
FOAM**

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The First Grand Prize
at the
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for raising

**PERFECT
BREAD**

**Facts in a
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**BOUR'S
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WHY?

They Are Scientifically

PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio



American Hens in Lead in Egg Laying Contest.

The American hen has proved her worth in an international egg laying competition for the second time. The great profit possible from poultry keeping has been demonstrated by the strictest test ever made. Six hundred hens, kept under observation in pens for one year, made a profit of \$1,240 after paying for the feed they consumed.

These are a few of the interesting things concerning poultry keeping which are shown in the result of the third Australian egg laying competition, which ended April 1 at the Hawkesbury Agricultural College, near Sydney, New South Wales.

The care given these hens was only the ordinary good care which may be given on any farm in America or Australia. The feed was of the kind that any farmer conveniently can procure, and all the details were carried out without any attempt to force egg production.

Three of these competitions have been held in Australia. No American hens were entered in the first. At the end of that one a poultry editor in the United States scoffingly said the Australians ought to send over for some American hens if they wanted real egg producers. This led to a challenge to send over four pens of six hens each for the next competition, and this was done.

This competition ended April 1, 1904, with a record never before reached. An American pen of Rose Comb Brown Leghorns stood second, with a record of 206 eggs each.

In the meantime arrangements were made to send American hens for the competition beginning on April 1, 1904, and seven pens of six hens each were entered. These hens were selected from pullets hatched after April 1, 1903, and were sent to Australia in November of that year in order to acclimate them.

Going from this country at the end of the summer, they entered Australia at the beginning of the spring, south of the equator, and were given good care until April 1, 1904, when the competition began.

A pen each of Rose Comb Brown Leghorns, Rose Comb White Leghorns, Single Comb White Leghorns, Rhode Island Reds, White Wyandottes, White Plymouth Rocks, and Partridge Wyandottes were sent over.

The weather during the year was against best results, but the American hens showed their quality. One hundred pens of six hens each were entered in the competition, seven of which were from America. Four of the American pens were among the first twenty at the end of the competition, and, curiously enough, three of them were among the last twenty.

The winning pen in the competition was a pen of Silver Wyandottes bred in Australia, which made a rec-

ord of 1,224 eggs. An American pen of Rose Comb White Leghorns from America was third with a record of 1,179 eggs. The next best American pen was composed of White Wyandottes, which stood ninth with a record of 1,101. An American pen of Rose Comb Brown Leghorns stood sixteenth with a record of 1,071 eggs, and an American pen of Rose Comb Rhode Island Reds stood eighteenth with a record of 1,056 eggs. Twenty-seven of the 100 pens produced more than 1,000 eggs during the year, and forty pens produced from 899 eggs to as low as 532. The pen next to the last was Silver Wyandottes, and the lowest of them all was a pen of Partridge Wyandottes.

Averaging the whole lot the production of eggs per hen was 152, making a total of 91,200 eggs during the year. These were sold in the regular market at Sydney for eating purposes at an average of 24 cents a dozen. The cost of feeding each hen during the year was \$1.07, and the average amount received for the eggs from each hen was \$3.06, leaving a profit over feed of \$1.99 for each hen. This is merely a comparative estimate, not figured exactly at the rate of exchange. The profit received from eggs was \$1,240.

The birds were fed bran and middlings, mixed, in the morning, boiled liver, chopped up, twice a week at 10 o'clock, and a grain mixture of three parts wheat to one part corn in the evening. On the days that meat was not fed, green stuff, such as rape or alfalfa, was fed at 10 o'clock. The bran and middlings were mixed with the water in which the liver had been boiled on the days when liver was fed, and with hot water in winter, and cold water in summer, during the other days.

Prof. Thompson, who had charge of the birds during the contest, pays a tribute to America's great cereal, corn, by saying that last year twice as much corn was fed as this year with better results, and that he believes the results would have been better if more corn had been used in the competition just ended.

The weather during the year of competition varied from 24 above zero to 115 above, in the shade in both cases.

In breeds, the Rose Comb Brown Leghorns made the largest average record, 178 eggs each; the Rhode Island Reds, next largest, 176 eggs each. Both the pens making this record were from America. The reason the winning breed did not show so great an average was that some poor hens were in the competition.

Miller Purvis.

If the other fellow gets there before you it's an unmistakable sign that he hustles.

Buyers and Shippers of
POTATOES

in carlots. Write or telephone us.
H. ELMER MOSELEY & CO.
GRAND RAPIDS, 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

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.

Men Who Try New Jobs Are Ones Who Succeed.

The popular idea that the man who dabbles in many kinds of work before settling down to the work that is to be his life vocation is worthless is hardly applicable to things as they are. Most men nowadays try many kinds of work before striking the line that is to be theirs for life. In the sense that the old proverb, "a rolling stone gathers no moss," is used to apply to the man who shifts from one position to the other, most men today are rolling stones. Some roll farther and longer than others. But they all roll considerably before lodging in the spot that is to be their permanent resting place.

If you are the average American citizen with a settled occupation at present, you have changed your occupation more than once. Leaving the rural district, where a man is a farmer or nothing, out of the case, the average man changes his occupation something like three times before he finds the work that he sticks to. This is not saying that it only requires three changes for one to find the life work, or that every man finds it at all. But this is close to the proper number of changes that the average city man makes before he gets the "job" that he holds, according to a man who makes a specialty of finding positions for people. Seldom is it that a man falls into the line that he is especially adapted for at the first trial. It matters apparently not if he is especially trained for a vocation, he usually must change before he is in the right one.

Take the case of the average city boy with the high school education starting out in life. Usually he is able to secure a position that holds forth good prospects for the future. As a minor clerk in a large house he has only to "stick" long enough and he will be rewarded by a position high enough to satisfy any moderate ambition. This, at least, is the theory.

But he seldom sticks in one place or even in one line long enough to win success by the slow process of working up, despite the success stories of prominent men to the contrary. There are any number of possible reasons why he should not stick. The first and greatest reason is that it may not be his work. This in itself is enough to insure that he will change occupation before he "settles" into a place.

No man works long at any work which is not congenial or to which he is not adapted without the fact soon becoming apparent, and as soon as this fact is established with a man's employer it will not be long before he will be spared the necessity of doing his changing himself. On the other hand, the average man, if he is not a shirker and a loafer, will not hesitate in making the change as soon as he knows that he is the right man in the wrong place. If he does not he will suffer the fate of the square peg in the round hole and never fit in properly. But most men change.

Nor do they usually find the line

for which they are adapted on the second trial. There are hundreds of circumstances and conditions that work against a man staying in the second, or even third, work that he essays, even without the supreme fact that he does not in them find the work that shall be his.

Employment agencies of the better class are frequently in a position to see the number of times a man may change work before finding something which he stays at permanently. Often they are the medium of effecting the changes. Some men have a penchant of changing from one line of work to the other in a manner that passes all belief, but the majority of men who work in a city are only sincerely anxious to find the work wherein they can labor to the best advantage.

"A try at an office clerkship, as a store employe, possibly at a trade, and then a good position where the experience and knowledge of human nature gained in the previous positions can be utilized to the best advantage, this may be said to be the career of the average, untrained city man in his search for a vocation," said a man who finds hundreds of men places each year. "With the trained man, the man with a business school training, for instance, the course is different. Naturally, if he fails to find his work in a clerical position he will try for something better, an executive position preferably. But it takes him usually as many tries as it does the untrained man before he makes a hit. It is simply a question of finding the line that he can work best in.

"Even professional men have to change their profession sometimes before striking the one that just suits them, and there are dozens of professional men who tried their luck in other lines before starting to study what has turned out to be their life work. But so long as a man eventually settles down into the right career it does not matter how many changes he makes in getting to it. In fact, he is all the better for it, his knowledge of life is broader, and this will help him no matter what line he settles into. One has only to look about and see that there are a whole lot of misfits who would be the better off for making a shift or two."

W. S. Beard.

**No. 2
30 doz. Egg Cases
At a Sacrifice**

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

**Cummer Manufacturing Co.
Cadillac, Mich.**

ELLIOT O. GROSVENOR
Late State Food Commissioner
Advisory Counsel to manufacturers and jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.
2321 Majestic Building, Detroit, Mich

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.

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

RIVER RAISIN MASSACRE.

Monuments Erected To the Memory of the Heroes.

It was the morning of August 16, 1812, that the traitorous American General, Hull, made his ignominious surrender of two thousand men, with arms, ammunition, supplies and documents, to the British General, Brock, at Detroit.

Colonels Cass and McArthur, with their commands, had been ordered from the River Raisin and marched all night and reached Detroit in time to be included in this disgraceful capitulation.

Capt. Elliot, a British officer, was immediately sent to Col. Brush, who occupied the River Raisin block-house, which is near the city of Monroe. Brush, being informed by a scout of the approach of a white flag, sent out a guard, who blindfolded Elliot and his Indian companions and brought them into the stockade. When Brush was given a copy of the capitulation, he would not believe that Detroit had surrendered, did not see how it was possible that it could have been taken and thought the copy a forgery. The next day the surrender was confirmed by an escaped American soldier from Detroit. Brush lost no time, but hastily gathered all the supplies and ammunition he could carry, even taking Elliot's horse to carry the sick and wounded, and, driving his cattle before him, escaped into Ohio, leaving word to release Elliot the next day from the stockade.

The settlers were not idle. During the night they carried away and secreted all the supplies they could obtain from the fort.

When the released Capt. Elliot found Brush had escaped, his indignation knew no bounds. He sent for the noted Indian chief, Tecumseh, and ordered him to pursue Brush and ravage the settlement.

This surrender of the Northwestern army was a great surprise to the whole country. The Northwest was now open to the incursions of the savages. The British considered Detroit and Amherstburg the keys of the Western country and the aid of the Indians of infinite importance.

An army was hastily gathered under Gen. Harrison, with the avowed intent of retaking Detroit. Gen. Winchester commanded a part, camped at Maumee Rapids, waiting for other troops, when an urgent request came from Frenchtown, near Monroe, a settlement of thirty-five families on the River Raisin, to come to their assistance. He gave them no encouragement that he could help them, but messengers came the second and third day imploring help, as the whole settlement was threatened with massacre by the Indians and that only a small force of British held the place and that prompt action alone would avert the danger.

Gen. Harrison called a council of officers and decided the true object of the expedition was to protect the frontier from the merciless Indians, as well as to retake their lost ground.

Col. Lewis, with four hundred men, started for Frenchtown on the morn-

ing of January 17, 1813. This was five months after the surrender of Detroit. He was instructed to attack and rout the enemy. His force was followed a few hours later by Col. Allen, with one hundred men. Deep snow lay on the ground. They had their own paths to make and it was bitterly cold. On the morning of the 18th they were within six miles of the River Raisin before they were discovered by the enemy, who were commanded by Major Reynolds with one hundred Canadians and four hundred Indians under the noted Chiefs Roundhead and Splitlog. When Lewis and Allen reached the frozen river, now near the old docks, they were fired upon by the enemy, on the north side of the river. They moved steadily forward, finally making a furious charge with bayonets, driving the Canadians and Indians from their position. The battle lasted from 3 p. m. until dark. The Kentuckians were so impetuous that they were drawn into an ambush and lost thirteen men. The Americans returned to the river, occupied the abandoned British camp and established guards at the picket fences. The enemy retreated to Malden, eighteen miles away. Col. Lewis hastened to inform Gen. Winchester of his victory. On the 19th two hundred more Americans arrived under Col. Wells. On the afternoon of the 20th Gen. Winchester came with Col. Madison and three hundred, whose forces were united with Lewis and Allen at the upper camp, while Gen. Winchester took up his headquarters in the house of Col. Navarre, on the south side of the river, about three-fourths of a mile from his army, now the residence of Mrs. A. I. Sawyer and daughter. Scouts brought Winchester word that the British and Indians were preparing with three thousand men before his reinforcements could arrive, as they were determined the Americans should not get a foothold in this Northwest territory. Again and again settlers brought word to Winchester and tried to impress on his mind the enemy would soon attack. Winchester dismissed them with a laugh and made no preparations to meet them. Late at night word was brought to Col. Lewis that a large force of Canadians and Indians were at Stony Creek, only four miles away. Again Winchester was warned. Even this did not disturb his slumber. Col. Lewis, who remained at his post nearly all this night of terror, was startled between 4 and 5 on that dark wintry morning with a sharp crack of the sentinels' guns, followed by shell and canister from the six field pieces. The shots of the almost-invisible British and the terrible yells of the savages made them think their last day had come, which, alas! was too true for many. This was the morning of January 22. The British force, under Gen. Proctor, was led against the upper camp, occupied by Major Madison and Cols. Lewis and Allen, and the Indians, commanded by the Chiefs Roundhead and Splitlog, were led against the lower camp, defended by Col. Wells, with only two hundred men. The Indians were so impetuous, the Ameri-

can force so small and the yells of the savages so terrifying that, after a brave struggle, they gave away and ran across the river. They were met by Cols. Lewis and Allen, who attempted to rally them and lead them under cover of a bank to the upper camp. The war hoops so confused them that they fled across instead of up the river. They ran over the so-called Hull road on the way to Ohio, pursued by the revengeful Indians, who outran them, getting ahead and surrounding them. Some of the soldiers had thrown away their arms and were thus defenseless. These were slaughtered in the usual Indian way and their scalps taken to Detroit to receive the promised price offered by the British government.

The upper camp was so well defended that Gen. Proctor was repulsed, and withdrew. While those Americans were breakfasting, a white flag was seen approaching. Major Madison, supposing it was a flag of truce from the British to get leave to bury their dead, went out to meet it. What was his surprise and indignation to find it was borne by one of Gen. Winchester's staff, accompanied by Gen. Proctor, with an order from Winchester for an unconditional surrender of all troops and prisoners of war. This Madison flatly refused to do. Winchester then went to Madison and told him his own life and the safety of the army depended upon his prompt and unconditional surrender. Madison again refused, but was finally persuaded to surrender on condition that all private property should be respected; that sleds be provided to take the sick and wounded to Malden; that a guard should protect them and their side-arms be restored to them at Malden. This Proctor agreed to faithfully do.

Winchester had been taken prisoner by the Indian Chief Splitlog and led to Proctor, who now felt he held the whiphand, as the Americans were without a commander.

On the morning of the 23d Gen. Winchester and the other prisoners were started for Malden. Before this Proctor had forfeited his word by allowing the Indians to plunder the settlement. All departed except the sick and wounded American soldiers, guarded by only two or three British soldiers. They were left to wait for the promised sleds that never came, but instead three hundred painted Indians determined to massacre the wounded Americans in revenge for their loss the previous day. Breaking into the houses where the defenseless Americans were, everything of value was taken, the Americans tomahawked and the houses set on fire. If any attempted to crawl out they were pushed back into the flames and consumed. Thus, sick and wounded and alone, without care or protection, these nameless heroes gave up their precious lives for their country's defense.

All honor is their due. Some still lie where they fell. In later years all that could be found of them was gathered and buried in the old cemetery at Monroe that for so many years was a blot and disgrace to that

city. Perhaps you have seen a similar one. Surrounded by an old broken-down board fence, all overgrown with weeds and underbrush, the headstones at various angles! We could not speak of it without a blush. Spasmodic attempts had been made to change this, but it remained for the Civic Improvement Society of the Women of Monroe to determine and do what had been neglected so many years. Through process of law, permission was granted to take charge of the cemetery, which has now been made into a beautiful Memorial Place, with smooth lawns, walks, fountains and flowers.

The Legislature was importuned and \$5,000 was given by it to build a monument for this beautiful memorial place to commemorate the battles and massacre of the River Raisin. Sept. 13, 1904, saw the culmination of our efforts in the dedication and unveiling of this monument.

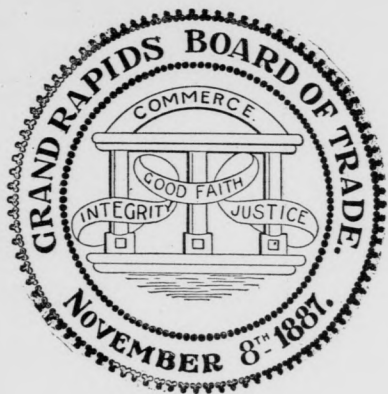
Hon. H. V. McChesney, Secretary of State of Kentucky, represented that State in the absence of the Governor.

Judge Robbins, of the Monument Committee, presented the monument to the State, and Gov. Bliss, of Michigan, responded an acceptance.

The American flag that veiled the monument was withdrawn by descendants of those active in River Raisin battles. Senator Burrows was orator of the day, followed by Col. Bennett H. Young, of Kentucky, and ex-Gov. Crittenden, of Missouri, a former Kentuckian, and greetings from patriotic societies of the United States. At the close Bishop Foley pronounced the benediction and the Bugle Corps stepped to the front and sounded taps for the slain warriors. It was a beautiful day and the impressive ceremonies were attended by thousands of distinguished people from this and other states.

A committee of four members from our Civic Improvement Society for the past three years had been gathering data and looking up historical places, consulting with aged people and histories, visiting again and again historical and alleged historical places, determined that before it would be forever too late these places should no longer remain unmarked. There was no money in the treasury that could be spared for this purpose. We then got up a newspaper, sold badges and buttons with pictures of the monument, got up ball games between city and county officials, between doctors and lawyers, and in various other ways raised the money. We found every one kind and willing to help the good cause along. We built a monument of cobble-stones or round-heads, on the actual scene of the River Raisin massacre. This monument is twelve feet high, seven feet broad at the base, with two granite tablets on opposite sides, bearing inscriptions.

While excavating for the foundation, parts of four skeletons were found, thus demonstrating the site of the battle field. This monument is situated on the north bank of the River Raisin, between the Michigan Central Railway and the Lake Shore Railroad, and is beautiful and artistic. It was dedicated October 14, 1904.



Perpetual Half Fare Trade Excursions To Grand Rapids, Mich.

Good Every Day in the Week

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

Amount of Purchases Required

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

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

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

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

The public and parochial schools were closed. The children whose pennies had been given so they could have a part in its erection were assembled, each given a tiny flag and a program, with the order of exercises and songs, "Michigan, My Michigan," "Old Kentucky Home" and "America," and marched in an imposing body to the bank of the River Raisin, adjacent to the monument. This day was more especially for our own young people and children, that they might know the significance of these exercises.

Hon. E. R. Gilday was master of ceremonies, Rev. Shaw gave the invocation, Ex-Mayor Martin presented the monument and Mayor Sisung accepted and Rev. Father Downey made the address, followed by chorus singing by the assembled school children and citizens.

A marble tablet on the corner of the mammoth electric power house at Monroe marks the spot where the block-house stood, and where the first American flag was raised on Michigan soil.

Four bronze tablets placed on four huge boulders mark the various other historical spots.

Not in our hearts alone, but as long as marble and granite will endure, these will show to our children and those that come after the love and honor we bear for those brave soldiers.

Josephine D. Elmer.

The Difference Between Success and Failure.

Some recent newspaper utterances on the difficulties encountered by clerks in retail establishments, who desire to improve their positions and work into something better, interested me to such an extent that I started on a tour of investigation in order to satisfy myself of the facts in the case. I have recently spent considerable time in going through a number of the large retail establishments and some of the smaller ones as well.

I have carefully observed the clerks, their methods of work, and have also taken the pains to make the acquaintance of a number of them and get their ideas in regard to their work and the opportunities which it offers for advancement.

Then, in order to get further light on the subject, I went to the employers and got their views on the subject of salespeople and the chances for their bettering themselves, and after hearing both sides of the question and being aided by my own observations, I have come to the conclusion that the retail clerk, in most instances, has as great an opportunity for an increase in salary and an advancement to a better position as has a person in any other line of work.

As in all other callings, his success or failure depends almost altogether upon himself.

In my trips through the various stores I found it a comparatively easy matter, after a little observation, to put the clerks into two classes. In the first class was the alert, courteous salesman of neat appearance,

who was always on the lookout for an approaching customer and ready to serve such an one promptly and pleasantly.

In the second class were the careless clerks, who were either too listless or too indifferent to notice the approach of a customer and who, when a customer directly applied to them, responded in a very perfunctory manner, evincing no interest as to whether a sale was made or not, and in many cases displaying a lack of courtesy and tact which was not only displeasing to the customer but which frequently sent the would-be purchaser to some competitor.

Later on in conversation with the managers of these stores I found, almost without exception, that the clerks whom I had placed in "Class 1" were given the same standing by the managers; while, to a greater or less extent, the deficiencies of the others were equally well known to them, and it was merely a question of time when "Class 2" clerks would be replaced by others.

The proprietor of one of the largest department stores, when I asked him what was the greatest trouble he had to overcome with his salespeople, instantly replied, "Indifference."

While acknowledging that a retail clerk had much to contend with, in the way of dealing with disagreeable and discourteous customers which might tend to make him gradually become indifferent, yet he very emphatically asserted, that the minute a clerk yielded to this feeling and became indifferent his chances for increased salary and promotion were gone.

When I asked this same proprietor what he considered the most important qualities in his clerks, he replied, "Unfailing courtesy and willing-

ness to work." When I asked him if, in an immense establishment like his, it was not extremely probable that the work of a courteous, patient and efficient salesman might be overlooked among so many employes and given no more credit than that of the lazy, indifferent and discourteous salesman, he very promptly replied: "No, sir, not by any means. It is the duty of every department manager in this establishment to quietly and unostentatiously, but nevertheless thoroughly, familiarize himself with the work of each clerk in his department, and we can give you a pretty accurate estimate of every clerk in this establishment who has been with us for any length of time."

Continuing he said: "Let me prove to you that this statement is correct. You go down right now into our shoe department. Unless he is busy, the first man to step up and ask if he can serve you will be a young fellow about 25 years old, of medium height, with black hair, dark eyes and weighing about one hundred and fifty

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

DO IT NOW

Investigate the

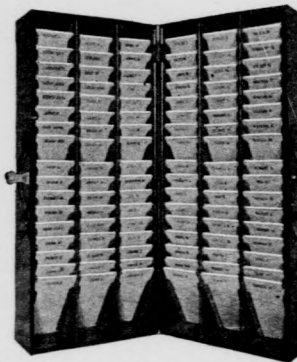
Kirkwood Short Credit System of Accounts

It earns you 5% per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 10, 1901.

You have had calls for

HAND SAPOLIO

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

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

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

pounds. I guess you can recognize him from this description. His name is Mr. —. There are not apt to be many people in there at present and I do not think you will find him busy. I want you to let him show you some shoes. Let him show you a dozen different styles; find fault with them; tell him they are not comfortable on your feet; make all the objections you can and do not put yourself out to be particularly pleasant about it either, and then come back and tell me what you think of him."

I did not really like the job that he had laid out for me, but I went down into the shoe department nevertheless, and sure enough the first man to greet me was the man he had described. I told him I wanted to look at some shoes. He pleasantly asked me to be seated, and then removing a shoe from my foot he noted the size and style of it. I happened to be wearing a button shoe, although I am not particularly addicted to them. He brought several pairs of button shoes, some of them similar in style to the ones I was wearing, and also several new styles. These he showed me, calling my attention to the difference in style and the difference in price.

While I was examining these he brought several styles in lace shoes, at different prices, which he offered for my inspection and then proceeded to try on a shoe which I had been looking at with some show of interest. I proceeded to make objections in accordance with the instructions I had received, and he continued to try on one shoe after another, with unflinching good nature and with an apparent degree of interest in getting me fitted to my entire satisfaction.

I did not like the part I was playing, but I carried it out to the best of my ability, and must have tried that young man's patience very sorely, but, to make a long story short, he proved equal to every emergency. His good nature never failed for a moment. He was extremely courteous, although I fear that he would not say the same of me. He showed tact all through, and won a most decided victory, for I ended up my experiment by purchasing a pair of \$5 shoes for which I had no earthly need.

I went back to the office of the proprietor, who greeted me with a smile and the one word, "Well?"

I had to smile, too, and holding out my recent purchase I simply said, "He sold me a pair of \$5 shoes which I didn't need."

After a hearty laugh at my expense, the proprietor said: "That young man is my idea of a first-class salesman. As you found him this morning, so you find him every day in the week, always bright, courteous and good natured, with a wonderful amount of tact and a manner which makes friends of every customer he waits on."

"He has done much to help us build up the big shoe trade which we now have, and I haven't a doubt but that, if he should leave us he would carry a large portion of the trade with him

wherever he went; but we don't propose to let him leave us. On the contrary we intend to make him manager of that department in the very near future.

"It is the same way in all our departments," he continued. "We know our people thoroughly and can tell you who the good ones are and who are the indifferent and lazy ones. The good ones we advance as fast as opportunity offers, and the poor ones we get rid of as rapidly as we can find some one who we think will do better. Every department manager in this store started in our employ as a clerk. Every buyer we have started in the same way.

"You ask me if there are opportunities for our clerks to get ahead. There certainly are. Anyone with brains, a determination to succeed, and fondness for work is certain to get ahead.

"I do not mean by that that he is sure to get rich because I do not consider the accumulation of wealth a sure indication that a man has been successful. If he has determination and the desire to work and in addition to these two qualities a fund of good common sense, his future is assured.

"Many men feel that they are doing all that they are paid for and very carefully avoid doing anything more than what they consider a fair return for the amount of wages paid them. They are too short-sighted to see that the only way to get more is to earn more. These men are the first to get out at night and they manage to come in the morning just barely on time or even a few minutes late. I have seen such men, and girls, too, for that matter, stand on the corner for fear they would get into the store a few minutes early and thus give their employer a little extra time. Such people never amount to much. The employe who temporarily forgets how much his salary is, who forgets the clock and who is as much interested in the business as his employer is, always succeeds.

"Six years ago a young man from

the country came to work for us at \$10 per week. He is now 25 years old and we are paying him \$50 per week, and he is only at the beginning of the splendid career which lies before him, for he is a great worker and intensely interested in his employer's business.

"As a general thing it is not the brightest clerks who succeed the best. It is the plodders; the industrious fellows who never give up, who never get tired but keep constantly at it, who make the greatest success.

"There is no royal road to success; it is work, work, work which counts.

"Once in a while we run across a genius who does things without any effort and apparently succeeds without toil, but the average man must earn his bread and achieve his success by 'the sweat of his brow.'"

Such words coming from a man who is to-day the head of one of the biggest mercantile institutions of the country with immense stores in Detroit, Cleveland, Buffalo and Toledo, and who has fought his way up from

a humble clerkship in a country store, should certainly inspire with new courage every clerk who is wondering whether it will pay him to do his best.

As I stated at the commencement of this article, I firmly believe that there is an opportunity for every clerk who will earnestly and conscientiously work, in season and out of season, for his employer's interests. If his present employer does not appreciate his value, he may rest assured that some other employer will.

In being always alert, courteous, prompt and faithful, he is making a reputation and many friends for himself. These are his assets which are bound to make him valuable to his present employer or to another merchant, and sooner or later assets of this kind can be turned into dollars and cents.

John Robert Dyer.

Never complain of your business; if you don't like it, or can't make it go, get out of it.

BALLOU BASKETS ARE BEST

This Man's Experience teaches the folly of buying poor, half made baskets, when the best (Ballou's) cost no more.



Moral: Buy Ballou Baskets
We make several grades of stave baskets.
Common Narrow Band
Standard Wide Band
Extra Wide Band
Oak Stave
Shall be pleased to quote you on a single dozen or a carload.
Ballou Baskets Works
Bedford, Mich.



YOU CAN'T FOOL A BEE



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

Karo CORN SYRUP



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

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

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

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

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Some Women We Can Get Along Without.

There are times, I suppose, when all of us are filled with intensest envy of Adam before Eve was created, because there were no women in the world to bother him. There were no female reformers, no women with missions, no mothers of infant prodigies, no ladies with careers, and life must have been to him one glad, sweet song of untrammelled freedom that the balance of us can never know.

Of course, this mood does not last. We are bound to have women, if for nothing else than to have someone to complain to and somebody to lay the blame on when things go wrong. They are, so to speak, a blessing thrust upon us. Nevertheless, it is sadly true that woman is far from being always the soothing presence that she is poetically reputed to be, and there is no denying that a considerable proportion of our feminine fellow creatures exist as a kind of mustard-plaster, whose chief mission seems to be to irritate and raise a blister upon society.

To aver this is rank heresy. These are the days of woman-worship, when woman regards herself as a guardian angel with a divine commission to run the universe, and the suggestion that she does anything but add to the sweetness and beauty of life will be hotly resented.

Nobody is going to question humanity's debt to woman in general. But for her we would not be here at all, or have the privilege of working, or the diversion of taking patent medicines. Still, great as has been the sex's service to the world, the individual woman is frequently an affliction that reconciles us to the brevity of life, and in our secret hearts we all keep a little list of the women who never would be missed did an inscrutable Providence see fit to remove them.

First and foremost is the woman who has a mania for tendering unsought advice. Whenever there is a call for a Solomon in any community she always bobs up, ready to answer all the conundrums for everybody around her. It makes no difference that she has not ordered her own affairs successfully; that her house is notoriously ill kept; that her children are badly reared; that she is chronically out of a servant. She may not know what she ought to do herself under all circumstances, but she knows what you ought to do, and she has no hesitation in settling the great problems of your life for you, gratis.

Do you contemplate moving to a new house? She takes an afternoon off to come and tell you that you should move to such and such a street because of its being a fashionable neighborhood, or being high and dry, or she counsels you not to take the place that you had picked out—and all without knowing anything of the

reasons that have caused you to select some particular locality. Are you changing servants? She is sure to hear of it, and toddle around to tell you that you ought to hire an Irish woman, or a Swede, or a colored girl, or a Jap, when the truth is that all nationalities look alike to you if they know how to cook and to sweep under the beds. Have you a child so delicate and nervous that a harsh word almost shatters its sensitive organism? She makes no bones of impressing on you that it is your duty to whip its nonsense out of it, although you may know that a blow would almost be fatal.

She knows—and she alone—if you are unfortunately married, whether you ought to get a divorce from your husband, or suffer and be strong. She knows how high your grocery bill ought to run, and whether a new dress is rank extravagance or necessary self-respect. Only she knows whether you should encourage young Brigsby, who is honest and worthy but poor, to visit your daughter, or turn a cold shoulder on him in favor of old Gotrocks, who is rich but decrepit; and whether you should send your son to college to study the profession of football, or put him in a grocery store where he can acquire the price of salt codfish.

The old proverb that fools rush in where angels fear to tread was written with special reference to the woman with the free-advice habit. She is one of the greatest pests of society, and although an epidemic among her would cut down the census report 10 per cent., how heroically, nay, how cheerfully, would we do without her.

Close akin to her is the estimable lady who feels it her sacred duty to censor all your amusements and pleasures and little habits. She has an iron-bound code of ethics that consists of an unflinching belief that everything that she does not enjoy is wrong. This is a nice, optimistic, self-conceited theory that is all right for the one who possesses it, but is pretty hard on the victims to whom it is applied, for such a woman is utterly incapable of arising to the generosity of allowing other people to have as good a right to have their own point of view, and to run their own consciences to suit themselves, as she has. She is the Standard of correct conduct and unimpeachable morals and the only Christian virtues, and she has no false modesty about setting herself up as an example.

This world is, alas, a vale of tears and sorrows, and in it none can hope to escape visits from the Standard, even if one does not have to live with her, as is the unhappy lot of many. She comes, and no matter how happy and cheerful and above reproach you may have esteemed your family life to be, her eagle eye immediately perceives the weakness and laxness and general decadence into which you have fallen, and that you are automobiling along on the downward grade at about ninety miles an hour.

"Maria," she says, sternly—for she is not the coward to refrain from saying an unpleasant thing merely because it would hurt your feelings—"is

it possible that you allow your husband to smoke in the parlor, and that you have wine on your table, when statistics show that rum and tobacco pave the way to a drunkard's grave?" Or, she takes you sternly to task for reckless extravagance, and a wanton cultivation of a frivolous spirit, because you have put a few fluffy ruffles on little Susie's dress; and she bitterly prophesies that your half-grown son will bring your gray hairs in sorrow to the grave, because you are foolish enough to trust him with a latch-key and put him on his honor about his conduct, instead of keeping him a close prisoner under home surveillance, which she is confident is the only proper way to raise a boy.

It is idle to exploit to the Standard your own theories of domestic expediency—that the man who is permitted freely to do as he pleases in his home stays there of an evening; that it is cruel to force a child to wear ugly clothes when it may just as well have pretty ones; that the boy who can not go openly out of the front door always sneaks out of the window, and that there is no way to make the fruits of forbidden pleasures so tempting as to build a high wall about them. These are not the Standard's theories, and consequently she knows that you are wrong. No doubt the Standard has her uses in keeping us chastened and humble, but we could worse spare a worse woman and it is observable that men who have been married to this kind of a wife always bear up with a remarkable fortitude under her death.

The lacrimose woman is another sister that we could do without. There are women who always salt us down in their tears every time we meet them. They wear depressing black gowns and funereal gloves and weepy veils, and they talk with a sniff in their voices. This kind of woman is melancholy and dyspeptic by nature, and she would not be happy if she could. A death in the family is a positive treat to her, a secret sorrow that she can tell to everybody is a luxury, while a husband who is a drunkard and starves and beats her is a perfect joy forever for the perpetual debauch of sorrow.

Our melancholy friends would not be such an affliction if we could always remember, what is really the truth, that when they are pouring their tale of woe into our ears and sobbing on our necks they are really enjoying themselves, and that when we pity them most they are having the most fun. They would not be comforted for pay. They nourish their griefs by dwelling on them, they feed their sorrows by talking about them, they keep their wounds sore by always pulling them open when they show a sign of healing; and they are so utterly selfish that they do not perceive they are taking their pleasure at our expense, for there are few things that are a greater drain upon us than the never-ending call that is made upon our sympathies by the women with perpetual sorrow that we are impotent equally to remove or to assuage. In

a world that has trouble enough for even the luckiest of us, the woman with the ever-flowing tear-duct is the drop that makes the cup of misery run over, and if she could be gently and painlessly removed no one would regret her.

The woman who achieves the reputation of a fine conversationalist is another of the bores of society from which we would gladly escape if we could. She is Cultured, with a big C, and she feels that a charge is laid upon her to enlighten the world. To her all places are a rostrum, and every gathering of people an audience. She never talks. She never gossips. She is never betrayed into a colloquialism. She always orates, in sounding periods and polished phrases, and she never by any chance lets you get a word in edgewise. She never takes into consideration that the sweetest earthly music to all of us is the sound of our own voices, and that we would rather babble about our own affairs than listen to the eloquence of a Demosthenes. She assumes that we consider it a privilege to sit in silence at the feet of one so gifted as she, and so she maunders on, upon conversational stilts, without pity or regard for the suffering depicted in every face about her.

Like Samson, the brilliant conversationalist has slain her thousands with the jaw-bone of an ass, and it is a singular proof of the restraining influence of civilization that nobody has retaliated upon her with her own weapon.

Another woman that we could do without is the unconventional woman. Conventionality is the set of rules that society drew up to keep us from trespassing on our neighbors' rights, treading on their corns, and in consequence being in perpetual shindy with them, but the unconventional woman refuses to play the game of life according to Hoyle. If she lives near you, she is always popping in at the kitchen door instead of the front door. If she comes to visit you, she invariably surprises you, instead of waiting for an invitation, and the result is inevitable. You hate her for it.

You ask her to dinner, and she ruins your table by bringing along a friend. You settle yourself for a morning's patching, and she runs in unceremoniously, instead of waiting for your At-home day. She asks you impertinent questions, and tells you home truths that your own mother would not dare to utter—and all because she is so unconventional. There is nothing in your house secret or hidden from her, and if you could, oh, how gladly would you shut her up in the closet with the family skeleton and lose the key!

Perhaps, though, after all, the two women that we could do best without are the women who are paragons themselves, and those who are the mothers of infant wonders. The woman who is a model is hard to bear because she presents such a contrast to the general faulty and dissatisfied lot—a contrast to which she is never weary of calling our attention. She has the perfect house, the perfect servants, the perfect dressmaker, the

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 _____

perfect doctor, the perfect preacher; or if these were not perfect aforesaid, they become perfect the minute they pass into her possession. Her touch is the Midas one that turns inferior metal into gold.

"You should have Mme. Celestine make your frocks. She does mine," she will say, with a complacent glance toward her own commonplace dress and a sniffy look at yours that bears the sacred name of a Parisian house on its belt. "I don't see how you can bear to live in town when the suburbs are so much more desirable; of course where I live is the only real place," she will remark. "Is this the way your cook dresses her salad?" she will ask at dinner; "now the right way, and the way I do it, is so and so." Such vanity is its own reward, but common humanity demands that such women should be shut up in solitary confinement.

Quite as wearing, and more numerous, is the woman who is the mother of wonderful children, and what we are all called upon to suffer from infantile bons mots, and the precocious performances of our friends' children, must surely be accredited to us for righteousness by the recording angel. Who knows a house in which there are children where the whole conversation is not inspired from the nursery? Who has escaped having to hear little Johnnie read, with the elocutionary effect peculiar to seven, or who has not had to applaud little Mary's recitation mendaciously, or to perjure himself politely after writhing under little Sallie's strumming on the piano? Who does not know the woman who spends hours and hours in a monologue that you dare not interrupt, in which she exploits the genius of each particular child, in one of whom she sees a Bernhardt, in another a Gibson, in a third a Rockefeller, in a fourth a presidential certainty of the future, and in none of them the commonplace, ordinary little creature that it is?

We forgive much, for the world is more charitable than it is reputed to mother-love that makes a woman see swans in all her ugly goslings; nevertheless there are very few of us who are not ready to take to the woods when the mothers of infant prodigies dawn on our horizon.

Nor are these all of the women that we could do without. From the woman who giggles, from the woman who tries to be vivacious, from the woman who has an illusion that she is a fascinator of men, and from all women who talk of dress, disease and domestics, good Lord deliver us!

For they never would be missed.

Dorothy Dix.

There is a vast difference between wishing and winning. Many a good man has failed because he had his wishbone where his backbone ought to have been.

Have confidence in your line if you would have your customers have confidence in you.

Competition is the life of trade, of course. Don't stifle it, but don't let it stifle you.

Woman's Hardest Task To Overcome in Business.

In all of a woman's business life she is handicapped by an overwhelming sense of her own personality. If she did but know it, it is a change of attitude, more than a change of habits, which will protect her from both tears and knocks when she goes into the business world. Upon her attitude toward her work her success and happiness depend.

The situation which the working girl confronts is this: Ordinarily she has to make a choice of two evils in the way of business, both of which call for the suppression of her individuality. Either she goes into office life or into the trades. In the first she has only her employer to please, but her usefulness depends upon her self-effacement and upon the entire loss—during business hours—of her individuality. In the second, where her usefulness depends upon her pleasing not only her employer but everybody else, her individuality counts, but must become subservient.

How does the working girl adapt herself to these conditions?

When the man called his stenographer "Queen" he hit upon a good word. In almost every case the original attitude of the business woman is that of a queen going out to work. When she succeeds it is the metamorphosis of a queen into a working girl.

If you doubt the working girl's claim to royalty look her over as she is at home. See how she dresses, how she is deferred to, how she is worshiped by her father and mother, how she is admired by her friends, how she dispenses her favors—in short, how she is the "whole thing."

With all her airs of royalty she has other shining attributes. She is generous, with an overabundance of energy and a burning desire to confer favors. So she gets herself a job. She has definite ideas of how she will fill it, which are after the spirit of noblesse oblige. The first of them is to put on becoming white turnover collars and cuffs, and the second is to get down on time. She concedes this as important. Of course she expects to do what her employer says, that is a disagreeable necessity, with the less said about it the better. Being a man, he is not always unimpressed with her overpowering presence, and defers to it by ordering her around as little as possible. More men keep stupid stenographers because they have not moral courage to call them down or to tell them to get out, than anybody except themselves and the stenographers know. The girl who goes into this kind of an office frequently does not abdicate her throne, neither does she attain any great usefulness in business.

When, however, a girl gets a job where she bumps into the other queens, her throne begins to totter. "The most awful trial I have had," said a woman in a responsible public place, which she keeps because of her ability to be civil to women, "is to smooth down every woman with the little tribute to her personality which she expects every time she comes



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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.

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

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Made from wholesome ingredients under approved sanitary conditions.

A Health Food sold at moderate price.
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See quotations in Grocery Price Current.

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into contact with you. She demands your attention and admiration at her blunders, when she even does such a little thing as to sign a check. My whole success in my job is to assume a society tone, which will make her feel flattered, when I tell her how to do it. What I feel like telling her is that she hasn't enough sense to last her to bed."

Any woman who makes this kind of a success in her business life has only done so by losing her sense of the importance of her own individuality and keeping it in the background in her relations with others.

Ask any number of women what is the hardest thing they have had to learn, and nine out of every ten will answer that it was to fight temper or to form the habit of deferring to other people instead of being the one deferred to. Or the answer will be that it was to overcome sensitiveness.

This last is a difficulty which she experiences in relation to her employer, and which she avoids by considering herself a business unit instead of an individual. The thing that shocks the working girl to her foundations is the ordeal of being corrected. From her point of view it is a personal hurt rather than a necessity demanded by the business. She puts it down to the fact that her employer does not like her. Until she has recovered from her wound the interests of the business are in the background of the picture and her own hurt individuality occupies the front. Upon her quickness in recovering from this point of view depend both her usefulness and happiness. Upon it, too, often depends her position.

One-third of the girls who try to work downtown give it up and go home, because they can not stand up under the first few corrections. On this account some positions are closed to women entirely. Many a man has been known to say that he would not employ a woman because he could not swear at her. This may sound absurd, but put it to yourself: Suppose the employer wants to call the attention of the "young lady" working for him to an error in her way of doing business, and he has to spend as much time thinking how to approach her as he would to correct the error. He is confronted by an annoyance at once. Is she going to weep? Will she sulk? Will she flush? The first and the last will make him feel like a brute, and the other will make him rage inwardly. The advantage of regarding herself in an impersonal way and the business as the main thing is evident.

One of the reasons that a woman often can get along with men employers where she can not with women is that he is, to a certain extent, conscious of her personality aside from her use to him as a business factor. There is an occasional bit of homage to her as between sexes. A woman employer has not, as a rule, any interest in the personality of the women who work for her. Her whole idea is what can be got out of those who are placed under her. She seldom praises, and exacts to the utmost.

The employe has to stand complete self-effacement and to forego any expression of appreciation of her efforts, which is life to the ordinary woman worker.

This sensitiveness to praise or blame, if she could conquer it enough to work evenly and unemotionally, would add to a certain extent to the woman worker's value. If she is of the right sort it makes her keen to avoid error and profit by hints that would ordinarily not be perceived. Usually, however, woman again suffers by her supersensitiveness here by considering that the most commonplace remarks of her employer are meant for her personal correction.

One of the things frequently urged against the woman worker is the fact that she gets nervous whenever there is a great pressure of work. Here again is the cause of her undue sense of her own individuality. That she should fail is impossible to contemplate. The mere thought of it drives her into a panic. The man in the same place admits the possibility of failure. If it can be done it will be done, and if it is not it is because it can not.

The fact that women put their own individuality and its effect upon other people away ahead of the importance of work itself is often shown by the kind of work which a woman takes up. There are thousands of women who begin as book agents and as free lances in other directions which require the most skilled labor in order to make them pay, together with the most practiced subserving of time and other interests. They do this apparently so they can say to somebody else that they control their own time. It is only some dire experience with work of this kind that, in many instances, makes a woman think it better to take her chances by conforming to the work of an employer.

It is this same question of individuality which makes a woman fail so often with women boarders. All goes well until she observes that she works hard all the time and that the other women in the house are living a life of ease. She is up in arms and begins to find ways to assert herself, oblivious of the fact that when she made the arrangement the work was the thing she desired.

One woman who kept a few boarders in her house had frequent applications from a neighbor to be allowed to bring her family in to meals. The compensation was good and from some points of view the arrangement desirable, but the question that the woman put was: "Why do you not get your meals yourself?" The question of expediency was stronger than individuality. Grace Clarke.

Banana on Fashion's Horizon.

Banana colors are Paris' latest. Banana red is a great favorite and banana yellow is quite raved over. All the hats are small. One of banana yellow crinoline (here we call it horse-hair) is a sunshine beauty, charmingly trimmed with shaded roses.

A Case With A Conscience



A Word About Brackets

Now, we'll admit we haven't always used this bracket we're showing.

Frankly, we didn't invent it; but as soon as we saw it we "cinched" it.

We couldn't stay in business if we didn't absorb the good things.

No man should think of buying a case without reading what follows.

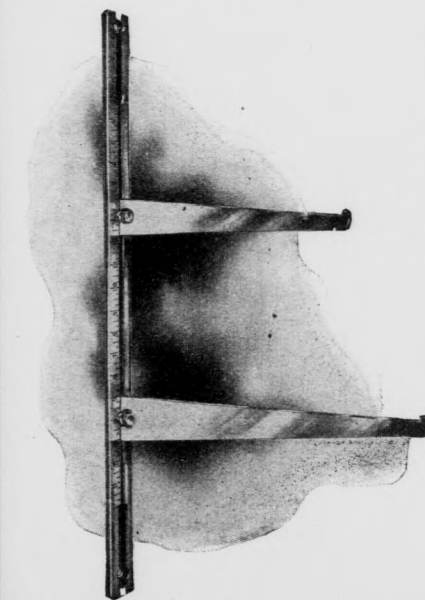
Then he will do as he likes, but we think we know what he'll like.

These brackets and standards are made entirely of wrought steel, heavily nickel plated. They can be removed from either end of the standard and can be adjusted with the fingers. The set screws can be fastened more securely by using a wire nail, and when fastened in this way the brackets are perfectly safe for any weight of goods.

The standards are ruled to quarter inches as shown in the illustration, making it very convenient to set the shelf at any desired height.

When glass shelves are used, the brackets are fitted with tight fitting steel rests. This prevents the shelves from sliding off from the brackets.

In shipment the brackets are packed in the base of the show case, the standards being in position inside the case all ready for use. We carry these brackets in stock in 6, 8, 10, 12, 14 and 16 inch lengths.



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Selecting a Name for a Shoe Store.

M. I. Fryman, the Petoskey shoe dealer, recently offered a prize for the best name for a shoe store. He received several hundred entries, among which were the following:

The Acme Shoe Store
 Advance Shoe Store
 The Alvarado
 The Always Come Back Shoe Store
 The Amazon
 The American Shoe Store
 The Anchor Shoe Store
 The Arbutus
 The Arctic
 The Artistic and C. S. Shoe Store
 The Axle
 The Banner Shoe Store
 The Bargain Shoe Store
 The Battery Shoe House
 The Bee Hive
 The Bee Store
 The Bell Shoe Store
 The Belle
 The Best Understanding
 The Blue Line Shoe Store
 The Bon Ton Shoe Store
 The Boss Shoe Man
 The Boss Shoe Store
 The Boston Shoe Store
 The Bostonian Shoe Store
 Buckhorn Shoe Store
 The Busy Shoe Store
 The Busy Bee
 The Busy Shoe Store
 Cain Shoe Store
 The Cap Sheaf Shoe Store
 Capitol Shoe Store
 The Central Shoe Store
 The Century Shoe Store
 The Chadwick
 The Challenger
 The Champion
 Chief of Petoskey
 The Chief Shoe Store
 The Cinderella Shoe Store
 The City Shoe Store
 The Climax
 The Columbia Shoe Store
 Comfort Shoe Store
 The Crescent Shoe Store
 The Crown
 The Cub
 Cyclone
 The Daisy
 The Diamond Shoe Store
 Dimencio Shoe Store
 The Dorothy Dodd Shoe Store
 The Driving Down Shoe Store
 The Dwarf and Giant Shoe House
 Eagle Shoe Company
 The Eagle Shoe Store
 The Easy Fit
 The Eclipse
 The Economic
 Economical Shoe Store
 Economy Shoe Store
 The Empire
 The Emporium
 The Enterprise Shoe Store
 The Equality Shoe Store
 The Equity Shoe Store
 The Equivalent
 The Eureka Shoe Store
 The Eureka
 The Eutopia
 The Everlasting Shoe Store
 Everybody's Store
 The Excelsior Shoe Store
 Fair and Square
 The Fair Bargain Shoe Store
 The Fair Deal
 The Fair Place
 The Fair Play Shoe Store
 The Family Shoe Store
 The Famous Shoe Store
 Fashionable
 The Favorite Shoe Store
 First Class Shoe Store
 First National Shoe Store
 The Fit-in Shoe
 The Fitwell Shoe Store
 The Fitwell Shoe Store

The Flying Snow Shoe Store
 The Fortress
 The Forum
 The Footery
 Footwear Emporium
 The Foundation Shoe Store
 The Frost King Shoe Store
 Fryman Foot Furnishing Parlors
 Fryman Foot Furnishing
 The Fryman Footery
 Fryman Honest Shoe Store
 Fryman's Footwear Fortress
 Fryman's Modern Shoe House
 Fryman's Reliable Shoe Parlor
 Fryman's Resort
 Fryman's Tuxedo Shoe Store
 The Gem
 The Gem of the North
 Generous Shoe Store
 The Gent
 George Washington Shoe Store
 The Giant Shoe Store
 The Gilt Edge Shoe Store
 The Glogie B. & S. Store
 The Gold Contest Shoe Store
 The Gold Medal Shoe Store
 Gold Prize Shoe Store of Petoskey
 The Gold Seal
 The Golden Ball
 Golden Beaver Shoe Store
 The Golden Cross Shoe Store
 Golden Gate Shoe Store
 The Golden Rule Shoe Store
 The Golden Star
 The Good Luck Shoe Store
 The Good Satisfaction Shoe Store
 Governor
 The Grand Central Shoe House
 The Great Chief Shoe Store
 The Great Foot Comfort Store
 Great Northern Shoe Store
 The Guarantee Shoe Store
 Haberdasher
 The Happy Foot Shoe Store
 The Hee Haw Shoe Store
 The Heel and Toe Shoe Store
 The Herald
 Highland Shoe House
 Home of the Sole
 The Home Trade Shoe Store
 The Honest Deal Best Shoe Store
 The Honest Jew Shoe Store
 The Honest O. K. Shoe Store
 Honest Reliable Shoe Store
 The Honest Shoe Store of Petoskey
 Honor Bright Shoe Store
 The Honorable Shoe Store
 Howard Shoe Store
 The Hummer
 The Hustler
 I. X. L. Shoe Store
 The Ideal Shoe Store
 The Imperial Shoe Store
 The Illalee
 The Independent Shoe Store
 The Invincible
 Jerusalem Shoe Store of Petoskey
 The Jewell Shoe Store
 The King
 The King Shoe Store
 The King's Empire
 The Klondike Shoe Store
 La Vogue Shoe Store
 The Leader
 Leading Shoe Store of Petoskey
 Legion Standard Shoe Store
 The Lily of the North
 The Lion Shoe Store
 The Little Traverse
 The M. I. Fryman's Great Bargain Store
 The M. & E. Shoe Store
 The Main
 The Majestic
 The Mercury
 The Metropolitan Shoe Store
 Meyer Eye Shoe Store
 Meyer & Fryman's Uncomparable Shoe
 Michigan Shoe Store
 Minnehaha
 The Moccasin
 Model Shoe House
 Modern Shoe Store
 The Monarch
 The Money Back
 Money Saver Shoe Store
 The Moneyback Shoe Store
 The Money's Worth Shoe Store
 The Monitor
 The Morocco Shoe Store
 National Shoe Store
 The Nethersole Shoe Store
 The New Equator

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.



Wear

Our make of Boys', Youths' and Little Gents' Shoes, made as they are from the strongest leather, and properly strengthened at every point of strain, contain an unusual amount of wear.

And wear in these shoes is so essential a trade bringing quality that you can not afford not knowing about so strong a line as ours.

We go everywhere for business.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

- The New Era Shoe Store
- New Ideal Shoe House
- The New Prosperous
- The New Style
- New York City Shoe Store
- New York Store
- The Nimble Six Pence
- The Northern Emporium
- The Northern Pearl
- The Northern Star
- The Northern Victor
- The Northland Champion B. & S. Emporium
- The Northland Reliable
- The Northland Shoe Store
- The Novelty Shoe Store
- The O. K. Shoe Store
- O-So-Easy Shoe Store
- Old Honest Shoe Store
- The Old Reliable
- The Old Trusty
- The Omega Shoe Store
- Only Honest Place in Petoskey
- The Only Shoe Store
- The Open Eye Store
- The Palace Shoe Co.
- The Palestine
- The Paragon
- The Peerless
- The People's Bargain Shoe Store
- The People's Shoe Parlor
- The Perfect Shoe Store
- The Perfection
- The Petoskey Best Store
- The Petoskey Cow Hide Shoe Co.
- The Petoskey Easy Shoe Emporium
- Petoskey Gem City All Leather Shoe Store
- Petoskey Ideal Shoe Store
- The Petoskey Leader
- The Petoskey Monarch Shoe Store
- Petoskey Palace Shoe Store
- Petoskey Queen
- Petoskey Shoe Arcade
- Petoskey Shoe Co.
- Petoskey Shoe and Rubber Emporium
- The Petoskey Shoe Market
- Petoskey Shoe Store
- Petoskey Star
- The Petoskey Universal Shoe Store
- The Popular Shoe Store
- The Power Shoe Store
- The Pride
- The Prince Shoe Store
- The Prize Shoe Store
- The Progressive
- The Progressive Shoe Store
- Prosperity
- The Public's Shoe Store
- Quality Store of Petoskey
- The Queen Drawing Room Shoe Store
- Red X Shoe Store
- The Reliable Shoe Store
- Rex
- The Right Place
- The Right Shoe
- The Rock Bottom Shoe Store
- The Roosevelt
- The Royal Axiom
- The Royal Oak Shoe Store
- Satisfactory Shoe Store
- Savings Bank Shoe Store
- The Seek-No-Farther Shoe Store
- The Shamrock
- The Shoe Emporium
- Solid Comfort
- Sound, Successful Shoe Store
- The Sovereign Shoe Store
- The Square Deal Shoe Store
- A Square Deal
- The Standard
- The Star Shoe Store
- Store of Petoskey
- The Submarine Shoe Store
- The Success Shoe Store
- The Sun Shine
- The Sunshine Shoe Store
- Superb Shoe Bank
- The Superior
- A Sure Fit
- Sure Fit Shoe Store
- The Tenderfoot
- The Thoroughfare
- Tip-Top Shoe Store
- Top Notch Shoe Store
- The Tornado
- The Treadwell
- The Trilby Shoe Store
- The Triumph Shoe Store
- The True Shoe Store
- 20th Century Shoe Store
- U. C. I. X. L. in Shoes

- The Unabridged Shoe Renew
- The Uncle Sam Shoe Store
- The Union Shoe Store
- The Universal Shoe Store
- Up-to-Date Shoe Store
- The Up-to-Date Shoe Store
- Victor Shoe Store
- Victoria
- The Vogue
- The Wakeup
- Waukon
- Welcome
- The Whirlwind
- The White House
- White Lily Shoe Store
- The Wide-Awake Shoe Store
- The Wolverine
- The Wonderland
- The Worth More Shoe Store
- Ye Bootery
- Your Money's Worth
- The Zenith Shoe Store

Don't Neglect the Interior.

If you have good window displays, your store inside should be kept up in appearance with the window. If not, the ideas of neatness and taste suggested by the window display will be much lowered upon the customer's stepping into the store, and that of itself forms a bad impression. If there is to be a difference between the two, the store, as a whole, should present the better appearance, for there the ideals produced by the window display will be elevated and rendered more pleasurable by the store display. Timely decorations help greatly to beautify a store, and the retailer would do well to give some attention to them. Gorgeous and lavish decorations are not necessary, but something simple in character and good taste will serve the purpose.—Clothier and Furnisher.

Charley the Cobbler



Charley the cobbler whose corn-making day
 Has passed in the history, for business
 don't pay.
 He thinks he will put on a white wing
 suit,
 For the **HARD-PAN** people are getting
 the fruit
 With the **HARD-PAN** shoe of endurance
 and style,
 But Charley the cobbler is lost by a
 mile.

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.

**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, 1/2 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, 1/2 D. S., M. S., 5 wide 1 75
- 923 Men's Russet Grain Blu Bal, College Cap Toe, 1/2 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.



**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.

Silhouettes Seen in a Country Shoe Store.

A click of the latch. A swinging door on noiseless hinges. A breath of sharp sweet air from the outside world. The customer is in the shoe store. The clerk is coming. The customer waits. Waits that he may be waited on. The clerk is coming. They will meet. Never before in this life. Never before. These two souls have drifted in zig-zag courses through this world, but always separate. Sometimes they have been so close together that their paths were side by side, but neither knew it, and their eyes did not meet. Now the clerk is coming. The customer is waiting. The customer is a woman. The clerk is a man. She watches his approach curiously. She feels that somewhere, sometime, that face has been familiar. She knows it has not. It is only a feeling she has. He lifts his eyes as he nears her and their glances mingle. Never before have they gazed each into the other's eyes. They may never gaze thus again. But they have met. "I would like a bottle of shoe strings," she says. But she is confused.

The commercial traveler has been left alone in the shoe store. The proprietor has gone to the bank to get a deposit in before the institution closes its doors for the day. The drummer is tending store. He is a traveling salesman, but he is not a shoe man. He has not even taken a course in shoe storing by correspondence. He sold whips before he got the job with the Scheuzenfitter Company. Before that he sold choice liquors to consumers from a Kentucky distillery. Before that he sold pools at the races. Before that—but it does not matter. He can talk the Scheuzenfitter line all right, all right. But he does not know retailing. As he waits a customer comes. The customer is a little one. Only about 58 inches long and size 2 B. How would you like to be—but that is not in the picture. "How do you do?" says the substitute. "How do you do?" says the entering one. Then there is a pause. "I am staying here for a few minutes while Mr. Lacey goes to the bank." This is said by the tourist. Absolutely nothing is said by the customer. (The customer is a "she.") "Mr. Lacey said," continues he of the sample cases, "that if any one should come in I was to attend them."

"Yes?" says the customer.

"Yes," says the tourist.

"Just as if he were here?" says the customer.

"The same as he would if he were here," says the commercial.

"How delightful," says the customer.

"Can I not attend to you?" he continues.

"I do not know."

"May I try?"

"I should think so."

"What can I show you?"

"I'm sure I don't know."

"Isn't there something you'd like to see?"

"Oh, yes; a great many things."

"In the shoe line, I mean, of course."

"No, I think not."

"I am sure I can wait on you if there is anything you have especially on your mind."

"Perhaps so."

"Have you anything especially on your mind?"

"Yes, indeed."

"If you don't think that I could do as well as Mr. Lacey, I trust you will wait for him."

"Yes."

"Don't you think I could do just as well?"

"I'm quite sure you could."

"Well, then, please let me try."

"You'd probably refuse."

"Indeed I would not."

"I think you would."

"I swear I wouldn't. I never 'tended in a shoe store, but I've done about everything else on earth and I think I could make good here."

"Not in this particular case."

"In any case."

"Even if you could, you wouldn't want to."

"Try me."

"Well, I am Mr. Lacey's daughter, and I want \$10 with which to buy a new spring hat."

And just then the shoe dealer comes back.

* * *

It is the early morning and a lad is coming down the village street. He is not whistling, but his hands are in his pockets. If he were a country lad he would be whistling, even although he had had no breakfast yet, but he is a village lad, and works in a shoe store, so he does not whistle. I do not know why this is so, but it is. Country boy, whistle, anyway; village boy, no breakfast, no whistle.

The shoe store is still two blocks off, but he is beginning to feel in his pockets for the key of the store. Now he has found it, and as he walks along he is trying to get the folding, old-fashioned key unsharled from the piece of picture wire, and the wad of string, the jack-knife with the weak spring, the piece of pitch, the key ring puzzle and the jew's-harp with which it has mingled in the lad's pocket.

He is near the store now and all articles have been stripped away from the key, except the pitch, and as that is on the handle it will not matter and can be gnawed off at leisure. He opens the door. The shoe store smell comes out to greet him. You do not know the morning smell of a shoe store? Then you have never opened one when in an observing mood.

He spreads the door wide open and blocks it with a settee, so that it shall not blow shut—Bang! when he opens the back, or rear door. He drags all the rugs out on the walk by their corners. He drags all of the pieces of brussels carpet, which have pieces of galvanized iron riveted on the ends, out on the walk. Then he mixes the sawdust and water in the basin, until it looks like cornmeal mush and throws it recklessly on the floor. His employer has told him a great many times that torn bits of

In Our New Quarters

146 and 148 Jefferson Avenue

We are better able to take care of our customers than ever. We carry a complete line of everything we handle and can ship on a moment's notice. We had a reputation for quick shipments before---we will improve on that reputation now.

Michigan Shoe Co.
Detroit, Mich.

Slippers and Oxfords



Black, White and Tan for Summer Wear

- No. 3552. Women's White Canvas Blucher Oxford, 2½ to 7..... \$1.00
- No. 3452. Misses' White Canvas Blucher Oxford, 11 to 2..... .80
- No. 3352. Child's White Canvas Blucher Oxford, 8½ to 12..... .75
- No. 3252. Child's White Canvas Blucher Oxford, 5 to 8..... .70
- Nc. 3554. Women's White Canvas Southern Tie, 2½ to 7..... .80
- No. 500. Men's White Canvas Bals, 6 to 11..... .75
- No. 501. Men's White Canvas Bals, 6 to 11..... 1.00
- No. 502. Men's White Canvas Blucher Oxford, 6 to 11..... 1.00

Hirth, Krause & Co.
Grand Rapids, Mich.

old newspaper, soaked for a long time, are better, and he knows that it is so, for he has tried it once, but ever since he has always forgotten to put the paper soaking far enough ahead. He gets a broom and goes at the floor. He sweeps just as carefully in front of the do-up counter as he does behind it. The dirt in front of the counter he takes up on a dustpan quickly, and with great care, but behind the do-up counter he has found a knot hole in the floor and he spends a great deal of time and extra labor sweeping all of that dirt down through the knot hole.

Then he gets a feather duster and rushes rapidly three times around the store, hitting the ledge every little while with the feathers and brushing the polished top of the do-up counter vigorously. Then he takes the cloth from over the cash register, and is about to sit down when a man with his derby hat all crushed in sticks his head in the door and asks him what he means by leaving his (naughty words) old rugs out where a man can not help stumbling over the (naughty words) old things, and that he has a mind to come in and thump (naughty word) out of him, but he goes on and then the little boy goes out and sweeps a clean place on the sidewalk and unfolds a rug on it. Then he beats the rug, and turns it over and beats it again, and lays it aside, and sweeps a clean place on the sidewalk and goes over the process with the second rug, and with the third, and with the fourth, and the fifth. And then he sweeps another clean place and lays a rug down and sweeps the top all off and then he rolls up one end of the rug and sweeps the rolled place, and keeps sweeping as he rolls, and bye and bye all of the rugs are swept and rolled up, and it is 7:45 and the next clerk above him ought to have been there a quarter of an hour ago, and he is hungry and he carries the rugs in and spreads them down.

And then he closes the back door and gets his gum from where it is tucked on the under edge of the end of the ledge on the gents' shoes side, and the store is open.—Ike N. Fitem in Boot and Shoe Recorder.

Clerks Should Educate Patrons To Trade Up.

Written for the Tradesman.

To-day I ran across the following quotation:

"An original sense of the beautiful is just as necessary to aesthetic judgments as a sense of right and wrong to the formation of any just conclusions on moral subjects. But this 'sense of the beautiful' is not an arbitrary principle. It is under the guidance of reason. It grows in delicacy and correctness with the progress of the individual and of society at large. It has its laws, which are seated in the nature of man, and it is in the development of those laws that we find the true standard of taste."

The foregoing quotation sounds very nice and all that, but the "true standard of taste" is most lamentably lacking in the case of hundreds—nay, thousands—of buyers, in city and

village alike. Where taste and fitness are in concernment neither the one nor the other cuts much of a figure in the purchases of many a store enterer. Far too often they drift into a place without any definite need or desire to be satisfied, see something that strikes them as "rather pretty" and straightway they say to themselves, a companion or the clerk, "Guess I'll buy that." Maybe they stand in no more necessity of the article in question than does a maltese kitten of an Easter bonnet, and perhaps the purchase is diametrically opposed to their express individuality; nevertheless, they buy it, seemingly for no other reason than because they have the dollars and they burn in their pockets to be spent.

Sometimes this burning lucre is easy-come-and-easy-go money, sometimes it is money wrung from those who acquired it with aching backs and aching hearts. Be that as it may, the dispensers at the store appear often criminal in its vain and wreckless throw-off. The "sense of the beautiful" is no "arbitrary principle" with them and the "guidance of reason" is nowhere in evidence.

In such circumstances it is a pity that a clerk urges the procuring of articles at once mediocre and inappropriate; but as he is handling merchandise to turn it into cash for a profit, the sooner he gets rid of it and the bigger quantity the better, from his view-point.

Let the one behind the counter seek to educate his patrons to trade up. Let him endeavor gently to influence those on the other side to be governed by "delicacy and correctness," and thus do his share in "the development of those laws that we find the true standard of taste."

Jennie Alcott.

The size of a family Bible doesn't always indicate the amount of religion there is in the family.

A little charity to the living is worth a wagonload of flowers to the dead.

Your Children's Health

IS OF VITAL IMPORTANCE.

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

Alabastine
THE SANITARY WALL COATING

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

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

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



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.
99 Griswold St. Detroit, Mich

For 25 Years

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

We Keep Copies of Every Form We Print

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

Barlow Bros.
Grand Rapids, Mich.

RUGS FROM OLD CARPETS
THE SANITARY KIND

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

Petoskey Rug M'g. & 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

HARNESS

Special Machine Made

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

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

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

Sherwood Hall Co., Ltd.
Grand Rapids, Mich.

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

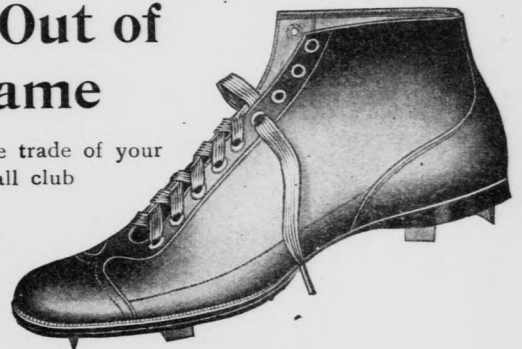
SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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

Local and Long Distance Phone M 2226



THE BANKRUPTCY LAW.

The Creditor's Position Improved Under Present Conditions.

In this line of business, as in other lines, it is necessary to give credit, but we are obliged to take greater risks, for the reason that there is no other line of business which a man can engage in with so limited a capital as the retailing of groceries.

In extending credits and opening accounts we first obtain all the information we can as to the character and ability of the applicant, this to determine the moral risk, then the investment, etc., and if all is satisfactory we extend to him the courtesy to which he is entitled, thus placing in him the utmost confidence. Mistakes will occur, and it is true that large losses often come through misplaced confidence.

Before the bankruptcy law was passed a merchant having the confidence of the trade, with an unlimited line of credit, and carrying a large stock of goods, would discover at the end of a few years that he had lost money, his liabilities were large, and if he could only avoid paying his creditors he would be in good shape financially. Now, what was the first move? A mortgage to secure a real or imaginary debt made to his father or father-in-law, his mother or mother-in-law, to his banker or lawyer, or perhaps if he had a warm spot in his heart for one of his creditors he would prefer him. Business would continue under the mortgage, and about the only thing that the other creditors got was the hope that perhaps some day he would pay.

When it would get out that a merchant was in bad shape, how attorneys would rush from all directions in order to be first on the ground, the theory being that to the diligent belong the spoils. If one of the attorneys who got left had a little fighting blood in him then there was the attachment, replevin and other suits; but this is a thing of the past. The bankruptcy law has brought about good results.

I can cite instances where we have made settlements and received our share pro rata. If it had not been for the bankruptcy law creditors would not have received one cent, but I wish to cite one case in particular:

A short time ago a merchant in Northern Michigan failed. He took his father-in-law in to help carry out the deal, and on the face of it it looked as if there would be nothing left for the creditors; but by getting together and putting him into bankruptcy, by investigating the case and assisting the referee, a discrepancy was found and the court ordered that the bankrupt make a deposit of \$1,500 or upwards into the court or be confined in jail. Fifteen hundred dollars touched the sore spot in his heart. He went to jail with a cry that it was an outrage, as his was an honest failure. He then tried the sympathy act. He had his wife go into court with tears in her eyes and a small infant in her arms. The attorneys claim that she pinched the child to

make it cry, so as to touch the heart of the referee, but there was evidence of dishonesty, and I am pleased to say that the heart of the referee was not touched. Jail life was not liked, and in a short time our friend deposited the necessary amount, and the creditors received the share to which they were entitled.

The bankruptcy law has great advantages, and when a merchant or firm goes into bankruptcy, either voluntarily or involuntarily, if there is any appearance of crooked work it is the duty of every creditor to appear in court and by co-operation assist the referee and trustee in preventing the discharge of the dishonest bankrupt.

From observation and experience I agree with the Hon. William H. Hotchkiss, referee in bankruptcy for the Western District of New York,



Richard J. Prendergast

who said it is the best law of its kind on the books of any commercial nation. The credit man would regret very much to have to go back to the old law that favored the preferred. I say to you honestly that I believe our commercial interests need the bankruptcy law and the bankruptcy law needs the honest co-operation of creditors. It protects the honest man and is protection against the dishonest one. It stands for equality for all and a preference to none.

Richard J. Prendergast.

You can not tell whether a man is humble in heart until you see him with his inferiors in station.

The devil snores right through peal after peal of stolen thunder.

The hypocrite is the only one who is deceived by his antics.

Evils of Saving Money—One Man's Novel View.

"Save, save, save, save"—we hear the cry from the cradle to the grave. Our parents, our friends, our wives—especially our wives—our sons, and our daughters—everybody we know preaches the gospel of saving money.

It is all wrong. We begin wrong and keep getting further away from right all our lives. What we should teach and practice is spending—not saving. The statement that money is the root of all evil is untrue and unjust. It is not money that is the source of evil—it is the saving of money. No one teaches us to save pebbles—unless we are in the gravel business—but silver dollars are no more valuable than pebbles except for the fact that we are taught to save them.

It is the spendthrift, and not com-

many of the luxuries, want would disappear, and theft and crime and most of vice would become obsolete.

The socialist who can persuade the people of the world to erect monuments to noted spendthrifts will establish "immediate" socialism.

To see how it would work, figure this way: Suppose a town of 100 inhabitants, where every one suddenly decided to quit saving money and to spend all as fast as possible. If this town were entirely cut off from the world—so that no outsiders could come in and get the money—those 100 persons would be the most ideally happy in the world. The average wealth per capita probably would be \$100, so there would be \$10,000 in the town. Everybody would rush at once to buy everything he or she ever wanted. Trade would boom. Every shopkeeper would be busy as long as the doors remained open. Every worker would toil diligently to produce enough to supply the increased demand and get more money to spend. Public works would flourish, new houses would go up, parks, streets and gardens would be beautified.

Crime would immediately disappear because there would be no motive for murder or theft. There would be no jealousies because all persons would be equal. The man who did the menial work would have to be paid the largest salary or he would not do it, and what he lost in prestige by being forced to clean a sewer he would make up by spending more for adornment or entertainment. Every man could afford to keep his children in school, every young man could afford to get married. There would be plenty of money for all who were willing to work for it, and those unable to work would be cared for at public institutions or in their own homes at the expense of the rest of the community. No man could be elevated above the other ninety-nine by election to office because there would be no crimes or misdemeanors and no officers would be needed.

Take the same town under present conditions. Every man is taught from birth to save. Ten men prove better savers than the others and accumulate \$92,000 out of the \$100,000. Then five get the better of the other five, and then two beat the three out of their money, and eventually one gets it all. One man then has perhaps \$85,000, and ninety-nine have \$15,000. The one loans money at 4 per cent. and in a few years has all the money and mortgages on all the property. Times are dull, people are out of work, hungry, without peace or comfort, crime and vice and disorder increase.

And yet we teach everybody to save! Why?

Probably there is nothing new in any of these statements of fact. The world has known them for ages. Nobody disputes them. Yet everybody keeps on saving, in theory at least, and advising everybody else to save. The ultimate result of all saving is that the ninety-nine save for the one. If the socialists prevailed and all wealth was distributed, it would all

petition, that is the life of trade—and it is the saving of money that makes hard times.

So many times we hear the spendthrift rebuked and the man who has drawn his salary Monday night and spent it before Tuesday morning spoken of scornfully. Possibly we should feel sorry for them and regret that they have not more to spend, but instead of looking upon the spendthrift with scorn we should hold him up as the model for the community.

The teaching of children that they must save money is the source of all evil, and economy is the cause of most human woes. If every child was taught to spend all the money it could get just as rapidly as possible, and if every one followed this idea, every person in the world would have all the comforts and

go back to the one again, unless the world could be taught to spend.

It is a fact, known to every business man, that war makes business. It releases stored up gold and prosperity follows. It is equally well known that a war scare injures business. It causes the people who have money to cling closer to it and the result is hard times.

Everybody — especially business men and gamblers—knows that a "wide open" town means a thriving town, where business is good and money "easy." Why is this? Simply because a gambler, or a drinker, usually is a spendthrift. Gambling and drinking loosen up stores of money and prosperity follows. Shut down on gambling and drinking, and, in the language of the gambler, "the town is dead." He means not only dead from a sporting standpoint, but from a "legitimate business" standpoint.

This explains the reason the "prominent business man" favors saloons and gambling and looks upon violations of the law with lenience. They "make business."

If everybody spent all the money that fell into his hands gambling would cease to be hurtful—and nearly cease to be interesting—and there would be little drinking because there would be no troubles to drive a man to drink, nor any "bums" seeking solace in whisky. Drinking would cease to be an evil.

The writer has been striving for years to bring about this condition of affairs. That is why he is writing this on space rates.

Now—all together—everybody quit saving money. A. S. Pendthrift.

How Photographers Manufacture Expressions.

"A remarkable fact in my profession," said a photographer, "is that we portrait artists can give to a sitter any expression that is desired. A bland look, a noble look, a serene look—it is no trouble to us to put any one of these expressions on the most wooden face.

"The matter is achieved by the repetition of certain words. If you, for instance, came to me and said you wished to look distinguished I would pose you in a distinguished attitude and then I would get you to say 'brush' just before I snapped the shutter. For some inexplicable reason the pronunciation of the sample word 'brush' gives to the mouth an air of the most striking nobility and distinction.

"If you want to have in a photograph a look of serenity you must say 'bosom.'

"If you want to make your mouth look small say 'flip.' If you want to make it look larger say 'cabbage.'

"To have an expression of melancholy it is necessary to say 'kerchunk.'

"To have an expression of pride or hauteur it is necessary to say 'phoenix.'

Stand right up for trade upright-ness. You will then be more upright.

The best biographies are those on two feet.

Hardware Price Current

Table containing various hardware items and prices, including Ammunition (Caps, Cartridges, Primers, Gun Wads), Loaded Shells, Paper Shells, Gunpowder, Shot, Augurs and Bits, Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hinges, Hollow Ware, Horse Nails, House Furnishing Goods, Japanned Tinware.

Table containing various metal and hardware items and prices, including Iron (Bar, Light, Knobs, Levels, Metals, Miscellaneous), Molasses Gates, Patent Plished Iron, Planes, Nails, Rivets, Roofing Plates, Ropes, Sand Paper, Sash Weights, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tinplate, Traps, Wire, Wire Goods, Wrenches.

Crockery and Glassware

Table containing various crockery and glassware items and prices, including Stoneware (Butters, Milkpans, Fine Glazed Milkpans, Stewpans, Jugs), Lamp Burners, Mason Fruit Jars, LAMP CHIMNEYS, Anchor Carton Chimneys, Lead Flint Glass in Cartons, Pearl Top in Cartons, Rochester in Cartons, LaBastie, Oil Cans, Lanterns, Lantern Globes, Coupon Books, Coupon Pass Books, Credit Checks.

DRY GOODS

Weekly Market Review of the Principal Staples.

Dress Goods—The condition in the dress goods end of the market is showing marked improvement. The business here has not been so well distributed as in the men's wear market. Certain lines of dress goods were quickly sold up and taken off the market, while others were scarcely touched. The cutters-up were slow to operate, being too busily engaged in summer goods to turn their attention to those of heavier weight, and as a consequence they were late in entering the market. Initial orders were in many cases small. The duplicate orders, however, are now being placed, and because of this other lines are being withdrawn or sold up.

Hosiery—There is comparatively little doing in the hosiery market today, and judging by appearances it is more than likely that this condition of affairs will continue for a week or two to come, unless new developments arise in the immediate future. So far laces seem to be in the ascendant in favor, to judge by the comments of buyers who have been in town looking over the market. These goods have been eagerly sought for in the past, and more than once complaint has been made on the score of delayed deliveries, knitters having evidently been caught napping. Whether this feature of the situation will hold good during the coming months or not remains to be seen, but it would be by no means surprising, as the situation is inclined to show decided strength.

Domestics—A fair demand is reported and although activity is not so prevalent as to be noticeable, still a fair volume of orders has been received, made up of many small instead of any large purchases. That prices are not yet at the highest point is vouched for by the amount of orders received on general lines, which have been more than sufficient to maintain present quotations, but still not large enough to warrant advances. Coarse yarn goods for immediate delivery have been taken by converters, which goods they are in need of.

White Goods—Are only in moderate demand and the fabrics which are being taken are the plain fabrics at a medium price, for which the demand is practically constant. Buyers in most instances filled their summer needs at the opening of the special sales last month, and the buying of the past week has been on the part of those who either were unable or did not wish to fill their wants at that time. This market has been somewhat affected because of the unseasonable weather conditions. The tardy approach of hot weather has kept the retailers' stocks practically intact. As white goods are expected to be a strong factor this summer, retailers' stocks will be depleted in the near future and consequently business

will be brightened in the primary market. Some business is being done on fall lines, as many importers have lines to show and are, because of price considerations, moving goods in considerable volume. It is reported by jobbers who have taken thought of the fall business that there is an increasing demand for higher grades of plain and fancy white goods.

Carpets—The improvement in the carpet trade continues. Several lines have been withdrawn from the market, as the entire production of the plants manufacturing the goods has been sold up. The heavy demand for rugs has also resulted in several lines being withdrawn for the time being. The marked uncertainty and hesitation with which the fall season opened up is undoubtedly fast disappearing. Buyers are showing more and more confidence in the situation, and every indication now points to a favorable outcome. Large numbers of salesmen are now visiting their respective territories, and the orders which are being forwarded to headquarters are ample proof of their statements that business indications promise well. The fear expressed by carpet agents at the opening of the present season, that there was still too much stock left over in retailers' hands from the "Smith" auction to permit of liberal buying at the opening of the new season, has in a great measure been relieved. What has surprised the trade more than anything else is the apparent unlimited capacity of retailers for consuming rugs. Very large quantities of these goods were purchased at the auction sale; yet the purchases this fall season have been larger than ever. This is accounted for in one way by the increased consumption in this country during the past two or three years, both of domestic and Oriental goods. Imports of Oriental rugs to this country since the first of the year already show a heavy increase. Not alone is this noticeable in the cheaper grades, but also in the more expensive fabrics. In addition to the rug end, fall lines of carpets have also shown a noticeable improvement. Axminsters have sold well, also tapestries and wiltons.

The worst thing about patching up a quarrel is that the patches always show.

OUR CASH AND CHARGE SALES BOOKS



ARE SATISFACTION GIVING, Error Saving, Labor Saving Sales-Books.

THE CHECKS ARE NUMBERED, MACHINE-PERFORATED, MACHINE-COUNTED. STRONG & HIGH GRADE-CARBON

THEY COST LITTLE
BECAUSE WE HAVE SPECIAL MACHINERY THAT MAKES THEM AUTOMATICALLY.

SEND FOR SAMPLES AND ASK FOR OUR CATALOGUE A

W.R. ADAMS & Co. MAKERS - MICH.

SALES BOOK DETROIT.



The Latest Fad

In neckwear is the four-in-hand made of blue silk, having white dots or neat, small white figures. We are showing a fine assortment put up in boxes of one-half dozen each. These prove to be rapid sellers at fifty cents each. Price is \$4.50 per dozen.

Note also the following shapes and styles now in stock which are exceptional values for the money:

- FOUR-IN-HANDS**
- 1/2 dozen boxes, black silk or satin light or dark colors.....\$4.50
 - 1 dozen boxes, black silk or satin and light or dark colors.....\$2.25
 - 1 dozen boxes, black silk or satin (narrow shapes).....\$2.25
 - 1 dozen boxes, assorted colors (one inch wide), for ladies' wear...\$1.25
 - 1 dozen boxes, black silk or satin (one inch wide), for ladies' wear \$2.00
 - 1 dozen boxes, changeable silks, assorted (one inch wide), for ladies' wear\$2.00
- STRING TIES.**
- 1 dozen boxes, black silk or satin and light or dark colors.....\$2.25
 - 1 dozen boxes, black silk (mid-gets)\$2.00
 - 1 gross boxes, white lawn at 90c, \$1.25 and\$1.50
- SHIELD BOWS.**
- 1 dozen boxes, black silk or satin and light or dark colors.....\$1.25
 - 1 dozen boxes, black silk or satin and light or dark colors (large shape)\$2.00
 - 1 dozen boxes, black silk or satin and light or dark colors (small shape)\$2.00
 - 1 dozen boxes, white lawn band bows at 75c, 90c, \$1, \$1.25, \$1.50 \$2 and.....\$2.25
- SHIELD TECKS.**
- 1 dozen boxes, light or dark assortment (job)\$1.75
 - 1/2 dozen boxes, black silk or satin and light or dark colors (nobby stuff)\$2.25
- BAND TECKS.**
- 1/2 dozen boxes, black silk or satin and light or dark colors.....\$2.25
 - 1/2 dozen boxes, assorted colors...\$4.50
- WINDSOR TIES**
- 1 dozen boxes, plain colors, assorted.....\$.90
 - 1 dozen boxes, plain colors, light or dark assortment and blacks.\$2.00
 - 1 dozen boxes, plain colors, light assortment with embroidered figures on ends.....\$2.25
 - Also the "Buster Brown" (made up having rubber loop to attach) assorted colors\$2.25

Give us a trial order by mail or through salesman. We are sure you will be pleased.

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.

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

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

Forest City Paint

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


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

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

It's an eye-opener.

Forest City Paint & Varnish Co.
Cleveland, Ohio

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.



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

FIFTEEN FACTORIES.

Michigan Has Produced 110,000,000 Pounds of Beet Sugar.

The beet sugar industry has become of great importance to the communities in which its operations are conducted. In the State of Michigan there were in actual operation last year fifteen factories, which produced approximately 110,000,000 pounds of refined granulated sugar. To produce this sugar required 500,000 tons of beets, as from each ton there was extracted 220 pounds of granulated sugar. To produce 500,000 tons of beets required something like 65,000 acres of land. For these beets the farmers received in cash during the months of October, November, December and January \$2,800,000. That is, the manufacturer paid the farmer as the first cost of the raw material an average price of \$2.33 for each hundred pounds of sugar, or 2 1-3 cents a pound. The factories pay for more sugar than they sell for the reason that they assume all loss occasioned by failure to extract all the sugar contained in the root.

The manufacture of the juices of the beets into marketable sugar of fine quality requires intricate machinery securely placed and well housed. The seventeen plants built in Michigan represent an investment of something like \$12,000,000.

The process of extracting the sugar requires much heat and power, and the quantity of coal consumed has created an enlarged market for the coal of the Saginaw Valley. The use of limestone for the purpose of purifying the juices has created a new use for the small stone quarried, and the stone quarries of Alpena and vicinity have found a new and lucrative market.

The exact chemical control of the different stages in the process of manufacture demands the training and employment of many chemists, and both the University of Michigan and the Agricultural College have inaugurated special courses for instruction in the chemistry of sugar making. The young men who started as chemists have, in a large measure, been able to replace the Germans who in the first years of the business in this country were the only ones scientifically equipped to occupy the positions and were able to obtain large salaries as manufacturing superintendents.

The American farmer knows that the German and French farmer produces, not seven or eight, but fifteen to eighteen tons of beets to the acre, having a sugar content higher than the American farmer has thus far been able to obtain. Knowing this, he believes that if the industry is protected through the revenue laws of the United States against competition from continental countries and our colonial possessions he can obtain, after experience has taught him how to prepare the soil and attend the beets when growing, the same profitable crop.

Since the growing of sugar beets began in this country the tonnage per acre has nearly doubled, the sugar

in the beet greatly increased, and the manufacturer has succeeded in extracting 25 per cent. more of the sugar content, and has enormously decreased the cost of manufacturing. American methods will still further decrease the cost of production, and the American farmer, upon lands costing much less than land made use of in Germany, will gradually increase the yield per acre and the sugar content.

If the industry is allowed time to develop America can produce her own sugar for her own people. When the industry started in this country, seventeen years ago, but 1,600 tons of sugar were produced the first year. Last year America produced 250,000 tons, or 500,000,000 pounds of sugar, worth \$25,000,000. The number of factories has grown so that to-day there are seventeen factories in Michigan, ten in Colorado, seven in California, five in Utah, three in Wisconsin, two in Nebraska, two in Idaho, one in Ohio, one in Oregon and one in Washington.

Last year in excess of 2,500,000 tons of raw sugar were imported for the use of the American people. The value of this sugar, after being manufactured into refined sugar, was \$250,000,000. If the American people are permitted to produce sugar for their home market, this enormous sum of money will yearly go to our farmers, laborers and manufacturers and the cost of sugar eventually cheapened to the consumer. Charles B. Warren.

Property Divided by Lot.

The will of an Australian detective provided an unusual way for dividing his property among his six children. His estate, about \$35,000, consisted most of realty. He ordered that six envelopes should be placed in a box, each child to draw one and have the portion of the property described on the paper inside the envelope.



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.



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 with no 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.

A \$2 Corset Retailing at One Dollar



The sooner you get away from the idea that **Price Represents Value** the more money you will make and the greater satisfaction you will give your trade.

PURITAN CORSET CO.

Kalamazoo, Mich.

Summer Underwear

Don't wait too long in filling in your stock of Summer Underwear. The good numbers are going fast. Our stock this spring is the finest we ever carried.

Gents' in balbriggan, Jersey knit and plain black, which is being used very extensively by firemen and engineers.

Ladies' underwear, Jersey knit, in long sleeves, short sleeves and sleeveless.

Prices ranging from \$4.50 to \$9.00 the dozen.

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods



Michigan Knights of the Grip.
President, Geo. H. Randall, Bay City;
Secretary, Chas. J. Lewis, Flint; 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.

Story of the Salesman Who Sold Himself.

When Keely—otherwise Henry P.—struck Chicago, he was broke; that is, financially. He had still an unlimited supply of nerve—and what better capital could a man desire?

Being broke is purely a relative proposition. What constitutes that state in some men would mean affluence to others. Henry P. had in his purse a ten-dollar bill and some change. This to him, however, was being broke. He could not recall when he had been so near to hard pan before. It behooved him to "move" at once.

A little biography will aid the reader to appreciate Henry P.'s story. Henry had for years been a salesman who had been up against a "hard proposition;" these words are his. He had been selling the "perfectly turned, superhardened grind-stone," an article which he knew all about. He had met with success and his head got a bit swelled. Finally he conceived the idea that he was cut out for better things. Henry was by no means modest.

His sales manager was not long in having this view of the case called to his attention. Strangely enough, the boss could not see it from the same viewpoint, and as a result there was a warm ten-minute interview, at the close of which Henry emerged from the private office without a job. He drew his salary and cashed in his expense slips, and then started out to make good his belief that he could sell a line of cut glass and bric-a-brac as well as grind-stones.

The first house he visited with the idea of impressing this view upon them turned him down cold. Grind-stones were one thing; precious wares and cut glass entirely another.

Henry was not phased, however, and tried again. The second man asked him a few questions as to the relative value of Sevres as compared with Dresden, and when Henry said he would deliver them both f. o. b. Chicago for the same price, the man said "good-day" and left him.

These experiences happened in his native city, which it is not necessary to locate more specifically than to say that it was in the East. Henry made up his mind that he was cut out for the way they did business in the West. Hence his appearance in Chicago broke.

After a night's rest at one of the numerous "two-dollar" hotels, and a fairly good breakfast, he set out to find the job which he felt sure was

awaiting his arrival somewhere in the big city, where the only thing that secures you an entree into business circles is a satisfactory answer to the question, "What can you do?" He had spent twenty-five cents on a shave, and this, with his good clothes, made him a fairly good front.

It was twenty-five minutes after nine when he sent his card to the sales manager of the firm of Meckling & Deerfoot, the makers and sellers of the celebrated threshers and grain separators. The reader will please note that there had been a modification of Henry's ideals. Cut glass was no longer the goal of his ambition. The card which he sent in was the only one he had—his old grind-stone firm's card, with his name as salesman printed in the lower left-hand corner.

"This fellow wants the purchasing department," growled Marshall, the sales manager, to the office boy. "Send him over to Connor."

The boy returned in a few minutes. "Please, Mr. Marshall, the man says he guesses he knows who he wants—it's you."

"Well, tell him to wait and I'll see him in a few minutes," answered Marshall, in a tone which bode ill for the hapless Henry.

His ill humor was heightened by the next letter which he took up. It was from the President of his concern. That individual wanted to know, among other things, when the sales department was going to get action in the Eastern field. The writer also begged to be informed if Marshall knew that the trust had just gotten away with a \$700,000 contract in Dakota which was rightfully theirs. Marshall swore under his breath, for the typewriter girl was in the adjoining room and the door was open. Did he know it? Well, rather. He had reason to know it, for the second letter back had been from his man in Dakota, who had fallen down on the deal. The fact that the same letter contained an expense account for \$674.95 for the month tended to further fasten the happening in his mind.

"That fellow has got to go," was Marshall's mental conclusion. "This house has no use for men who lay down. What we need is men who don't know when they are beaten."

Just at this point he was interrupted by the office boy, who came in and said, "Mr. Marshall, that grind-stone man says he can't wait on you all day."

"Send him in," snapped Marshall.

The boy went out, and a moment later Henry P. Keely was in the presence of his future boss. That the boss was without knowledge of the relationship did not make a particle of difference to Henry.

"Mr. Keely, I believe," said Marshall, with the cordiality of a healthy icicle.

"The same," echoed Keely; "Henry P. Keely, late of the sales force of Jones & Jones, handling the superhardened grind-stone, of which you have doubtless heard."

"Never heard of the firm or their product," growled Marshall. "What can I do for you, Mr. Keely?"

"You can put me on your sales force, at \$150 per month and all expenses paid," came back Keely.

"Is that all?" sarcastically queried Marshall. Then, in spite of his better judgment, "What on earth do you know about our machines that makes you think you can sell them?"

"Don't know any more about your machines than you do about grind-stones; but I know that I wouldn't have let the trust put it all over me like they did over that man of yours in Dakota."

"What do you know about that deal?" asked Marshall, interested; "were you there?"

"Only what this paper tells me," and Keely pointed to a half-column story in the journal of that morning, giving the facts of the deal. Keely had evidently not been idle while he was waiting outside Marshall's door.

Marshall read the story. It was palpably a paid advertisement which the trust had telegraphed all over the country. It put the deal in its most favorable light, and one reading it would imagine the trust was an angel of light and that the farmers of Dakota would receive their threshing machines and grain separators for the next year at a greatly reduced price on account of the "large facilities for manufacturing and the reduced rates for shipping which the Harvesting Machine Corporation had and could secure." It filled Marshall's soul with wrath. He almost forgot the man who had brought it to his attention.

Henry P. was not an individual, however, who could be eclipsed for more than a few minutes at a time by anything less than a large-sized landslide.

"Mr. Marshall," he began, "I suppose you have no use for a large grind-stone, one, say, about five feet in diameter, and a foot thick?"

"Oh, confound your grind-stones," almost shouted Marshall. "You certainly know that I have no use for such a thing, and if you don't know, I want to tell you that this is not the time, the place, nor am I the kind of a man who enjoys being made a fool of."

Marshall had forgotten the open door and the typewriter girl.

"I have no intention of doing that," said Keely, in a tone which was so even and earnest that Marshall could not help but take notice.

"What I wanted to say," continued Henry P., "was that since you had no earthly use for a grind-stone and did not want to buy one, if I can get you to sign an order for one, will you put me on your force at the figure named?"

Marshall liked the audacity of the man and his evident confidence in himself. "If you can do it in six minutes," he said, "I'll go you."

Keely moved over to a seat on the same side of the desk on which Marshall was sitting, drew out the leaf and produced a pencil and pad. While doing this, he was making up his plan of campaign. It was a ticklish moment. In a flash his mind reverted to the seven dollars and some odd cents in his pocket, and it annoyed him that this should occupy his mind

when he should have been thinking of what to say to the man before him. It came like an inspiration at the last second.

Looking Marshall straight in the eye, Keely began: "Mr. Marshall, since you have no use for a grind-stone in an industrial sense, I need not quote prices to you. I want you to know, however, that I am going to sell you one. There are a number of varieties of grind-stones, but their purpose and use are the same. In a nail mill they use the stones to sharpen the cutting tools so that they can cut more and better nails; in the planing mills they use another kind to sharpen the planers, the mortise chisels, and other edge tools, so that they can turn out better window sashes, doors, molding, and so on; in the cooper shop they use them so that their knives may make better proportioned hoops and barrels. Is this not so?"

Marshall was interested in spite of himself. He nodded his head in assent.

"These stones," continued Keely, "cost the owners of these mills and factories money. They do not hesitate to buy them, however, because they need them in their business. I come along with a contract for a new grind-stone something like this (producing a closely written sheet of paper, with a few blank spaces), and I say to them, 'My grind-stone will do the work; it will sharpen your tools better than any other kind. Your sign your name here and one is yours.' They sign and they get the best grind-stone on earth.

"Now, you," swinging about and addressing Marshall personally, "do not need this kind of a stone. You do need something to sharpen up and keep on edge the tools with which you have been doing business in Dakota—you need a business grind-stone. I have here a little contract in which, if you will permit me to write the name of your respected house, and affix your signature here, will secure for you the best business grind-stone on earth. Its name is Henry P. Keely, and it is here boxed or crated, no f. o. b. or anything else to bother about. The cost is \$150 per month and expenses."

Marshall, without a word, reached for his pen and signed his name to the contract, which he had read while Keely was talking. He put the firm's name in the blank space, and Henry P. Keely had his job.

"Come in this afternoon and we will arrange the details," was Marshall's parting comment as Keely went out.

Ten minutes had elapsed since he had come in the door. Marshall returned to his desk. The day seemed brighter. He felt as if he had done the right thing.

Henry P. returned to his hotel. He was no longer broke.—J. W. Binder in System.

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

Quarterly Meeting of the Directors, M. K. of G.

Flint, June 12—The regular quarterly meeting of the directors of the Michigan Knights of the Grip was held at Hillsdale Saturday, June 10, all members of the Board being present.

The report of the Secretary showed receipts for \$2,392 in the death fund, \$38.50 in the general fund and \$78 in the entertainment fund, all of which had been turned over to the Treasurer.

The Treasurer reported a balance of \$211.40 in the employment-relief fund, \$834.78 in the general fund, \$4,027.59 in the death fund and \$146 in the entertainment fund.

The following amendments to the constitution were ordered printed and mailed with the next assessment:

Article V., Section III.

The Treasurer shall receive all money belonging to the Association from the hands of the Secretary and shall disburse the same only upon the allowance by the Board of Directors, the same to be deposited in the name of the Michigan Knights of the Grip in some bank to be designated by the Board of Directors at their January meeting. All vouchers shall be signed by the Treasurer and countersigned by the President and Secretary. The Treasurer shall furnish a bond from an approved indemnity company in the sum of \$2,000 or more to the Board of Directors, condition for the faithful care, accounting the payment over of all moneys coming into his hands. He shall be present at all board meetings and submit a detailed report of the receipts and disbursements showing the condition of the treasury.

Article IX., Section V.

The Employment and Relief Fund shall consist of 5 per cent. of all Death Fund collections at all times when there is less than \$1,000 in this fund, the Employment and Relief Fund to be subject to the order of the Board of Directors for the relief of worthy distressed brothers and their families.

The following claims were allowed and orders drawn to pay same:

Anna Sparks, claim of John Sparks (3561)	\$500.00
Ellen M. Higgs, claim of Wm. Henry Higgs (3200)	500.00
Nellie M. Clark, claim of Alex. M. Clark (1851)	500.00
Emma Smith, claim of Richard H. Smith (1484)	500.00
Elizabeth A. Brooks, claim of Frederick W. Brooks (4395)	500.00
Emeline M. Kinman, claim of George A. Kinman (1871)	500.00
R. P. Bigelow, claim of F. G. Hooper (4492)	500.00
A. G. Pitts, claim of A. S. DeGolia (1579)	500.00
Juliette Lingenfelzer, claim of Henry Lingenfelzer (4299)	500.00
Minnie S. Humphrey, claim of Newton E. Humphrey (5652)	500.00
C. C. Helling, claim of A. F. Peake (1)	500.00
Maria E. Hall, claim of Charles E. Hall (3288)	500.00

The following bills were allowed and ordered paid:

C. W. Hurd, board meeting	\$10.47
James Cook, board meeting	4.20
H. C. Kloekstem, board meeting	5.88
G. H. Randall, board meeting	7.60
C. J. Lewis, board meeting	9.86
Chas. W. Stone, board meeting	6.14
H. E. Bradner, board meeting	5.88
H. P. Goppelt, board meeting	8.17
A. A. Weeks, board meeting	9.88
M. S. Brown, expense to Detroit	6.00
C. J. Lewis, expense to Detroit	5.56
J. A. Weston, expense to Detroit	6.52
C. J. Lewis, salary	135.57
C. J. Lewis, sundries	30
C. J. Lewis, stamps	24.00
F. J. Pierson, printing	4.73
H. E. Bradner, salary	50.17

Moved and supported that James Cook be appointed a committee of one to obtain as favorable rates as possible for the annual convention. Carried.

Moved and supported that an order be drawn on the Treasurer for \$50 for stamps and \$50 for printing for annual convention. Carried.

Moved an order be drawn on the Treasurer for \$50 in favor of C. J. Lewis for stamps. Carried.

Moved an assessment be called for June 20, to close July 20. Carried.

Moved an assessment be called for August 1, with annual dues, to close Sept. 1. Carried.

Moved an order be drawn in favor of Brother Matson for twelve weeks at \$7 per week. Carried.

Moved the President and Secretary extend a vote of thanks to Mr. Watson, of Smith's Hotel, for courtesies shown. Carried.

Moved we adjourn to meet in Jackson at the Otsego Hotel August 28. Carried. C. J. Lewis, Sec'y.

The Grain Market.

There has been very little change in the cash wheat situation the past week. The demand for milling wheat, both spring and winter, has been good, while receipts have been only normal. The visible supply has shown a decrease in wheat of 1,828,000 bushels; corn, 1,180,000 bushels, while oats showed an increase of 406,000 bushels. The Government report coming out on the 10th, gave the condition of the growing spring wheat crop as 93.7, and the winter wheat crop as 7 points lower than on May 1, which would give an estimated yield of both spring and winter wheat of 714,000,000 bushels, as compared with an estimate of 624,000,000 bushels for the same date last year. This report is largely discounted by the trade, at the same time there is no inclination on the part of millers or grain men to go short on the market.

The corn market continues very strong and has shown an advance of practically 2c per bushel on cash corn for the week. Stocks are comparatively light, while the demand is very good. The outlook for the growing crop is fair, the weather having been very favorable the past few days.

The oats market is dull, receipts are fairly good and the demand up to the average, but prices are dragging heavily and the market is influenced largely by other grains.

L. Fred Peabody.

Chas. E. Morgan, who was on the road for the former firm of Jennings & Smith for five years prior to 1892, but who has been traveling in Indiana for several years past for Wm. E. Scotten & Co., of Detroit, has returned to his first love and will hereafter represent the flavoring extract department of the Jennings Manufacturing Co. in the same territory. He will make his headquarters at Logansport.

A Marquette correspondent writes as follows: John Johnson, of Houghton, formerly of this city, has completed arrangements to bring a baseball team composed of copper country commercial travelers to Marquette, June 17, for the purpose of playing a match game with the Marquette traveling men. The game will be played at the new fair grounds park.

The Detroit Retail Shoe Dealers' Association has issued a call for a general meeting for the purpose of forming a State association, to be held in Detroit Aug. 22, 23 and 24.

Manufacturing Matters.

Detroit—The Twitchell Brothers Manufacturing Co. has been incorporated under the same style and will continue to deal in wire and wire goods. The corporation is capitalized at \$50,000, \$25,000 common and \$25,000 preferred stock, all subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Hofeller-Brooks Aluminum & Brass Foundry Co. for the purpose of manufacturing and dealing in metal articles. The authorized capital stock of the company is \$6,000, of which amount \$3,000 has been subscribed and \$2,500 paid in in cash.

Detroit—The Twitchell Bros. Manufacturing Co., dealer in wire, brass and other metal goods, has incorporated with a capital stock of \$50,000. The stockholders are James E. Twitchell, Frank C. Twitchell, Earl Rosco Ryno, Andrew Smith and Thomas J. Parker.

Clare—J. F. Tatman has purchased a half interest in the shingle mill of Geo. McKeever and Mr. McKeever has bought a half interest in the general stock of Mr. Tatman. Although equal partners in both projects, each will continue to conduct the business which he formerly owned.

Hart—A corporation has been formed for the production of gas and electricity under the style of the Pere Marquette Light & Power Co. The company has an authorized capital stock of \$150,000, of which \$75,000 has been subscribed and \$25,000 is alleged to be paid in in cash and \$50,000 in property.

Detroit—The National Soap Co., taking over the plant of R. L. Hall, at 438-40 Franklin street, has filed articles of association with the county clerk. The capital stock is \$50,000, of which \$1,500 has been paid in in cash and \$13,500 in other property. The stockholders are Robert L. Hall, John E. Rowland, Albert H. Cramer and Charles K. Latham.

Owosso—C. W. Gale, H. C. Frieske, Tod Kincade and S. P. Watson, the heaviest stockholders in the Vigoro Health Food Co., bid in the factory at mortgage sale June 13 at \$16,622.66, the amount of their claim against the company. The purchasers will endeavor to interest a flour miller in the project to conduct a flour mill.

Ann Arbor—Ernest W. Hurd and Charles Hurd, father and son, have filed petitions in bankruptcy in the United States District Court. Ernest Hurd places his liabilities at \$37,099.41 and his assets at \$250, claimed as exempt, while Charles Hurd says his debts are \$42,995.14 and that all he now has is a \$920 equity in an insurance policy and household property worth \$250. Nearly all of the liabilities are in promissory notes, and the Farmers & Mechanics' Bank of Ann Arbor will be one of the heaviest losers. The Hurds were interested in the Peninsular Tool Manufacturing Co., which has gone through extended litigation the past year or more.

The Boys Behind the Counter.

Mancelona—Wm. E. Vaughan, manager of the general store of the

Antrim Iron Co., died June 5 as the result of an incurable malady. Mr. Vaughan was born in South Arm township, Charlevoix county, Dec. 15, 1869, thus being in his thirty-sixth year. He remained on his father's farm until about 12 years old, when he went to Ironton, and took a position in a store. After remaining there five or six years he came to Mancelona and clerked in the Hull Freeman store two years. He then became a salesman in the store of the Antrim Iron Co., where he remained a faithful employe until compelled to relinquish his position on account of illness. Over six years ago he became manager of the store, a position he filled with rare ability.

Holland—Pharlo Soles has taken the position of prescription clerk for the Martin Estate drug store. Mr. Soles was formerly head clerk for Chas. E. Kellogg, of Grand Rapids.

Belding—Alfred Foy Ireland, who is a valued employe in the T. Frank Ireland hardware store, was married recently to Miss Marcia May Potter, of St. Joseph. The Tradesman extends congratulations.

Adrian—Fred Clark, clerk in the Wood, Crane & Wood clothing store, while waiting on a customer June 9, dropped dead from heart disease. He leaves a widow and two children.

Record-Breaking Shipments of Iron Ore.

A new record for iron ore shipments from Lake Superior docks was made in May, the total shipments being 4,619,431 tons, more than 500,000 tons in excess of any previous month's record. At this rate, there will be no difficulty in handling 30,000,000 tons during the season.

It is a noticeable fact that since the beginning of the war there has been no change among either the military or naval commanders of Japan. They have all accomplished the things whereunto they were sent. They would prefer death to failure in any enterprise confided to them.

Corunna—Chas. Davison, a local grocery and dry goods merchant, has executed a trust deed, for the purpose of securing his creditors, to Burnham, Stoepel & Co. The assets and liabilities will nearly balance.

The Steele-Wedeles Company, of Chicago, has inaugurated a pipe department under the management of Gerson J. Brown, who is in charge of the cigar department.

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.



DRUGS

Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—J. D. Muir, Grand Rapids.
 Sld 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, Kal-
 amazoo; D. S. Hallett, Detroit.
 Trade Interest Committee, three-year
 term—J. M. Lemen, Shepherd, and H.
 Dolson, St. Charles.

Pathetic Plea for Larger Measure of Co-operation.

The week had held a peculiar and puzzling experience. Among the places to which my contracts had been sent were two small cities in neighboring counties. The number of retailers in each was about the same, and I felt well acquainted with the trade in both places. In addition to the circular letter that accompanied the contract, I had sent a few personal lines to each of the druggists in these cities; I had written as friend to friend, for I was the friend of each, and felt that each was mine.

From one of the cities 50 per cent. of the contracts were returned signed, within forty-eight hours; and with nearly all of them came a few kind words of encouraging approval. One man had asked that I let him know who had not signed, that he might use his 'phone to hurry them up; others offered show-window space; there was hardly one that did not evince some real sentiment of fraternity; and not one had failed to clearly understand the proposition—every retailer had signed by the end of the week. From the other city only 12 per cent. of the contracts had been signed by the week-end, and the only lines of writing with them were in the nature of expressed doubt and suspicion.

Both of these cities are organized. Why were the results so different? Even in the peace-and-love atmosphere of my own home this problem was with me as I sat in my easy chair and tried to read the solution in meerscham-built castles of smoke.

"Papa, rock boy to sleep!" The imperious command came from the lips of a little white-robed figure that stood at my knee. I lifted my darling, and he cuddled snugly in my arms.

"Papa, has my hobby horse got real skin and a really, truly tail?"

"Yes, honey-boy; horsey has real skin and real hair."

"That little boy who came to play with me said my hobby-horse had real skin. I love my horsey better now, and wasn't he a nice little boy to tell me? I love to play with other little boys, and when I am a great big boy I am going to play awful

lots and—when I am—a big—big—man I am going to play with other mans—and—I don't want to be—like Robinson Crusoe—and—have only a bow wow—to play with—and—I." My baby had gone to dreamland's playground, but not until with baby words, from baby thought, he had solved the problem that I alone could not solve. He had shown me that the spirit of progress, with or without organization, is fraternity.

Of the two organizations that puzzled me, one was lighted by the glowing bonds of true fraternity; the other was merely a loose collection of selfish units. The members of one of these associations have learned that community of commercial interests can only be beneficial where all the character, all the individuality of each man is used for the general good through real fraternal unity, while the members of the other organization know each other as druggists only, and have not learned that commercial bonds alone are but shattering shackles of clay.

If you, my brothers of the trade, had lived and wandered for a few weeks as I lived and wandered for years; if you had but known the awful solitude of the crowd; if you had sat as I have in the crowded lobby of a hotel and looked upon the hundreds of faces without seeing one you knew; if you had day after day, week after week, spoken to scores of men and not been able to call one your friend, your brother; then you would know what fraternity really means, and would cherish this bright gem in the jeweled chain of life.

Look around you and see who they are that live in the sunshine of others' smiles. See what sort of men they are who cower in the shadow of solitude; see how the miser hermit trembles in fear of other men and then leaves the only gold he knew for other men to spend, knowing nothing but a self-made hell on earth; expecting nothing but a deserved hell beyond.

We seem to think that other men are unfit for our fraternal confidence because in the hours of business care they think and do as we do. Suppose that our forefathers had reasoned so; they were all limited in occupation to the axe, the gun, the plow or hoe; suppose that they had not learned to know each other as men, within the home and church; the hand of each would have been against all the others, and each would have faced the red savage alone—and died.

We face the common trade-demoralizing foe together, for a few moments or at most a few hours at a time, and then we glare at each other in suspicion, break ranks and scatter. Why not bivouac together? Why not sit around the same camp fires and find greater strength for the battle of to-morrow by forgetting our trade war in talk of other things that will make us know each other as sons, fathers, men and brothers?

The hard commercial conditions of the day have put upon nearly every business man a coin-hard mask, that hides his true character during the business hours at least. Remember,

that it matters not how many things a man may seem, he has but one true self, one soul. The God within him is that self. We call it mind. Let us know each other truly and not superficially, let us learn to know each other as men first, and druggists last; then, as brothers, we can accomplish more for our drug interests.

Away back in the dark days, the days of wandering, I used to say that happiness was a meaningless word. That it was like to-morrow, a something that never comes. I know, now, that happiness is real, beautifully real. Why, boys? I am one of the happiest and richest men in all the world, and in my storehouse of happiness one of the rarest gems is friendship. All the men friends I have are in the trade, and yet their friendship is not trade bound. I know my friends in their homes, and they know me in mine; we know each other's wives and children; we are friends first—druggists incidentally. Do you not envy me? I hope you do, because what we envy in another we strive to gain for ourselves.

"Bear ye one another's burdens"—how hard it is to do it when we think of financial burdens alone. See your friend in his home, see him take in his hand the picture of some loved one who has gone into the Great Beyond; see the tears gather in his eyes and feel the moisture springing to your own; know the impulse that draws your arm about his neck in depth of fraternal feeling that no words can express; know, feel, that love in fraternity is as truly, purely love as in parental, filial or conjugal bonds.

Learn the beauty of fraternity and the world grows bright; practice it and you in the world grow strong. To an army going out to battle for a great cause no general, no ruler, not even the Ruler of the Universe could give any more encouraging, strengthening, manly advice than this: "Love ye one another."

Joel Blanc.

The Drug Market.

Opium—Continues very firm and is tending higher on account of conditions in the primary market.

Morphine—Is unchanged.

Quinine—Is steady.

Norwegian Cod Liver Oil—Continues to decline. It is said the crop is very large.

Menthol—Is very weak and tending lower.

Oil Sassafras—On account of better supply has declined.

Dutch Caraway Seed—Has advanced and is tending higher.

Base Ball Supplies

Croquet

Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

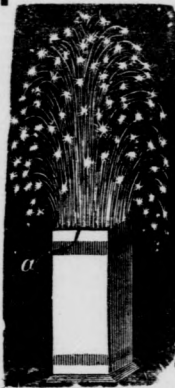
Invincible 119

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. BURLERSON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aceticum 60 8	Aconitum 20 25	Alumina 50 50	Ammonia 40 6
Benzoicum, Ger. 70 75	Althae 30 35	Ammonia 40 6	Aqua, 18 deg 40 6
Boracic 7 17	Arum 10 12	Ammonia 40 6	Aqua, 20 deg 40 6
Carbolicum 25 29	Calamus 20 25	Ammonia 40 6	Carbonas 13 15
Citricum 42 45	Calendula 12 15	Ammonia 40 6	Chloridum 12 14
Hydrochlor 30 5	Chlorate 12 14	Ammonia 40 6	Black Aniline 2 00 2 25
Nitrosum 8 10	Cyanide 34 38	Ammonia 40 6	Brown 30 1 90
Oxalicum 10 12	Hydride 3 60 3 65	Ammonia 40 6	Red 45 50
Phosphorium, dil. 42 45	Idide 3 60 3 65	Ammonia 40 6	Yellow 3 50 3 90
Salicylicum 42 45	Iron 3 60 3 65	Ammonia 40 6	Baccas
Sulphuricum 14 15	Iron 3 60 3 65	Ammonia 40 6	Cubebae 15 18
Tartaricum 38 40	Iron 3 60 3 65	Ammonia 40 6	Juniperus 5 6
Ammonia	Iron 3 60 3 65	Ammonia 40 6	Xanthoxylin 38 35
Aqua, 18 deg 40 6	Iron 3 60 3 65	Ammonia 40 6	Balsamum
Aqua, 20 deg 40 6	Iron 3 60 3 65	Ammonia 40 6	Copaiba 45 50
Carbonas 13 15	Iron 3 60 3 65	Ammonia 40 6	Peru 1 10
Chloridum 12 14	Iron 3 60 3 65	Ammonia 40 6	Terabin, Canada 60 65
Black Aniline 2 00 2 25	Iron 3 60 3 65	Ammonia 40 6	Tolutan 35 40
Brown 30 1 90	Iron 3 60 3 65	Ammonia 40 6	Cortex
Red 45 50	Iron 3 60 3 65	Ammonia 40 6	Abies, Canadian 18
Yellow 3 50 3 90	Iron 3 60 3 65	Ammonia 40 6	Cassia 20
Baccas	Iron 3 60 3 65	Ammonia 40 6	Cinchona Flava 18
Cubebae 15 18	Iron 3 60 3 65	Ammonia 40 6	Buonymus atro. 30
Juniperus 5 6	Iron 3 60 3 65	Ammonia 40 6	Myrica Cerifera 20
Xanthoxylin 38 35	Iron 3 60 3 65	Ammonia 40 6	Prunus Virgin. 15
Balsamum	Iron 3 60 3 65	Ammonia 40 6	Quillaja, gr'd 12
Copaiba 45 50	Iron 3 60 3 65	Ammonia 40 6	Sassafras 24 25
Peru 1 10	Iron 3 60 3 65	Ammonia 40 6	Ulmus 40
Terabin, Canada 60 65	Iron 3 60 3 65	Ammonia 40 6	Extractum
Tolutan 35 40	Iron 3 60 3 65	Ammonia 40 6	Glycyrrhiza Gla. 24 30
Cortex	Iron 3 60 3 65	Ammonia 40 6	Glycyrrhiza, po. 11 12
Abies, Canadian 18	Iron 3 60 3 65	Ammonia 40 6	Haematox 13 14
Cassia 20	Iron 3 60 3 65	Ammonia 40 6	Haematox, 1s 14 15
Cinchona Flava 18	Iron 3 60 3 65	Ammonia 40 6	Haematox, 1/2s 14 15
Buonymus atro. 30	Iron 3 60 3 65	Ammonia 40 6	Haematox, 1/4s 16 17
Myrica Cerifera 20	Iron 3 60 3 65	Ammonia 40 6	Ferru
Prunus Virgin. 15	Iron 3 60 3 65	Ammonia 40 6	Carbonate Precip. 15
Quillaja, gr'd 12	Iron 3 60 3 65	Ammonia 40 6	Citrate and Quina 1 00
Sassafras 24 25	Iron 3 60 3 65	Ammonia 40 6	Citrate Soluble 55
Ulmus 40	Iron 3 60 3 65	Ammonia 40 6	Ferrocyanidum S. 40
Extractum	Iron 3 60 3 65	Ammonia 40 6	Solut. Chloride 15
Glycyrrhiza Gla. 24 30	Iron 3 60 3 65	Ammonia 40 6	Sulphate, com'l. 2
Glycyrrhiza, po. 11 12	Iron 3 60 3 65	Ammonia 40 6	Sulphate, com'l, by
Haematox 13 14	Iron 3 60 3 65	Ammonia 40 6	bbl. per cwt 70
Haematox, 1s 14 15	Iron 3 60 3 65	Ammonia 40 6	Sulphate, pure 7
Haematox, 1/2s 14 15	Iron 3 60 3 65	Ammonia 40 6	Flora
Haematox, 1/4s 16 17	Iron 3 60 3 65	Ammonia 40 6	Arnica 15 18
Ferru	Iron 3 60 3 65	Ammonia 40 6	Anthemis 22 25
Carbonate Precip. 15	Iron 3 60 3 65	Ammonia 40 6	Matricaria 30 35
Citrate and Quina 1 00	Iron 3 60 3 65	Ammonia 40 6	Folia
Citrate Soluble 55	Iron 3 60 3 65	Ammonia 40 6	Barosma 25 30
Ferrocyanidum S. 40	Iron 3 60 3 65	Ammonia 40 6	Cassia Acutifol. 15 20
Solut. Chloride 15	Iron 3 60 3 65	Ammonia 40 6	Timnevelly 15 20
Sulphate, com'l. 2	Iron 3 60 3 65	Ammonia 40 6	Cassia, Acutifol. 25 30
Sulphate, com'l, by	Iron 3 60 3 65	Ammonia 40 6	Salvia officinalis,
bbl. per cwt 70	Iron 3 60 3 65	Ammonia 40 6	1/2s and 1/4s 13 20
Sulphate, pure 7	Iron 3 60 3 65	Ammonia 40 6	Uva Ursi 8 10
Flora	Iron 3 60 3 65	Ammonia 40 6	Gummi
Arnica 15 18	Iron 3 60 3 65	Ammonia 40 6	Acacia, 1st pld. 65
Anthemis 22 25	Iron 3 60 3 65	Ammonia 40 6	Acacia, 2nd pld. 45
Matricaria 30 35	Iron 3 60 3 65	Ammonia 40 6	Acacia, 3rd pld. 35
Folia	Iron 3 60 3 65	Ammonia 40 6	Acacia, sifted sts. 28
Barosma 25 30	Iron 3 60 3 65	Ammonia 40 6	Acacia, po 45 65
Cassia Acutifol. 15 20	Iron 3 60 3 65	Ammonia 40 6	Aloe, Barb 12 14
Timnevelly 15 20	Iron 3 60 3 65	Ammonia 40 6	Aloe, Cape 25 28
Cassia, Acutifol. 25 30	Iron 3 60 3 65	Ammonia 40 6	Aloe, Socotri 45 48
Salvia officinalis,	Iron 3 60 3 65	Ammonia 40 6	Ammoniac 35 40
1/2s and 1/4s 13 20	Iron 3 60 3 65	Ammonia 40 6	Asafoetida 50 55
Uva Ursi 8 10	Iron 3 60 3 65	Ammonia 40 6	Benzoinum 13
Gummi	Iron 3 60 3 65	Ammonia 40 6	Catechu, 1s 14
Acacia, 1st pld. 65	Iron 3 60 3 65	Ammonia 40 6	Catechu, 1/2s 16
Acacia, 2nd pld. 45	Iron 3 60 3 65	Ammonia 40 6	Catechu, 1/4s 16
Acacia, 3rd pld. 35	Iron 3 60 3 65	Ammonia 40 6	Camphorae 81 85
Acacia, sifted sts. 28	Iron 3 60 3 65	Ammonia 40 6	Euphorbium 40
Acacia, po 45 65	Iron 3 60 3 65	Ammonia 40 6	Galbanum 1 00
Aloe, Barb 12 14	Iron 3 60 3 65	Ammonia 40 6	Gamboge 25 30
Aloe, Cape 25 28	Iron 3 60 3 65	Ammonia 40 6	Gualacum 35 40
Aloe, Socotri 45 48	Iron 3 60 3 65	Ammonia 40 6	Kino 45 50
Ammoniac 35 40	Iron 3 60 3 65	Ammonia 40 6	Mastic 40 45
Asafoetida 50 55	Iron 3 60 3 65	Ammonia 40 6	Myrrh 3 50
Benzoinum 13	Iron 3 60 3 65	Ammonia 40 6	Opil 25 35
Catechu, 1s 14	Iron 3 60 3 65	Ammonia 40 6	Shellac 40 50
Catechu, 1/2s 16	Iron 3 60 3 65	Ammonia 40 6	Shellac, bleached 45 50
Catechu, 1/4s 16	Iron 3 60 3 65	Ammonia 40 6	Tragacanth 70 1 00
Camphorae 81 85	Iron 3 60 3 65	Ammonia 40 6	Herba
Euphorbium 40	Iron 3 60 3 65	Ammonia 40 6	Absinthium 4 50 4 60
Galbanum 1 00	Iron 3 60 3 65	Ammonia 40 6	Eupatorium oz pk 20
Gamboge 25 30	Iron 3 60 3 65	Ammonia 40 6	Lobelia 25 30
Gualacum 35 40	Iron 3 60 3 65	Ammonia 40 6	Majorum 25 30
Kino 45 50	Iron 3 60 3 65	Ammonia 40 6	Mentha Pip oz pk 25
Mastic 40 45	Iron 3 60 3 65	Ammonia 40 6	Mentha Ver oz pk 25
Myrrh 3 50	Iron 3 60 3 65	Ammonia 40 6	Rue 39 40
Opil 25 35	Iron 3 60 3 65	Ammonia 40 6	Tanacetum V 22
Shellac 40 50	Iron 3 60 3 65	Ammonia 40 6	Thymus V oz pk 25
Shellac, bleached 45 50	Iron 3 60 3 65	Ammonia 40 6	Magnesia
Tragacanth 70 1 00	Iron 3 60 3 65	Ammonia 40 6	Calcined, Pat 55 60
Herba	Iron 3 60 3 65	Ammonia 40 6	Carbonate, Pat 18 20
Absinthium 4 50 4 60	Iron 3 60 3 65	Ammonia 40 6	Carbonate K-M. 18 20
Eupatorium oz pk 20	Iron 3 60 3 65	Ammonia 40 6	Carbonate 18 20
Lobelia 25 30	Iron 3 60 3 65	Ammonia 40 6	Oleum
Majorum 25 30	Iron 3 60 3 65	Ammonia 40 6	Absinthium 4 90 5 00
Mentha Pip oz pk 25	Iron 3 60 3 65	Ammonia 40 6	Amygdalae, Dulc. 50 60
Mentha Ver oz pk 25	Iron 3 60 3 65	Ammonia 40 6	Amygdalae Ama. 8 00 8 25
Rue 39 40	Iron 3 60 3 65	Ammonia 40 6	Anis 1 45 1 50
Tanacetum V 22	Iron 3 60 3 65	Ammonia 40 6	Aurant Cortex 3 20 2 40
Thymus V oz pk 25	Iron 3 60 3 65	Ammonia 40 6	Bergamii 2 50 2 60
Magnesia	Iron 3 60 3 65	Ammonia 40 6	Cajuputi 85 90
Calcined, Pat 55 60	Iron 3 60 3 65	Ammonia 40 6	Caryophilli 80 85
Carbonate, Pat 18 20	Iron 3 60 3 65	Ammonia 40 6	Cedar 80 85
Carbonate K-M. 18 20	Iron 3 60 3 65	Ammonia 40 6	Chenopadii 3 75 4 00
Carbonate 18 20	Iron 3 60 3 65	Ammonia 40 6	Cinnamoni 1 00 1 10
Oleum	Iron 3 60 3 65	Ammonia 40 6	Citronella 60 65
Absinthium 4 90 5 00	Iron 3 60 3 65	Ammonia 40 6	Conium Mac 80 90
Amygdalae, Dulc. 50 60	Iron 3 60 3 65	Ammonia 40 6	Copaiba 1 15 1 25
Amygdalae Ama. 8 00 8 25	Iron 3 60 3 65	Ammonia 40 6	Cubebae 1 20 1 30
Anis 1 45 1 50	Iron 3 60 3 65	Ammonia 40 6	
Aurant Cortex 3 20 2 40	Iron 3 60 3 65	Ammonia 40 6	
Bergamii 2 50 2 60	Iron 3 60 3 65	Ammonia 40 6	
Cajuputi 85 90	Iron 3 60 3 65	Ammonia 40 6	
Caryophilli 80 85	Iron 3 60 3 65	Ammonia 40 6	
Cedar 80 85	Iron 3 60 3 65	Ammonia 40 6	
Chenopadii 3 75 4 00	Iron 3 60 3 65	Ammonia 40 6	
Cinnamoni 1 00 1 10	Iron 3 60 3 65	Ammonia 40 6	
Citronella 60 65	Iron 3 60 3 65	Ammonia 40 6	
Conium Mac 80 90	Iron 3 60 3 65	Ammonia 40 6	
Copaiba 1 15 1 25	Iron 3 60 3 65	Ammonia 40 6	
Cubebae 1 20 1 30	Iron 3 60 3 65	Ammonia 40 6	

Mannia, S F 45 50	Sapo, M 10 12	Lard, extra 70 80
Menthol 2 40 2 60	Sapo, G 10 15	Lard, No. 1 60 65
Morphia, S P & W 25 30	Seidlitz Mixture 20 22	Linseed, pure raw 49 54
Morphia, S N Y 25 30	Sinapis 18	Linseed, boiled 50 55
Morphia, Mal. 25 30	Sinapis, opt 30	Neat's-foot, w str 65 70
Moschus Canton. 40	Snuff, Maccaboy, 51	Spts. Turpentine. 61 66
Myristica, No. 1. 28 30	DeVoes 51	
Nux Vomica po 15 18	Snuff, S'h DeVoe's 51	
Os Sepia 25 28	Soda, Boras. 9 11	
Pepsin Saac, H & P D Co 1 00	Soda, Boras, po. 9 11	
Picis Liq N N 1/2 gal doz 2 00	Soda et Pot's Tart 25 28	
Picis Liq qts 1 00	Soda, Carb 1 1/2 2	
Pil Hydrarg po 80 70	Soda, Bi-Carb 3 2 5	
Piper Nigra po 22 18	Soda, Ash 3 1/2 4	
Piper Alba po 35 30	Soda, Sulphas 2 2 2	
Pix Burgun 12 15	Spts, Cologne 2 2 2	
Plumbi Acet 12 15	Spts, Ether Co. 50 55	
Pulvis Ip'c et Opil 30 1 50	Spts, Myrcia Dom 2 00	
Pyrethrum, bxs H & P D Co. doz 75	Spts, Vinl Rect bbl 2 00	
Pyrethrum, pv 20 25	Spts, VI' Rect 1/2 b 2 00	
Quassia		

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

Table with columns: ADVANCED, DECLINED. Items include Imported Rice, Cloves, Spring Wheat Flour, Cheese.

Index to Markets By Columns

Index to Markets By Columns. Lists various goods and their corresponding column numbers (A, B, C, D, F, G, H, I, J, L, M, N, O, P, R, S, T, V, W, Y).

Table 1: AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BRUSHES, BUTTER COLOR, CANNED GOODS, CARBON OILS, CEREALS, CHEESE, COCOA, COFFEE, CREAM TARTAR, DRIED FRUITS, FARINACEOUS GOODS, FISH AND OYSTERS, FISHING TACKLE, FLOUR, FRESH MEATS, GELATINE, GRAIN BAGS, HERBS, HIDES AND PELTS, INDIGO, JELLY, LICORICE, LEMON, MEAT EXTRACTS, MOLASSES, MUSTARD, NUTS, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, SALAD DRESSING, SALERATUS, SALT, SODA, SOAP, SUGAR, SYRUPS, TEA, TOBACCO, TWINE, VINEGAR, WASHING POWDER, WICKING, WOODENWARE, WRAPPING PAPER, YEAST CAKE.

Table 2: Plums, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, Water, Carbon Oils, Cereals, Breakfast Foods, Bordeau Flakes, Malva Vita, Grape Nuts, Malva Ceres, Cream of Wheat, Egg-O-See, Maple-Flake, Exello Flakes, Vigor, Porce, Zest, Ralston, Cases, Bulk, Rolled Oats, Steel Cut, Monarch, Quaker, Cracked Wheat, Catsup, Columbia, Snider's quarts, Snider's pints, Snider's 1/2 pints, Cheese, Acme, Carson City, Peerless, Elsie, Emblem, Gem, Ideal, Jersey, Riverside, Warner's, Edam, Leiden, Limburg, Pineapple, Sap Sago, Swiss, domestic, Swiss, imported.

Table 3: CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Black Jack, Largest Gum Made, Sen Sen Breath Perf, Sugar Loaf, Yucatan, CHICORY, Bulk, Red, Eagle, Franck's, Schener's, CHOCOLATE, Walter Baker & Co's, German Sweet, Premium, Vanilla, Caracas, Eagle, COCOA, Baker's, Cleveland, Colonial, Colonal, Epps, Huyler, Van Houten, Van Houten, Van Houten, Webb, Wilbur, Wilbur, COCOANUT, Dunham's, Dunham's, Dunham's, Bulk, COCOA SHELLS, 20lb. bags, Less quantity, Pound packages, COFFEE, Rio, Common, Fair, Choice, Fancy, Santos, Common, Fair, Choice, Fancy, Peaberry, Maracalbo, Mexican, Guatemala, Java, African, Fancy African, O. G., F. G., Arabian, Mocha, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, McLaughlin's XXXX sold to retailers only, Mail all orders direct to W. F. McLaughlin & Co., Chicago, Extract, Holland, Felix, Hummel's foil, Hummel's tin, CRACKERS, National Biscuit Company's Brands, Seymour Butters, N Y Butters, Salted Butters, Family Butters, Soda, N B C Sodas, Select, Saratoga Flakes, Oyster, Round Oysters, Square Oysters, Argo, Extra Farina, Sweet Goods, Animals, Assorted Cake, Assorted Novelty, Bagley Gems, Belle Rose, Bent's Water, Butter Thin, Chocolate Drops, Coco Bar, Cocoa Taffy, Coffee Cake, N. B. C. 10, Coffee Cake, Iced, Cocoanut Macaroons, Cracknels, Currant Fruit, Chocolate Dainty, Cartwheels, Dixie Cookie, Fluted Cocoanut, Frosted Creams, Ginger Gems, Ginger Snaps, N B C 7 1/2, Grandma Sandwich, Graham Crackers, Honey Fingers, Iced, Honey Jumbles, Iced Honey Crumpet.

Table 4: Imperials, Indiana Belle, Jersey Lunch, Lady Fingers, Lady Fingers, hand md, Lemon Biscuit Square, Lemon Wafer, Lemon Snaps, Lemon Gems, Lem Yen, Marshmallow, Marshmallow Cream, Marshmallow Walnut, Mary Ann, Malaga, Mich Coco Fr'd honey, Milk Biscuit, Mich. Frosted Honey, Mixed Picnic, Molasses Cakes, Scol'd, Moss Jelly Bar, Muskegon Branch, Iced, Newton, Oatmeal Crackers, Orange Slice, Orange Gem, Penny Assorted Cakes, Pilot Bread, Pineapple Honey, Ping Pong, Pretzels, hand made, Pretzettes, hand m'd, Pretzettes, mch. m'd, Raisin Cookies, Revere, Richmond, Richwood, Rube Sears, Scotch Cookies, Snowdrops, Spiced Sugar Tops, Sugar Cakes, scalloped, Sugar Squares, Sultanas, Superba, Spiced Gingers, Urchins, Vienna Crimp, Vanilla Wafer, Waverly, Zanzibar, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundried, Evaporated, California Prunes, 100-125 25lb boxes, 90-100 25lb boxes, 80-90 25lb boxes, 70-80 25lb boxes, 60-70 25lb boxes, 50-60 25lb boxes, 40-50 25lb boxes, 30-40 25lb boxes, Citron, Currants, Imp'd, Imported bulk, Lemon American, Orange American, Raisins, London Layers, London Layers 4 cr, Cluster 5 crown, Loose Muscatels, Loose Muscatels, L. M. Seeded, L. M. Seeded, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd. Pk'd, Brown Holland, Farina, 24 lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50lb sack, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, 10lb box, Imported, 25lb box, Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., East India, German, broken pkg., Taploca, Flake, 110lb. sacks, Pearl, 130lb. sacks, Pearl, 24 lb. pkgs, FLAVORING EXTRACTS, Foote & Jenks, Coleman's, Van. Lem., 2oz. Panel, 3oz. Taper, No. 4 Rich. Blake.

Table 5: Jennings, Terpeneless Lemon, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., Mexican Vanilla, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., 2 No. 2 Assorted Flavors, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, Old Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co's Brand, Quaker paper, Quaker cloth, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, bakers, Pure Rye, light, Pure Rye, dark, Calumet, Dearborn, Clark-Jewell-Wells Co's, Delivered, Gold Mine, 1/8 cloth, Gold Mine, 1/4 cloth, Gold Mine, 1/2 cloth, Gold Mine, 3/4 cloth, Gold Mine, 1/8 paper, Gold Mine, 1/4 paper, Gold Mine, 1/2 paper, Gold Mine, 3/4 paper, Judson Grocer Co's Brand, Ceresota, 1/8 cloth, Ceresota, 1/4 cloth, Ceresota, 1/2 cloth, Ceresota, 3/4 cloth, Lemon & Wheeler's Brand, Wingold, 1/8 cloth, Wingold, 1/4 cloth, Wingold, 1/2 cloth, Wingold, 3/4 cloth, Worden Grocer Co's Brand, Laurel, 1/8 cloth, Laurel, 1/4 cloth, Laurel, 1/2 cloth, Laurel, 3/4 cloth, Laurel, 1/8 paper, Laurel, 1/4 paper, Laurel, 1/2 paper, Laurel, 3/4 paper, Wykes-Schroeder Co., Sleepy Eye, 1/8 cloth, Sleepy Eye, 1/4 cloth, Sleepy Eye, 1/2 cloth, Sleepy Eye, 3/4 cloth, Sleepy Eye, 1/8 paper, Sleepy Eye, 1/4 paper, Sleepy Eye, 1/2 paper, Sleepy Eye, 3/4 paper, Bolted, Golden Granulated, St. Car Feed screened, No. 1 Corn and Oats, Corn, cracked, Corn Meal, coarse, Oil Meal, Winter Wheat Bran, Winter wheat mid'ngs, Cow Feed, Car lots, Corn, Corn, new, Hay, No. 1 timothy car lots, No. 1 timothy ton lots, HERBS, Sage, Hops, Laurel Leaves, Senna Leaves, JELLY, 5lb palls, per doz, 75lb palls, 30lb palls, LICORICE, Pure, Calabria, Sicily, Root, LYE, Condensed, 2 doz, Condensed, 4 doz, MEAT EXTRACTS, Armour's, 2 oz, Armour's, 4 oz, Liebig's, Chicago, 2 oz, Liebig's, Chicago, 4 oz, Liebig's Imported, 2 oz, Liebig's Imported, 4 oz, MOLLASSES, Fancy Open Kettle, Choice, Fair, Good, Half barrels extra, MINCE MEAT, Columbia, per case.

Table 6: MUSTARD, HORSE RADISH, OLIVES, PIPES, PICKLES, POTASH, PROVISIONS, DRY SALT MEATS, SAUSAGES, Bologna, Liver, Pork, Veal, Tongue, Beef, Extra Mess, Boneless, Rump, Pig's Feet, Kits, Casings, Uncolored Butterine, Solid, dairy, Rols, Canned Meats, Corned beef, Roast Beef, Potted ham, Deviled ham, Potted tongue, Potted tongue, RICE, Screenings, Fair Japan, Choice Japan, Imported Japan, Fair Louisiana hd, Choice La. hd, Fancy La. hd, Carolina ex. fancy, SALAD DRESSING, Columbia, Durkee's large, Durkee's small, Snider's large, Snider's small, SALARATUS, Packed 60lbs. in box, Arm and Hammer

Table 7: Deland's, Dwight's Cow, Emblem, L. P., Wyandotte, SAL SODA, Granulated, Lump, SALT, Common Grades, 100 3lb sacks, 60 5lb sacks, 28 10 1/2 sacks, 56 lb. sacks, 28 lb sacks, Wrasaw, 56 lb. dairy in drill bags, 28 lb. dairy in drill bags, Solar Rock, 56lb. sacks, Common, Granulated, fine, Medium fine, SALT FISH, Cod, Large whole, Small Whole, Strips or bricks, Pollock, Halibut, Herring, Holland, White Hoop, White Hoop, White Hoop mens, Norwegian, Round, Round, Scaled, Trout, No. 1, 100lbs, No. 1, 40lbs, No. 1, 10lbs, No. 1, 8lbs, Mackerel, Mess, Mess, Mess, Mess, No. 1, 100lbs, No. 1, 40lbs, No. 1, 10lbs, No. 1, 8lbs, Whitefish, No. 1, No. 2, 100lb, 50lb, 10lb, 8lb, SEEDS, Anise, Canary, Smyrna, Caraway, Cardamom, Malabar, Celery, Hemp, Russian, Mixed Bird, Mustard, white, Poppy, Rape, Bone, Cattle, SHOE BLACKING, Handy Box, Handy Box, Bixby's Royal Polish, Miller's Crown Polish, SNUFF, Scotch, in bladders, Maccaboy, in jars, French Rapple, in jars, SOAP, Central City Soap Co., Jaxon, Boro Naphtha, Johnson Soap Co., Ajax, Badger, Boro Bar, Calumet Family, China, large cakes, China, small cakes, Etna, 9 oz, Etna, 8 oz, Etna, 60 cakes, Galvanic, Mary Ann, Mottled German, New Era, Scotch Family, cakes, Scotch Family, 100 cakes, Weldon, Assorted Toilet, 50 cartons, Assorted Toilet, 100 cartons, Cocoa Bar, Cocoa Bar, Senate Castle, Palm Olive, toilet, Palm Olive, bath, Palm Olive, bath, Rose Bouquet, J. S. Kirk & Co., American Family, Dusky Diamond, Dusky D'nd, Jap Rose, Jap Rose Imperial, White Russian, Dome, oval bars, Satinet, oval, Snowberry, 100 cakes, LAUTZ BROS. & CO., Acme soap, 100 cakes, Naphtha soap, 100 cakes

Table 8: Big Master, Marseilles White Soap, Snow Boy Wash Pwr, Proctor & Gamble Co., Lenox, Ivory, 6 oz, Ivory, 10 oz, Star, A. B. Whisley, Good Cheer, Old Country, Soap Powders, Central City Soap Co., Jackson, Gold Dust, 24 large, Gold Dust, 100-5c, Kirkolline, 24 4lb, Pearlline, Soapine, Roseline, Armour's, Wisdom, Soap Compounds, Johnson's Fine, Johnson's XXX, Nine O'clock, Rub-No-More, Scouring, Enoch Morgan's Sons, Sapollo, gross lots, Sapollo, half gross lots, Sapollo, single boxes, Sapollo, hand, Scourine Manufacturing Co., Scourine, 50 cakes, Scourine, 100 cakes, SODA, Boxes, Kegs, English, SOUPS, Columbia, Red Letter, SPICES, Whole Spices, No. 1, 100lbs, No. 1, 40lbs, No. 1, 10lbs, No. 1, 8lbs, Mackerel, Mess, 100lbs, Mess, 40lbs, Mess, 10lbs, Mess, 8lbs, No. 1, 100lbs, No. 1, 40lbs, No. 1, 10lbs, No. 1, 8lbs, Whitefish, No. 1, No. 2, 100lb, 50lb, 10lb, 8lb, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Mace, Nutmegs, 75-80, Nutmegs, 105-10, Nutmegs, 115-20, Pepper, Singapore, blk, Pepper, Singp. white, Pepper, shot, Pure Ground in Bulk, Allspice, Cassia, Batavia, Cassia, Saigon, Cloves, Zanzibar, Ginger, African, Ginger, Cochain, Ginger, Jamaica, Mace, Mustard, Pepper, Singapore, blk, Pepper, Singp. white, Pepper, Cayenne, Sage, STARCH, Common Gloss, 1lb packages, 3lb packages, 6lb packages, 40 and 50lb. boxes, Barrels, Common Corn, 20lb packages, 40lb packages, SYRUPS, Corn, Barrels, Half Barrels, 20lb cans, 10lb cans, 5lb cans, 2 1/2 lb cans, Pure Cane, Fair, Good, Choice, TEA, Japan, Sundried, medium, Sundried, choice, Sundried, fancy, Regular, medium, Regular, choice, Regular, fancy, Basket-fired, medium, Basket-fired, choice, Basket-fired, fancy, Nibs, Siftings, Fannings, Gunpowder, Moyune, medium, Moyune, choice, Moyune, fancy, Pingsuey, medium, Pingsuey, choice, Pingsuey, fancy, Young Hyson, Choice, Fancy, Oolong, Formosa, fancy, Amoy, medium, Amoy, choice, English Breakfast, Medium, Choice, India, Ceylon, choice, Fancy

Table 9: TOBACCO, Fine Cut, Cadillac, Sweet Loms, Hiawatha, 5lb pails, Hiawatha, 10lb pails, Telegram, Pay Car, Prairie Rose, Protection, Sweet Burley, Tiger, Plug, Red Cross, Palo, Hiawatha, Kyo, Battle Ax, American Eagle, Standard Navy, Spear Head, 7 oz, Spear Head, 14 1/2 oz, Nobby Twist, Jolly Tar, Old Honesty, Toddy, J. T., Piper Heidsieck, Boot Jack, Honey Dip, Twist, Black Standard, Cadillac, Forge, Nickel Twist, Mill, Great Navy, Smoking, Sweet Core, Flat Car, Warpath, Bamboo, 16 oz, I X L, 5lb, I X L, 16 oz, pails, Honey Dew, Gold Block, Flagman, Chips, Kiln Dried, Duke's Mixture, Duke's Cameo, Myrtle Navy, Yum Yum, 1 1/2 oz, Yum Yum, 1lb, pails, Cream, Corn Cake, 2 1/2 oz, Corn Cake, 1lb, Blow Boy, 1 1/2 oz, Blow Boy, 3 1/2 oz, Peerless, 3 1/2 oz, Peerless, 1 1/2 oz, Air Brake, Cant Hook, Country Club, Forex-XXXX, Good Indian, Self Binder, 16oz, 8oz, 20-22, Sweet Marie, Royal Smoke, TWINE, Cotton, 3 ply, Cotton, 4 ply, Jute, 2 ply, Hemp, 6 ply, Flax, medium, Wool, 1lb. balls, VINEGAR, Malt White Wine, 40gr 8, Malt White Wine, 80 gr11, Pure Cider, B & B, Pure Cider, Red Star, Pure Cider, Robinson, Pure Cider, Silver, WICKING, No. 0 per gross, No. 1 per gross, No. 2 per gross, No. 3 per gross, WOODENWARE, Baskets, Bushels, wide band, Market, Splint, large, Splint, medium, Splint, small, Willow Clothes, large, Willow Clothes, med, Willow Clothes, small, Bradley Butter Boxes, 2lb size, 24 in case, 3lb size, 16 in case, 5lb size, 12 in case, 10lb size, 6 in case, Butter Plates, No. 1 Oval, 250 in crate, No. 2 Oval, 250 in crate, No. 3 Oval, 250 in crate, No. 5 Oval, 250 in crate, Churns, Barrel, 5 gal, each, Barrel, 10 gal, each, Barrel, 15 gal, each, Clothes Pins, Round head, 5 gross bx, Round head, cartons, Egg Crates, Humpty Dumpty, No. 1, complete, No. 2, complete, No. 3, complete, Faucets, Cork lined, 8 in, Cork lined, 9 in, Cork lined, 10 in, Cedar, 2 in, Mop Sticks, Trojan spring, Eclipse patent spring, No. 1 complete, No. 2 pat. brush holder, 12lb. cotton mop heads, Ideal No. 7

Table 10: Pails, 2-hoop Standard, 3-hoop Standard, 2-wire, Cable, 3-wire, Cable, Cedar, all red, brass, Paper, Eureka, Fibre, Toothpicks, Hardwood, Softwood, Banquet, Ideal, Traps, Mouse, wood, 2 holes, Mouse, wood, 4 holes, Mouse, wood, 6 holes, Mouse, tin, 5 holes, Rat, wood, Rat, spring, Tubs, 20-in., Standard, No. 1, 7.00, 18-in., Standard, No. 2, 6.00, 16-in., Standard, No. 3, 5.00, 20-in., Cable, No. 1, 7.50, 18-in., Cable, No. 2, 6.50, 16-in., Cable, No. 3, 5.50, No. 1 Fibre, 10.80, No. 2 Fibre, 9.45, No. 3 Fibre, 8.55, Wash Boards, Bronze Globe, Dewey, Double Acme, Single Acme, Double Peerless, Single Peerless, Northern Queen, Double Duplex, Good Luck, Universal, Window Cleaners, 12 in., 14 in., 16 in., Wood Bowls, 11 in. Butter, 13 in. Butter, 15 in. Butter, 17 in. Butter, 19 in. Butter, Assorted, 13-15-17, Assorted, 15-17-19, WRAPPING PAPER, Common Straw, Fibre Manila, white, Fibre Manila, colored, No. 1 Manila, Cream Manila, Butcher's Manila, Wax Butter, short c't, Wax Butter, full count, Wax Butter, rolls, YEAST CAKE, Magic, 3 doz., Sunlight, 3 doz., Sunlight, 1 1/2 doz., Yeast Foam, 3 doz., Yeast Cream, 3 doz., Yeast Foam, 1 1/2 doz., FRESH FISH, Jumbo Whitefish, No. 1 Whitefish, Trout, Halibut, Ciscos or Herring, Bluefish, Live Lobster, Boiled Lobster, Cod, Haddock, No. Pickerel, Pike, Perch, dressed, Smoked White, Red Snapper, Col. River Salmon, Mackerel, OYSTERS, Cans, F. H. Counts, Bulk Oysters, F. H. Counts, Shell Goods, Clams, Oysters, HIDES AND PELTS, Hides, Green No. 1, Green No. 2, Cured No. 1, Cured No. 2, Calfskins, green No. 1, Calfskins, green No. 2, Calfskins, cured No. 1, Calfskins, cured No. 2, Steer Hides, 60lbs over 11 1/2, Pelts, Old Wool, Lamb, Shearlings, Tallow, No. 1, No. 2, Wool, Unwashed, medium, Unwashed, fine, CONFECTIONS, Stick Candy Pails, Standard H. H., Standard Twist, Cut Loaf

Table 11: Jumbo, 32lb., Extra H. H., Boston Cream, Old Time Sugar stick, 30lb case, Mixed Candy, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Star, Hand Made Cream, Premio Cream mixed, O F Horehound Drop, Fancy-In Pails, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Flat Cream, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, 20lb pails, Molasses Chews, 15lb. cases, Golden Waffles, Topazolas, Fancy-In 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, ass'd, Brilliant Gums, Crys.60, A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Bar, Hand Made Crms, Cream Buttons, Pepp. and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, 30lb. case, Up-to-Date Assmt, lb. case, Ten Strike Assortment No. 1, Ten Strike No. 2, Ten Strike No. 3, Ten Strike, Summer assortment, Kalamazoo Specialties, Hanselman Candy Co., Chocolate Maize, Gold Medal Chocolate, Almonds, Chocolate Nugatines, Quadruple Chocolate, Violet Cream Cakes, Gold Medal Creams, pails, Pop Corn, Dandy Smack, 24s, Dandy Smack, 100s, Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, NUTS-Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft shell, new, Brazils, new, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, Chili, Table nuts, fancy, Pecans Med., Pecans, ex. large, Pecans, Jumbos, Hickory Nuts pr bu, Ohio new, Coccoanuts, Hickory Nuts, New York State, per bu, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Fancy, H. P. Suns, Roasted, Choice, H. P. Jbo, Choice, H. P. Jumbo, Roasted

Special Price Current

AXLE GREASE



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

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's., 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31

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

Worden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



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

FRESH MEATS

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

Pork.

Loins @ 9 1/2
Dressed @ 6 1/2
Boston Butts @ 8
Shoulders @ 7 1/2
Leaf Lard @ 7 3/4

Mutton

Carcass @ 8 1/2
Lamb @ 12

Veal

Carcass 5 1/2 @ 8



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

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
12ft. 6 thread, extra.

Jute
40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor
50ft. 1 10
60ft. 1 25
70ft. 1 60

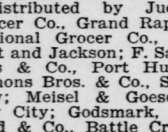
Cotton Windsor
50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided
40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire
No. 29, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted
Dwinell-Wright Co.'s B'ds.



White House

White House, 1lb
White House, 2lb
Excelsior, M & J, 1lb ..
Excelsior, M & J, 2lb ..
Tip Top, M & J, 1lb ..
Royal Java
Royal Java and Mocha..
Java and Mocha Blend..
Boston Combination ..

Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Saun-
ders & Co., Port Huron;
Symons Bros. & Co., Sagin-
aw; Meisel & Goeschel,
Bay City; Godsmark, Dur-
and & Co., Battle Creek;
Fielbach Co., Toledo.

CONDENSED MILK

4 doz. in case
Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
2 in 11
2 1/2 in 15
3 in 33

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 15
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

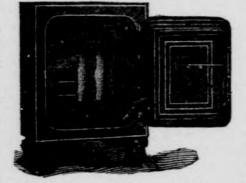
Poles

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 1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

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



OLD'S ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

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

We guarantee every lamp
Write for M. T. Catalog. It tells all about them and our gasoline system.
Brilliant Gas Lamp Co.
42 State St., Chicago

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

BUY OF YOUR JOBBER
ONLY \$3.75
WARRANTED ACCURATE
WEIGHS 2 1/2 LBS. BY 1/2 OZS.

"IMPERIAL" COMPUTING SCALE
SAVES TIME & MONEY
COMPUTES COST OF CANDY FROM 5 TO 60 CENTS PER LB.
BEAUTIFULLY NICKEL PLATED THROUGHOUT

PELOUZE SCALE & MFG. CO.
118-132 W. JACKSON BOULEVARD, CHICAGO.
ATTRACTIVE CATALOGUE 30 DIFFERENT KINDS OF SCALES

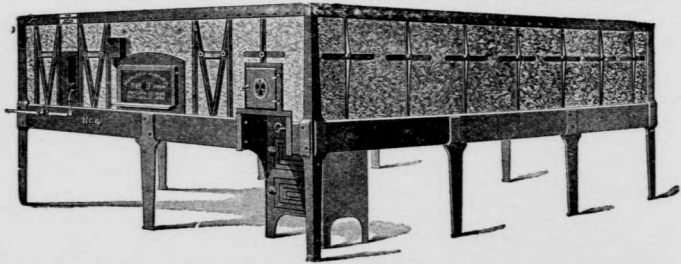
Leading the World, as Usual

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.

Why Not Put In a Middleby Oven

and do your own baking?
It will be an investment that will pay and one you will not regret.



Costs the least to operate. Gives the best results. A brick oven that can be moved. Send for catalogue and full particulars.

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

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—An up-to-date shoe stock. Will invoice \$2,500. Address No. 668, care Michigan Tradesman. 668

For Sale—Clean stock of dry goods. Will invoice \$6,000. Address No. 669, care Michigan Tradesman. 669

For Sale—Furniture and undertaking. Will invoice about \$2,500. Address No. 670, care Michigan Tradesman. 670

For Sale—Grocery and crockery stock. A good clean stock, good store building situated in best of location and on popular side of the street, in active up-to-date town of 1,500 in the midst of good farming country. Address No. 666, care Michigan Tradesman. 666

Patent right for sale. Steam hot water pump, one cylinder, uses no packing. Can be seen in working order at 1405 Buchanan St., Des Moines, Ia. 665

Location—For dry goods or department store in county seat town. Stock and fixtures for sale. Boston Store, Winchester, Ind. 664

Good location wanted for dry goods or general store. Northern Indiana or Illinois. Southern Michigan or Northwestern Ohio preferred. Must have good room in good lively town of from 4,000 to 15,000 inhabitants. Give full particulars in first letter. Address Box 22, Goshen, Ind. 663

For Sale—Confectionery, bakery and ice cream establishment in a university town, standing population 18,000, with students, 22,000; all latest improvements and flourishing business; only up-to-date caterer in town; business must be sold at once as owner died suddenly. Address J. R. Trojanowski, Ann Arbor, Mich. 661

Experienced lady desires position as clerk in general store, speaks German and English. Good references. Also understands bookkeeping. Address Box 105, Loyal, Wis. 660

For Sale—Stock groceries and fixtures, confectionery, baked goods, cigars and tobacco. Good location; three living rooms. Invoice about \$800. Reason for selling, poor health. Address F. L. Gibbons, Willoughby, Ohio. 658

For Sale—A stock of general merchandise, consisting of dry goods, clothing, boots, shoes and groceries. Located in one of the best towns in Michigan. Have lease of store building for term of years and a fine grocery business. If you want to locate in business that will make you money from the start, it will pay you to investigate. Address No. 676, care Michigan Tradesman. 676

Wanted—To buy a good drug store on contract. Address No. 675, care Michigan Tradesman. 675

For Sale—Good clean stock general merchandise in good town in Central Illinois. Invoices \$6,000 to \$7,000; not less than two-thirds cash, balance time at 6 per cent.; no trades. Address W. H. Hancock, Neoga, Ill. 674

For Sale—Or will exchange, a good general stock of about \$7,000 for a well improved farm. No traders need apply. Address C. W., care Michigan Tradesman. 673

For Sale—Or exchange for land or merchandise, store and lot in good Northern Iowa town; store 22x100; clear and in first-class shape. Address W., care Michigan Tradesman. 672

To exchange by owner, a first-class improved Illinois farm for stock of goods. Want a stock to run, and will trade on a fair basis. No traders need answer. Address J. D., care Michigan Tradesman. 671

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

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

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—Saw and planing mill plant, 40,000 feet daily capacity. Admirable location, especially for manufacture of boxes, barrels and truckers' packages of all kinds. Will sell at a bargain. Write for particulars to E. L. Williams, Yorkville, Va. 623

Representatives Everywhere—Who can present a financial proposition we believe will pay greater profits than Bell Telephone, which was bought for 50¢ and sold at \$4,000 a share. Our booklet (24 pages) full particulars mailed free. Inventors' and Finance Co., Hoboken, N. J. 622

For Sale—\$3,500 buys one-half or \$7,000 buys whole hardware and grocery store; good town, buildings and location; sales in 1904, \$36,000. Address box 143, Onaway, Mich. 616

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

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

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 \$30,000 for cash. Address No. 253, care Michigan Tradesman. 253

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

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

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. J. Voet & 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 six-light Ann Arbor Store Lighting System, used one year, good condition, will sell cheap. Address H. C. Walker, Byron, Mich. 649

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

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

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

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

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-Weckler Boat Co., 138 Washington St., Chicago, Ill. 619

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

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—A good clean stock of groceries, lamps and crockery, located in one of the brightest business towns in Central Michigan. Has electric lights, water works and telephone system, population 1,500 and surrounded by splendid farming community. Store is situated on popular side of the street and one of the finest locations on the street. No trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

Mining Investors Attention! For sale, unlisted treasury stocks of merit. Chris Slagle, Box 120, Park City, Utah. 585

POSITIONS WANTED.

Wanted—Position in shoe store as clerk or manager. Have had 15 years' experience. Best of references furnished. Address No. 667, care Michigan Tradesman. 667

HELP WANTED.

Wanted—Salesmen to sell on commission our line of overalls and jumpers; only experienced need apply. Ben. J. Martin Mfg. Co., Springfield, Mo. 659

Wanted—Dry goods salesman of experience. Wages \$50 per month. Palmer & Hobbs Co., Kalkaska, Mich. 653

Wanted—A capable man of experience to take charge of a set of books, which handles branch house accounts. State salary expected, age and experience and give references. Address Frank H. Hadley & Co., dealers in eggs, poultry and butter, Seymour, Ind. 662

Wanted—Capable man to take charge of clothing, groceries, boot and shoe and dry goods departments. Address National Supply Co., Lansing, Mich. 624

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.

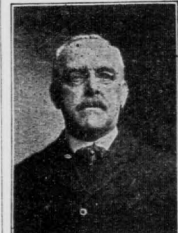
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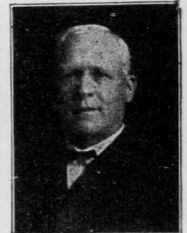


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Expert Auctioneering
That's our business
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We please
We satisfy
We get results
Our best references are our present sales
Write today

UNION HEADQUARTERS.

They Are Usually Established in a Brothel.

The opposition of the Tradesman to union labor is due very largely to the fact that bad men invariably get to the front and that the more venal and unscrupulous the union leader happens to be the more enthusiastically he is encouraged and supported and blindly followed by the poor dupes who make up the rank and file of the average trades union. The Tradesman has known a good many labor leaders in its day and has never yet had the privilege of meeting but one union leader who was not only unscrupulous in business transactions, and immoral in his personal relations, but who invariably used his position to extort blackmail and perpetuate a system of graft. That exception was the late P. M. Arthur, head of the Brotherhood of Locomotive Engineers, who had no more use for unionism in its present form than a child has for a hyena.

When the notorious and disreputable Shea came to this city to direct and control the teamsters' strike a year ago, his first enquiry at the hotel where he stopped was for the location of the barroom. His next enquiry was for the nearest house of prostitution and, from all reports, he made full use of both institutions.

When President Roosevelt permitted such a wretch to appear before him and make an address, which contained an insulting allusion to the American people and the American army, the Tradesman felt that the President had stultified himself and brought discredit upon his high office and upon the American people who love him dearly. Recent disclosures in Chicago tend to confirm all the Tradesman has had to say in this connection, judging by the following report, which was sent out from Chicago last night by the Associated Press:

In connection with the graft charges the grand jury will listen to testimony by women from "Kentucky home," 2317 Indiana avenue, the disorderly house used as chief rendezvous of President Cornelius P. Shea, who is "bossing" the present strike.

The women who will appear before the grand jury are Mrs. LaSalle, keeper of the resort; Blanche Morgan and Maude St. Clair. Other women may follow, as the detectives are searching for some who have left the house.

The story that the women from "Kentucky Home" will tell the jury reaches back to a month before the strike. One woman will swear that Shea has been in the house many times, in spite of his assertions that he was there but once. The house, she told the detectives, was used as a meeting place by the labor men. They never came there alone.

The police also have discovered a young man who lived in the house for several months, and who was present at many of the "orgies" in which Shea and his men are alleged to have engaged.

"I have seen Shea there a half dozen times," this man told the police. "He talked freely to the women, and spent a good deal of money. He talked so much, in fact, that Mrs. LaSalle threatened to reveal some of his secrets unless he paid her part of the money. Driscoll was at the house often. He lived with a woman in the neighborhood. The talk among the women in the house was open, and they made no secret of the source of the money that was flowing into the coffers of Mrs. LaSalle.

The three women who will be taken before the grand jury were kept under police guard last night.

Inspector Lavin, who has charge of the investigation under Assistant State's Attorney Fake, is hunting for women who have left the place and is trying to discover other resorts frequented by the labor men. Inspector Lavin believes that damaging evidence will be revealed by his

women prisoners.

"When it is known," he said, "just how Shea spent the money he got for working the strike to suit the men who paid him he and his confederates will lose their jobs, or they ought to."

"Shea spent hundreds of dollars there some nights. He was a fool for talking so much, for he told those women things that ought to put him behind the bars. This was not the only place where he was in the habit of spending money. There are half a dozen, but this was the chief one and the one where they all met when something big was on."

It is declared that on one occasion Driscoll gave a woman attached to the house a pair of diamond earrings valued at \$600 and a sealskin coat.

Great Activity in Summer Hardware Goods.

Though the demand for builders' hardware continues excellent, the business in strictly summer goods is far in excess of that in any other lines. Some manufacturers and jobbers of wire products and other minor lines are shading prices slightly, and, although the quotations on most classes of general hardware are being well maintained, it is now considered doubtful whether any radical advances in prices will be made until the autumn. The manufacturers are no longer experiencing much difficulty in making prompt deliveries on their orders.

The volume of orders booked by the jobbers in all lines during the month of May was considerably larger than that secured in the corresponding month last year. In some instances, there is a tendency among the retailers to be conservative in their purchases for forward requirements, but as general conditions are favorable and full of encouragement, this tendency is not spreading rapidly.

Wire cloth continues rather weak, selling to retailers in less than car-load lots at \$1.20 per 100 pounds. The only articles in the list which appear likely to be advanced in price within the near future are cast and steel punched registers. Both galvanized and black sheets are weak and there is considerable competition in the trade so that these products are generally selling at prices ranging from 10 to 15c per 100 points below the official prices. Cut nails are also easing off slightly, several sales having been made recently at 10c below the official basis for wire nails.

Kalamazoo Grocers To Picnic at Otawa Beach.

Kalamazoo, June 13—The Kalamazoo Retail Grocers' Association, at a meeting held last evening, named Otawa Beach as the destination for the excursion of this year, and Thursday, June 22, as the date.

As usual, there will be a program of sports, including baseball, a tug of war, apple ducking and cheese cutting contests and various other sports. It is expected that there will also be a balloon ascension. A band will accompany the excursionists from this city. The committee in charge is made up of H. R. Van Bochove, Oliver Rasmus, William Moerdyke, A. L. Hoekstra, J. E. Van Bochove, E. Purdy, H. J. Schaberg and W. C. Hipp. Complete arrangements as to accommodations and fare have not been made yet, but will be shortly.

Preparations for the National Convention in August.

At the last meeting of the Master Butchers' Association of Grand Rapids, over seventy-five members were in attendance, and much interest was manifested in the various matters brought up for consideration. Important among these was the summer half-holiday and the Sunday closing propositions. It was the decision of the meeting to close every Thursday afternoon during the months of July and August. An amendment was made to this motion making it subject to the decision of the Grocers' Association. It was also decided by the butchers to close their markets all day July 4.

Another matter which received serious attention was in regard to Sunday closing. It has been learned that many of the markets are not closed on this day, a direct violation of the trade laws. It will be the endeavor of the butchers to bring about a rigorous reformation in this respect and secure the closing of all markets on Sunday. The matter was placed in the hands of a committee to investigate and report at the next meeting. A committee from the local association, which visited Kalamazoo, Battle Creek and Jackson recently, reported that all of these cities are in favor of running excursions to Grand Rapids during the national convention of the Master Butchers' Association, which will be held in Grand Rapids August 1, 2, 3 and 4.

The following committees were appointed to arrange the details of the big picnic, which is to be held at the West Michigan fair grounds on August 3:

Grounds—L. J. Katz, S. J. Hufford and W. J. Kling.

Programme and Printing—S. J. Hufford, Fred W. Fuller, Louis Hoelzley and August Schuschart.

Badges—L. J. Witters, J. H. Bowditch and Frank Padelt.

Music—S. J. Hufford, Leon Centilli and Henry Uhrbrock.

Privileges—L. J. Katz, John Rauser and R. Burton.

Sports and Attractions—Henry Giebe, John Roesink, F. J. Ferguson, John Gezon, Frank Burns and Homer Klap.

Parade—John Den Herder, C. M. Bradford, Charles Wertsch, Walter Thomsma and John Lindermulder.

Information—Albert Stein, James Wickham, Warren Cole and Arthur Watkins.

Judges—J. A. Van Zoren, G. Waltz, Jacob Sanford, John Eble, J. H. McCleary, Ralph Andre, Frank Merrill, Herman DeBoer, Ed. Compton and Ed. Wykel.

The Reception Committee will be composed of all of the members of both associations.

Status of the Potato Market at St. Louis.

St. Louis, Mo., April 12—The potato market both on new and old, and especially old, not only in St. Louis but in every market in the country, is about as uncertain as anything could possibly be. The quality of the stock, on a whole, is about as poor as anything we ever saw. Most

of the stuff is in bad condition, is poorly sorted, has not been properly handled, is crowded into the cars and arrives in a heated and damaged condition.

In St. Louis the market for good potatoes this week has been good, but a very small percentage of the arrivals have been in good shape, most of them showing rot and are heated and damaged, and they have sold at a wide range of prices. The market to-day in St. Louis for strictly first class stock, good size, well-sorted and in good, sound condition is 50@55c per bushel. Yet new potatoes, which, if they had been handled properly, would be good, show dirt, poor quality, are generally undesirable and are selling at prices ranging from 20@40c per bushel.

There is an abundance of this stock selling at low prices, while good new potatoes, such as we describe above, are very scarce and wanted, and really fancy new potatoes, clean, bright, dry and firm, would bring to-day 60c per bushel. There is very little of such stock offering.

The Arkansas and Indian Territory potatoes are very dirty, so are the Louisiana from around Alexandria and that section; this is most undesirable and not at all satisfactory to the trade. A number of the cars which we have sold were in such condition that they could not possibly go beyond St. Louis. A good many cars were sold here for freight charges by the railroad companies, because the potatoes were in such bad condition that they were not worth the freight charges. This makes a very unsettled market, but the poor, trashy stock is cleaning up now, the quality of the arrivals is better in the last two days than it has been and prospects for next week show a better market, better prices and more favorable conditions.

Miller & Teasdale Co.

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

Buffalo, June 14—Creamery, 18@20c; dairy, fresh, 14@17c; poor, 12@14c.

Eggs—Fresh, 16½@17½c.

Live Poultry—Fowls, 12@13c; ducks, 12@13c; geese, 10@11c.

Dressed Poultry—Fowls, 13@14c; old cox, 10c.

Beans—Hand picked marrows, new, \$2.75@2.85; mediums, \$2.15; peas, \$1.75@1.80; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—Round white, 25@28c; mixed and red, 23@25c.

Rea & Witzig.

Business Wants

BUSINESS CHANCES.

For Sale—Drug stock, first-class, in good town. Doing good business, \$1,500. Address Quinine, care Michigan Tradesman. 677

POSITIONS WANTED

Wanted—Position by young man. Experienced at grocery business. Capable manager, buyer, salesman and advertisement writer. Will accept position as manager or clerk. Gilt-edge references. Address Grocer, care Tradesman. 678