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Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JUNE 21, 1905

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3. N. Y. Market.
4. Around the State.
5. Grand Rapids Gossip.
6. Window Trimming.
8. Editorial.
9. Governor Luce.
12. Fruits and Produce.
16. Clothing.
20. Woman's World.
24. Clerks' Corner.
26. Mistakes of Clerks.
28. Winning Success.
30. Too Much Education.
32. Shoes.
34. Road to Fortune.
36. Friendly Knockers.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
47. Special Price Current.

PROFOUNDLY GRATEFUL.

Among the nations most deeply interested in the Eastern war, aside from the combatants themselves, there can be little doubt that English readers more than any other the world over have read with something more than composure the defeat of the Russian army and the sinking of the Russian fleet. For years the aggressive ambition of the Russian bear has been a menace to the designs of England in India. Whether it be true that "On to Constantinople" has been the watchword of the Muscovite or a scheme of Napoleon's to justify his invasion of Russia, it is true that Russia hemmed in from the sea has for years been determined to secure an outlet for her vast Asiatic possessions in ice-free waters. That Constantinople would satisfy this ambition there is every reason to believe; that every move made strengthens that idea needs really no proof, and England's one determination that this Russian ideal shall never be realized is made certain by those who even casually have marked the English bars that have checked and prevented the march of the Russian forces to the sea.

A single word is a sufficient answer to the ever questioning why? and that word is India. A single glance at a map of the world shows that country to be the military center of the British empire and the key to the British possessions in the Far East and the Pacific and it is easy to understand why on this account India should be guarded as the apple of the English eye and as such should receive the attention commensurate with its importance to the English empire and the necessity of maintaining its frontier intact. It is, indeed, the most vital link in the great chain that holds England and Australia together and its occupation by a great military power—Russia, for example—would place in the heart of the empire a force that would be capable of severing the United Kingdom from her Eastern possessions and of taking from her the whole of her East-

ern trade. Any foreign power there would cripple Great Britain from the Levant to the Pacific coast of Canada, and the passage of Australia and New Zealand to other hands would be among the possibilities.

With these possibilities in mind it is not difficult to conclude what Russia's trend of thought has been and is. Following the line of least resistance she came in contact with Japan, a nation in her opinion hardly deserving the name, and whose fighting ability she has woefully underestimated. Driven back on the east Russia can turn in but one direction, if she is able to turn at all, and that leads directly to the northern boundary of Afghanistan. She will not find it unguarded. The lion's paw with claws as sharp as they were found to be in the Crimea is ready to meet the force of two hundred thousand troops which Russia has concentrated in Central Asia and she has a sufficient force within striking distance of Herat to take that city within a week, if India authority is at all to be depended upon, a condition of things which but a few weeks ago led to the English Prime Minister's reassertion of the British government's determination to regard any encroachment of Russia over the boundary of Afghanistan as an act of war. This in addition to a similar threat regarding the acquisition by Russia of a port on the Persian Gulf leads easily to the inference that war with the Muscovite has all along been possible at any moment. With the overwhelming disasters which have postponed, it would seem, indefinitely the invasion of the Afghanistan frontier has come to the English people a feeling of profound gratitude for the course events have taken in Japan.

In the face of what might have been it is easy to account for this heartfelt gratitude. While the integrity of India and Afghanistan is fully determined upon, the closing of Southern Asia entirely to Russian egress is a matter in regard to which there can be but one opinion. The liberties and the civilization of three hundred millions of her black subjects depend upon keeping that northern frontier unbroken, while back of them lies the enormous wealth of what is perhaps the richest country in the world. What with Japan subdued would have prevented the hurling of the victorious Russian millions into Afghanistan and so into India? Strong as it is conceded the British arm is, it has not always been invulnerable, and with Russia at the center of the nervous sensibility of the British empire—that is exactly what India is to England—it is not difficult to foresee the direful consequences. That these consequences are not to follow and that

Russia with her recent experiences may change her plans is another reason for profound gratitude on the part of the English nation.

It has been said with considerable truth that Russia is only indulging in a simple game of bluff. That may be, but bluff is a game which England has played with more or less success. If Russia comforts herself with her acquirements in Europe and Asia and, encouraged thereby, should decide to play it on the boundary of Afghanistan, in spite of the two hundred thousand forces concentrated at Central Asia, as a game of pure bluff it would be the effect of mobilizing the British navy in the North Sea within easy striking distance of St. Petersburg. In the game of National bluff experience shows the English fleet to be a powerful argument for peace and British rights, a fact which makes it safe to infer that the stakes when the game is over will be found in English hands.

In England's profound gratitude at the outcome of recent events it is pleasing to note that the world at large is insisting upon a fair share. If, after a presumable counting of the cost, the Bear has been having a game of bluff with the English Lion he has no reason to complain of the results, direful as they are. If the stake was India and not Japan, if in taking in the Manchurian trick he was scheming for Afghanistan, it is high time for him to learn that that game can be carried too far; that it has been carried altogether too far; that right is the law of nations; that the end long looked for has come at last and that Great Britain in rejoicing over the postponement if not the avoidance of evil is only one nation of many who are glad to believe that the end of the absolute power of the Romanoff has come.

Postmaster General Cortelyou tells of an Englishman who was out West in early days and fell in with a long train of prairie schooners. The leader of the caravan announced that he and his fellow emigrants were going to found a town, having everything that was needful and nothing that was unnecessary. "We won't have any waste," he said. "There isn't a person in our party who won't do some important duty in the new town." The Englishman pointed to an old and feeble man with a bent back and a long, thin, white beard. "But that very old man there," he said; "he can't possibly be of any use to you, can he?" "Oh, yes," said the leader, "we open our new cemetery with him."

The man who stutters never makes hasty remarks.

VILLAGE IMPROVEMENT

Values of Colors and Flowers from the Artistic Side.

Color gives us form as well as color and it is hard to estimate the value of color alone. A friend of mine who has very large and attractive grounds about his house once said to me that he enjoyed walking about his place at 9 o'clock in the evening better than at any other time. Here color was almost eliminated—almost, not quite—and nearly all the pleasure we get from things we see is due to color. It is the source of all the pleasure we receive through the eye. Although my friend enjoyed looking at his grounds in the night, he could see dark masses against a relatively lighter sky. He could trace the outline of a bur oak, an elm or a linden. He might be able to distinguish a group of shrubs by the slight differences in shading, differences too delicate for a painter's brush. The pleasure derived at such a time is due to the composition of masses. Flowers disappear, unless, perhaps, a quantity of light-colored flowers, like snowballs or elderberry blossoms, are prominent enough to make their existence known. Flowers may, however, be of great value at this time on account of their perfume. A breath filled with the fragrance of roses, wild grapes, lindens or clover is something to be remembered with pleasure from June to June.

There is a park-like area where I like to take people at night and they are invariably delighted, the pleasure being due to the slightest changes of color, unless the moon is shining, in which case there may be strong contrasts of light and shade, but even then the effect may be compared to an etching. Again, there are foggy days when distant objects are shut out of sight, when near objects are given a hazy outline, but even at such a time we can have most beautiful views. Perhaps they please us more because so much is left to the imagination.

Many painters and others, too, for that matter, take great delight in winter views. Here we have an abundance of white—all colors—and delicate shades of gray and brown, neutral tints. Sometimes, indeed, we have quite strong notes of color at this time, as when the view includes evergreens, red-branched dogwoods, shrubs with strongly colored bark, but such notes are not absolutely necessary to insure an attractive view. The above illustrations bring out the fact that many of our landscapes give delight from their varied compositions.

Still other examples might be given. A lake pleases us, although there may be but two colors, the blue of the sky and the green of the surrounding foliage with their reflections in the water, but the sky outline rises nearly to the zenith near us and drops

nearly to the water in the distance. Certain tree branches may overhang the water so that we might get the complete outline of an elm against the sky. We note that the water goes behind a point and speculate as to the extent of the part which we do not see. Here the pleasure is all due to color, but to color as revealing form. We look at a river which disappears around a bend in the distance. Here again we may have slight variations of color, but we derive pleasure from the forms they reveal and from our knowledge of space and distance derived from them. This pleasure is quite distinct from that which we get from a rose or paeony, where we take delight in the color itself, although even here the form enters as an element in the artistic value of the flower.

On going through the woods, a field or a garden, one is often pleased by the discovery of flowers, fresh and beautiful in color, graceful in shape, as seen against backgrounds of green and he is seized with a covetous feeling towards the prize discovered. He sees hepaticas, trilliums, iris, columbines, lilies, roses and lilacs and proceeds to pick them. If one flower pleases he thinks a hundred will please a hundred times as much and proceeds to pick and put them together in a compact bouquet, but in this shape, although the color is retained, the forms are largely lost so that their artistic value is actually diminished. To get the greatest value from flowers they should be given plenty of room and suitably contrasting backgrounds to reveal their delicate tints as well as their graceful outlines. One tulip seen against the deep shade of a background of shrubbery is to me more pleasing than a compact circular bed of bloom in the middle of a lawn. To be sure we sometimes see such masses of flowers along roadsides and railways, or in fields or open places in the woods, but usually, in such cases, the flowers are scattered at the margins. We first see one flower, then two or three, then perhaps increasing numbers until they can not be counted, after which they gradually decrease and disappear. The shapes of these natural beds are as varied as the shapes of clouds. If we studied them as we study the wooded borders of fields, marshes, lakes and rivers I believe we could make our flower gardens far more interesting than they are at present.

I have spoken of the pleasing effect of landscape due to its composition, to its solid masses and open spaces, but I would not undervalue the positive colors which may appear in it—the reds, yellows, blues, purples and above all the greens. I know a long belt of Japan quince bushes twenty-five years old. In spring these bushes are filled with a profusion of red flowers worth going many miles to see. They appear just after the yellow flowers of the golden bell and are followed by the purple flowers of the lilac. The colors of autumn foliage sometimes make a maple woodland a glorious sight to behold, but we occasionally

get tired of golden elderberries, golden poplars and purple plums, which have a somewhat monotonous effect throughout the summer and often remind us of a sickly tree. We all like colors that denote health and vigor.

The pleasures we derive from colors and flowers are like many other pleasures from the fact that they are increased when we share them with our friends. We sometimes call attention to or attempt to describe these pleasures by words, speaking of a certain view as "very beautiful," of a tree as "grand" or "magnificent," of a flower as "exquisite," and so on. Sometimes the pleasure seems too great for words, as when one stands on Inspiration Point and looks down into the canon of the Yellowstone. Artists try to convey the pleasures which they receive by placing the colors on canvas and very many people try to preserve or impart their delight in beautiful scenery by using their kodaks.

Another fact connected with the beauty of color as revealed in natural scenery—the foliage and trunks of trees, the blossoms of spring and summer, the fruits and leaves of autumn, the rocks, the fields, the clouds, the lakes and rivers—is that this beauty is often not noticed. I have always admired trees and flowers, but I did not fully appreciate the beauty of shrubs and trees in winter until after my attention had been called to them and I had given the matter some study. I have told some of you of a boy who had never seen the sun set until his attention was especially called to it. To add to the pleasure of others is commendable and, perhaps, the members of the Grand River Horticultural Society can make no better use of a portion of their time than by observing for themselves and pointing out to their friends the beauty that is all about them.

Ossian C. Simonds.

Our Office Boy Gets New Job.

Last week when the Editor rede what I had wrote about drug stores he thot that as I cud not sit down I wud be as well out of his way fur a time, so he gave me a letter to a drugist that was advertisin fur a yooth with an enquirin turn of mind, and I got the job. The first day I was there, the drug clerk, who was quite a masher, sent me to clean out bottels that was filled with straw, and altho I rinsed them out with water the straw wud not kum off, so I put sum whitin in the water and while I was trying to get out the straw and the whitin a man came in & askd fur idy-forum suppose-it-oreys. The klerk ran into the back shop wher I was & swore, bekaus his best gurl had come in when he was miksin the stuf & askd him if he hed been to visit the morg. I did not kno what that was but I thot he had been in the black hole of Kalkuta.

When he washed his hands he sed he wud have to use pach-hooley, and the gurl wud not stay. A Dr. kame in and told him he might try Ikey-thoal, but he sade on rekunsid-erashun he wud try rose & violet. He told me to go to the 5th drawer from the top in the front store & bring some, & when I brot him a pakit of valery Ann he swore again. He winkd to the Dr. & said I had beter get down the last bottel in the top row, & to be sure & smel it to see it was rose. I got the step lader & tuke the bottel off the shelf, & a gude smel. It was so hydyous I dropped the bottel. The klerk got in a rage & sent me home, saying that the assesfetidia I had spilt wud driv al the kustumers away. I wish it wud drive him away.

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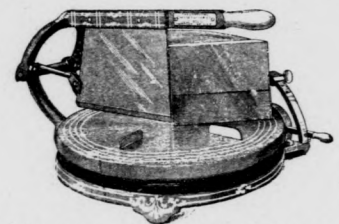
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Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 17—The actual volume of business in spot coffee has been rather limited. The reason seems to be that the market has so much the appearance of a boom in prices that buyers are holding back, declaring the appearances are deceitful and that they will "wait." It is certain that "trading" in coffee has been active and an advance of 10@15 points has taken place, the market closing very firm. Despatches from Europe as well as from Brazil all show an advancing tendency, and it certainly seems as if the present would be a better time to purchase coffee than a month from now. At the close Rio No. 7 is held at 7 $\frac{3}{4}$ c. In store and afloat there are 3,823,274 bags, against 2,835,856 bags at the same time last year. Mild coffees have sold rather slowly, but there is a very firm feeling, in sympathy with Brazils. Good Cucuta is worth 9@9 $\frac{1}{4}$ c, while 10 $\frac{3}{4}$ @11c is obtained for Bogotas.

The sugar market is very quiet, so far as refined is concerned. Orders have been almost wholly of small withdrawals under old contracts and hardly any new business has been done, the reason probably being that dealers were pretty well stocked up last week. A better market is confidently looked for next week.

There is the same old stereotyped report of the tea market—light trading, prices unchanged and supplies fully ample for all requirements as now coming in. Foreign advices indicate that new crop teas of the better sorts are rather higher than last year, but it is yet too soon for anything definite.

The rice market holds all of its recently-acquired strength and is in good condition for holders. Prices tend to a higher basis and the call has been fairly satisfactory, both as regards foreign and domestic. Prime to choice domestic, 4@4 $\frac{3}{8}$ c.

In spices we have a very firm and quite active pepper market. Advices all indicate light crops and buyers are "coming to the front" in a most satisfactory manner. In fact, the whole line of spices is firmly held and dealers are confident the future will show no decline.

There is little doing in the molasses market, as might be supposed at this time of year; and yet there is a call fully up to the average and prices

are, as a rule, very well sustained. Most of the business has been in withdrawals under old contracts. Good to prime centrifugal, 16@26c. Syrups are steady and unchanged. Exporters have been doing a little business at former rates. Fair to good stock, in round lots, 16@20c.

By comparison with other weeks, this has been an active one for canned goods. The main interest centers around tomatoes, the dear old "love apple." Your correspondent was talking with one of the best-posted men in Maryland the other day and was assured that the acreage in that State, as well as in Delaware and Virginia, would be fully 50 per cent. less than last year. This will make a big difference in the output and the market is already showing greater strength. Not long ago standard tomatoes could be picked up in large lots at about 65c. This figure is not looked at now, nor is 67 $\frac{1}{2}$ c, and even 70c is regarded with some "lofty" looks and tones. This for futures. On the other hand, buyers are not falling over each other to make purchases. They say they have too often heard the story of short tomato crops and, while they put every confidence in what this broker says about selling 10,000,000 cans last year and only 10,000,000 this year to be filled by canners, they are ready to bet a penny that the market will not begin to come up to the expectations of those who are shouting 90c. There is a steady call for California fruits and the advance in price of cherries has not diminished the demand. The whole line of Pacific coast goods is well held and a better call than last week exists for salmon. Peas are quiet, but holders are very firm in their views.

Dried fruits are dull. Buyers take small quantities and the season is not yet far enough advanced to make predictions of any value. Currants are firm and, in fact, about the strongest article on the whole list.

There is a firm butter market, although within a day or so the arrivals have been large enough to check the upward movement. Since last week there has been an advance of about 2c in the price of best creamery—from 19@21c; seconds to firsts are worth 19@20 $\frac{1}{2}$ c; imitation creamery, 17@19c; factory, 14 $\frac{1}{2}$ @16c; renovated, 15@17c, latter for extra stock, of course.

Dulness characterizes the cheese trade and the arrivals have been greater than could be disposed of to advantage, so there is some accumulation and not over 9 $\frac{1}{4}$ c can be named for small size full cream N. Y. State stock.

In the egg market the supply of really desirable goods, stock that will stand the test, is not overabundant

and prices are fairly well sustained, but aside from this there is an abundance of eggs that are just a little shady and the market is somewhat demoralized. Concessions are made and it is hard to give any real quotations. Goods from the West of the highest grades fetch 17@17 $\frac{1}{2}$ c; average quality, 16@16 $\frac{1}{2}$ c; common to fair, 14@15 $\frac{1}{2}$ c; candled, 15 $\frac{1}{2}$ @16c.

Observations of a Gotham Egg Man.

The developments of the egg situation bring nothing very encouraging to the holders of the unusually heavy storage accumulation of spring production. With every indication of the largest storage stock on record at the close of May there are, naturally, only three directions to which holders can look for any confidence in the profitable value of their property—first an early reduction of yield below the point of consumptive needs, second, an unusually large consumptive output, and third an unusually severe winter at the close of the season. The latter, being a mere gambling chance, can not be considered in estimating the probable outcome except as a forlorn hope—a last resort in the event of otherwise unfavorable conditions.

The rate of storage accumulation, the relative rate of production and the state of consumptive demand may be approximately estimated and it is upon the evidence as to these elements that the temper of the market now depends.

As for storage accumulations the reports obtainable on June 1 indicated an excess over last year at Chicago, Boston, New York and Philadelphia of some 42 per cent.; and the associated warehouse report on same date, covering a majority of the houses in these cities and including a large number at other points, showed an increase of about 32 $\frac{1}{2}$ per cent. compared with June 1, 1904.

It is practically certain that as the season advances this percentage of storage holdings in excess of last year will diminish, for it is hardly possible that the storage capacity of the country, although enlarged, could accommodate 35 per cent. or even 30 per cent. more eggs than were held last year, when the height of accumulations was reached late in July.

The quantity of stock stored, although of course an important element in the situation, is not conclusive as to the chances of outcome; it is really secondary to the date when reduction commences, and to the rate of consumptive demand. But there is nothing in the present situation to warrant a belief in any early beginning of the season of reduction in refrigerator holdings.

Production seems to be holding up remarkably well and is still far beyond the consumptive requirements. The receipts from June 1 to June 10 were 364,544 cases, against 355,160 cases for the corresponding period last year. This is not a large increase, but the fact that after an exceptionally heavy spring lay the arrivals are holding up in excess of last year at so late a date is certainly unfavorable to any expectation that the yield will fall below consumptive needs at any unusually early period.

As for the state of consumptive demand we can get only a general indication from the statistics available, but I submit the following comparison for what it is worth:

This year the receipts at New York, Chicago, Boston and Philadelphia from March 10 to May 31 were reported at 3,612,542 cases and the storage accumulations were stated at 1,575,000 cases, leaving about 2,037,500 cases for trade purposes; last year the receipts at same cities were 3,115,079 cases and the storage accumulations were 1,103,000 cases, leaving some 2,012,000 for trade purposes. This indication of relative trade output is of course inaccurate, owing to differences in the movement of stock from one market to another, and to some uncertainty in the accuracy of the reports of storage holdings; but even allowing for probable errors it would seem that any real evidence of a material increase in consumptive output, compared with last year, is missing when we consider the statistics of the four markets as a whole. Taking New York's figures alone the showing for consumptive output is a little more favorable. Here the difference between receipts and storage accumulations March 10 to May 31 is, this year, 1,026,000 cases against 960,000 cases at the same time last year—an increase of something less than 7 per cent.

The storage accumulations since the last week of May have consisted chiefly of fair to good qualities of Western eggs, put away at comparatively low prices considering the cost of the earlier storages. A large quantity of this stock, costing about 15@16c at seaboard, has accumulated and is still going into the refrigerators and it will probably be the first to come out in any quantity. It looks as if there would be enough of this late May and June stock to supply any probable deficiency in production until a late date.—N. Y. Produce Review.

If business is slow to-day, don't put off improving something until to-morrow.

No man who is doing good work is sorry to hear the Master coming.

Established 1883
WYKES-SCHROEDER CO.

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AROUND THE STATE

Movements of Merchants.

Jackson—H. E. Nichols has opened a new cigar store.

Jackson—Seward & Gasser, tailors, are succeeded by Gasser & Webber.

Gladstone—Frank Hoyt has opened a new grocery and crockery store.

Traverse City—J. W. Lane succeeds Chas. A. Lawrence in the bakery business.

Homer—Wm. Hayden will engage in the shoe business here about July 1.

Manistee—Frank Schleiff is succeeded by Jesse Thompson & Son in the harness business.

Mackinac Island—Paul Hoffman has opened a cigar and confectionery store for the season.

Mesick—J. H. Wheeler has been appointed receiver of the Mesick Furniture & Hardware Co.

Portland—D. C. Jones will continue the meat business formerly conducted by Snyder & Wescott.

Prescott—Samuel Gilkey has removed to this place from Bay City and engaged in the grocery business.

Belding—Lewis Pierce has sold his grocery stock to Chas. Eddy & Co., who will consolidate it with their own stock.

Mesick—Bruce Preston has applied for a receiver for the hardware stock heretofore owned by Preston & Harry.

Otsego—C. P. Ludwig has leased a part of the Monteith building occupied by G. W. Leppard and will soon open a fruit and vegetable store.

Elk Rapids—Towers & Cole Bros. have removed their general stock from Leetsville to this place. The business will be under the personal management of M. J. Towers.

Manistee—Ralph Floyd is now manager of the Antrim Iron Co.'s store. During the illness of the late Wm. E. Vaughan, Mr. Floyd has been filling the position in a satisfactory manner.

Alpena—Leo J. Smith, formerly with Hawley & Fitzgerald and later with I. Cohen, will engage in the general merchandise business in the new building at the corner of Lake and Pine streets.

Muskegon—The business men's annual picnic, to have been held August 3, has been declared off, on account of the opposition of both merchants and manufacturers, who insist that the affair is demoralizing to business.

Lansing—Daniel C. Hurd, formerly for many years a prominent dry goods merchant at North Lansing, dropped dead in the business section of the city June 19. Heart disease was the cause. He was 57 years old.

Bay City—Spalding & Co. have reopened the meat market at 2021 Center avenue, near Trumbull, formerly occupied by the late George P. Tapert. The market is equipped with all the modern appliances for cut-

ting and keeping meat and is up-to-date in every particular.

Petoskey—E. S. Martin has sold his clothing and furnishing goods stock to Arthur E. Remington, who will continue the business at the same location. Mr. Remington was formerly connected with the Baxter Co., at Grand Rapids, and is thoroughly conversant with the business.

Evart—Ellery C. Cannon, who sold his grocery stock on April 1 to Turner & McLachlan, has closed out most of his dry goods, shoes, hats and caps and announces his permanent retirement from trade. Mr. Cannon engaged in business here in 1871 under the style of Cannon Bros. and has been engaged in trade continuously for the past thirty-four years.

Munising—H. Rosenthal, of Detroit, has rented the center store of the new Stewart block, and by July 1 he will open a business establishment with a large stock of house furnishings, bazaar goods, novelty goods, etc. Mr. Rosenthal is a brother-in-law of Ben Freedman, the proprietor of the Man's Store. Their two stores adjoin each other and an archway will be cut between the two, making them practically one business house.

Battle Creek—F. P. Robbins, for some time buyer and assistant to L. W. Robinson in the management of his dry goods store, has resigned his position and will remove to Boyne Falls, where his father owns a large tract of land which the son will assist in managing. H. J. Mulrine will assume the work of Mr. Robbins, together with other important branches, and Carl Freeman will take on other duties as well as having charge of the basement.

Manufacturing Matters.

Detroit—The Detroit Cement Tile Co. has changed its name to the Detroit Cement Stone & Tile Co.

Dexter—Amerman Bros. have merged their creamery business into a stock company under the style of the Standard Butter Co. The corporation has a capital stock of \$10,000.

Battle Creek—The United States Bar-Magnet Co. has filed articles of association. It has a capital stock of \$25,000, divided into 100 shares. All of the stockholders are residents of Battle Creek.

Manistique—The Northwestern Leather Co. has increased the force of workmen to per cent. It is now giving employment to about 100 men and the daily output of sides has been increased from 500 to 800.

Munising—The Superior Veneer & Cooperage Co. has the foundation laid for the new hoop mill which it is adding to its plant. The mill will manufacture coiled hoops and its capacity will be 30,000 hoops daily. It will give work to fifteen or twenty more men.

Chatham—George Kinney has secured the contract for lumbering a tract of land belonging to Leo F. Hale. The timber is chiefly pine and will be converted into shingles at the new mill Mr. Hale is building at this place. The machinery is on

the ground and the plant will be running in two months.

Ontonagon—The Sagola Lumber Co. has bought the timber on three sections of land near its present logging operations in this county. It is estimated that it has enough pine to last three or four years. After that period it will devote its attention to the manufacture of hardwoods, a large tract of which it owns adjacent to its pine holdings.

Kenton—Forest fires near this place recently destroyed the post and cedar block plant of August Nordine, causing a loss of \$8,000, with no insurance. Mr. Nordine has made arrangements to secure machinery from Marquette for another mill and expects to have it in commission in a short time. The fires also destroyed 170,000 feet of lumber piled and ready for shipment. The old Kirby-Carpenter logging camps were destroyed.

Saginaw—Wickes Bros. have resumed the manufacture of gang saws. During a period of a few years there was scarcely any demand for gangs, but they have come into use again. The firm is making what is known as the 16-gauge pony gang with 24-inch saws, especially adapted for cutting siding, and finds a good demand for it. Three were sold last week. The concern is sending a lot of machinery South and Southwest and is running its plant with a full crew.

Bay City—The Meisel Cracker and Candy Co. is the name of a new concern that branched out in the business world during the past week. The establishment is located in the Hurley block, Washington and McKinley avenues, where it has ample room to store its goods, not depending upon the next car from Saginaw or any other place to fill an order. The Meisel Co. will handle goods manufactured by the Toledo Biscuit Co. William F. Meisel, manager of the concern, was for eighteen years connected with Whitney & Plum and the National Biscuit Co.

Bay Mills—The Bay Mills Lumber Co.'s mill will be operated three months on hardwoods. The concern is an enterprise controlled by the Cleveland-Cliffs Iron Co. and several months ago acquired all the property of the defunct Hall & Munson Co. It is expected the mill will start in two weeks and employ 100 men. The Cleveland-Cliffs Iron Co. owns considerable hardwood timber near this place and has been a steady buyer for the last two years. It is probable that a portion of these holdings will be diverted to the Bay Mills Lumber Co., which is capitalized for \$200,000.

Calumet—Large gains in timber values have been made in the Upper Peninsula in the last year, with unusual activity in timber land deals. In the older counties this has not been so pronounced for the reason that much of the land was stripped of merchantable pine years ago. In Marquette county alone it is estimated that 100,000 acres of timber lands have changed hands in the last twelve months. For the most part lands in that county have passed out of the hands of speculators and investors

in the East and become the property of corporations which contemplate manufacturing and other industrial enterprises. Thirty years ago the great forests of cedar in the Upper Peninsula were thought to be of little value and were purchasable for from 75 cents to \$1.25 an acre. This was true of hardwoods also, except where they commanded greater value for cordwood. The few remaining tracts of pine in Northern Michigan are held by corporations which know the value of the holdings and are not on the market.

Introduction To the Butchers' Programme.

The Master Butchers' Association of Grand Rapids has let the contract to the Tradesman Company to issue a souvenir programme for the ninth annual picnic, which occurs on August 3. The programme will be the most elaborate publication of the kind ever gotten up in the city. It will comprise forty-eight pages and cover, printed on the best paper, in the highest style of the art and bound with silk cord. The introduction to the programme, which was prepared by President Kling of the local association, is as follows:

When in the course of events it becomes the duty of man to contribute of his resources, that by so doing he may assist in the establishment of his neighbors' welfare, the greatest reward that can be bestowed upon that man is the confidence and esteem of his fellows. In submitting this programme as a memento of the nineteenth annual convention of the Master Butchers of America and the tenth annual picnic of the Grand Rapids butchers, we trust you may see in it some merit as the result of a unified and assiduous effort by the various committees in charge. It has always been the aim of our Association to seek only the good in all things, and if by our endeavor and example we should prove an inspiration to more successful and talented workers who can lead the mighty host of busy butchers on to greater achievements our purpose shall have been accomplished.

We extend thanks to the many friends of butchery who have responded to the solicitations of the Programme Committee, and to them is due a substantial recognition for their friendliness for our cause, also to the speakers who come from all parts of the United States to address us the butchers owe a debt of gratitude never to be forgotten. May their efforts in our behalf bear fruit an hundredfold. The delegates and friends who assemble here that they may assist in the development of more progressive and favorable conditions for our craft and to participate in the pleasures of the occasion we most heartily welcome, and may each recurring convention and picnic remind you of the friends you have in the Valley City of Michigan.

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



The Produce Market.

Bananas—\$1 for small bunches, \$1.50 for large and \$2 for Jumbos.
 Beet Greens—50c per bu.
 Beets—New command 40c per doz.
 Black Raspberries—\$1.50 per crate of 16 qts.
 Butter—Creamery is steady at 20c for choice and 21c for fancy. Receipts have run heavy, but the speculative buyers are taking hold in better shape and have braced the market the last few days. June is the storage month and the indications are that the storage will be as large this year as usual. Dairy is a glut in the market at 15c for No. 1 and 13c for packing stock.
 Cabbage—Louisiana commands \$1 per crate. Mississippi fetches \$2 per crate.
 Carrots—\$1 per box.
 Cheese—The market has about reached a level which it will likely maintain through the summer season. It is possible, however, that a slight decline will take place a little later. Demand for cheese is up to the normal for the season of the year.
 Cherries—Early Richmonds command \$1.50 per 16 qt. crate. Sweet fetch \$1.75.
 Cucumbers—Home grown have declined to 40c per doz. Southern have declined to \$1.25 per box.
 Eggs—Local dealers pay 14c for case count, holding candled at 16c. The difference between the current receipts and the candled is now over 2c a dozen, as the shrinkage is increasing as the weather warms up. It will not be long until "loss off" will be the basis for buying eggs instead of case count.
 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 per bu. box.
 Honey—Dealers hold dark at 10@12c and white clover at 13@15c.
 Lemons—The warm weather has started the price decidedly upward. Messinas have advanced to \$4@4.50 per box. Californias have been marked up to \$3.50@3.75.
 Lettuce—75c per bu.
 Onions—\$1 per crate for Bermudas or Texas; \$1.35 per 70 lb. sack for Louisiana.
 Oranges—Navels are strong at \$4 for choice and \$4.50 for fancy. Mediterranean Sweets, \$3.25@3.50. Seedlings, \$3@3.25. Receipts are about equal to the demand, which is strong, considering the abundance of other fruits.
 Melons—Cantaloupes and Rockfords fetch \$3.50 per crate of about 50. Watermelons from Georgia command 25@30c.
 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—New have declined to 65c per bu. and at that price are selling very freely. The old stock is still good, however, and so cheap at 20c that the new has fierce competition in the old. The new potatoes are not particularly good quality although about as good as usual for early stock.
 Poultry—The market is firm and outside quotations are paid for nice stock. Prices range as follows for live: Chickens, 10@11c; fowls, 9@10c; young turkeys, 14@15c; old turkeys, 12@13c; young ducks, 15@16c; broilers, 20@21c; squabs, \$1.50@2 per doz.; pigeons, 75c@1 per doz.
 Radishes—10c per doz. bunches for round and 12c for long.
 Red Raspberries—\$1.50 for 12 qt. crate.
 Spinach—50c per bu.
 Strawberries—This is the flush week of the local crop, which is finding an outlet at 90c@1.10 per 16 qt. crate. The crop is large and the quality is fine.
 Tomatoes—\$1.25 per 4 basket crate.
 Turnips—\$1 per box.
 Wax Beans—\$1.50 per bu. hamper.

Some Advantages Thompsonville Enjoys.

Thompsonville, June 20—Thompsonville, the biggest little town in Michigan, has fine waterpower for factories, hardwood timber, cheap farming lands, competing railroads and numerous other advantages. Full information freely furnished to prospective manufacturers, farmers and merchants on application.
 G. W. Sharp.

The G. R. & I. Railroad has secured an acre of land on Godfrey avenue, directly north of the Luce Furniture Co.'s factory, where a large warehouse will be built at once, to be known as the Godfrey avenue station. An agent will be located there permanently and a large amount of freight, now handled by teams from such factories as the Michigan Chair Co., Stickley Brothers Co., Retting Furniture Co., Grand Rapids Piano Case Co., Grand Rapids Brass Co., Lindner Interior Manufacturing Co., Acme Lumber Co. and the Luce Furniture Co., will be received. It will also be a great convenience to such shippers as the C. S. Paine Co., C. P. Limbert & Co., Wallin Tannery Co. and the O. & W. Thum Co. on the west side of the river.

W. & J. Stadt have sold their hardware stock at 616 North Ottawa street to W. L. DeGraff and J. K. Quantrell, who will continue the business under the style of DeGraff & Quantrell. Messrs. DeGraff and Quantrell were formerly engaged in the hardware business at New Buffalo, from which place they came to this city and opened a bazaar and jewelry store at 457 South Division street, which business they will continue under the same style.

The Grocery Market.

Sugar—Jobbers report the demand as very good and showing an increase from week to week. The time has come when the retailers must have the sugar to meet the demands for canning purposes and they are buying liberally. Reports from New York indicate an improving demand for refined sugar. Refiners say that the call for shipments on outstanding contracts is heavy. Deliveries of straight car-load orders for granulated can be made promptly but the refiners are falling behind on mixed car orders.
 Tea—There has been little change in the Japan tea market since the opening. As noted last week the quotations are within a fraction of those of 1904 on the high grades. The current demand for teas is limited as the trade is well stocked up, but it is anticipated that a larger movement will be experienced as soon as the new crop becomes more plentiful.
 Coffee—Owing to the large existing stocks, the apathy of the trade and the nearness of the new crop a feeling of slight uneasiness has developed. Some of the New York holders of coffee are inclined to take a pessimistic view of the immediate future of the market and think that possibly prices will sag to a somewhat lower level. This is but one side of the situation it must be remembered, and doubtless there are views on the other side apparently as strong. Jobbers and roasters say that the movement is very satisfactory. While no one is speculating on coffee the current demand is such as to cause a steady, large trade.
 Canned Goods—The run of salmon on the Columbia River continues light. Although it is a little early for sockeyes it looks now as if there would be a decided shortage in this variety of fish. Vegetables are practically unchanged. There is a steady movement of tomatoes, peas and corn in about the order named. The offerings of corn and tomatoes by the packers are such that some very good bargains have been put out by the jobbers recently. The independent canners of California fruits have made their prices and the Association has now followed. The figures made by the latter are about the same as those of the independents, although on several lines the Association prices are higher than those made by the outsiders. Considerable interest is said to have been taken in the new pack as soon as prices were announced. This is not so noticeable in the Northwest, as here the stocks of canned goods are still liberal, but in the East the brokers are booking orders very freely. The prices at which pears and cherries are held are almost prohibitive, say some of the jobbers, and they do not see how they can do business at that level. The spot demand for canned fruits is fair. In the cities and larger towns a fair amount of the fresh fruit is now obtainable and this possibly cuts into the demand for the canned slightly, but the country at large has not yet begun to buy fresh deciduous

fruits in such quantities as to affect seriously the sale of the canned.

Dried Fruits—The market for future peaches is dull and unchanged. There are some offerings of spot peaches at concessions of 1@1½c from recent prices, due to the warm weather and the lower prices for futures. The trade, however, are not interested. Seeded raisins are in fair enquiry at unchanged prices. Loose raisins seem to be very scarce everywhere. Apricots are unchanged and very dull, both futures and spot goods. Prunes are in good demand, and large sizes are about ¼c higher. Other sizes are unchanged. There is a good distributive demand, and it looks like a closely cleaned up market. Some futures are selling around a 2½c basis for fruit other than Santa Claras, and a 2¾c basis for Santa Clara prunes. There have also been some offerings at 3c, but practically no sales.

Rice—Advices from the South note improved enquiry on the Atlantic coast. Orders from the distributing trade are coming in and dealers find it somewhat difficult to renew supplies from the generally depleted stocks. At New Orleans the market is very strong, with an active enquiry poorly met by the restricted offerings. Fancy styles are in request at a higher range of values, as is also the case regarding the lower grades, both being in limited supply. Conditions of growing crop are as previously noted—greatly reduced acreage and late planting, which will result in harvest being delayed from thirty to sixty days.

Syrup and Molasses—Glucose is unchanged, but there is talk of higher prices, on account of the firmness of corn. Compound syrup is unchanged and the demand is light. Sugar syrup is unchanged and in light demand. Molasses is unchanged and in light demand.

Fish—Cod, hake and haddock are in light demand and about 1c per pound easier than they were a month ago. The fishing has been very good, and the outlook is for a continued moderate range of prices. Lake fish and whitefish are quiet and unchanged. There is some little demand for ocean whitefish. Salmon shows no change. The demand for mackerel is dull. Buyers are holding off until it develops what the market will do. There has been no change during the week. Sardines are unchanged and the market is thoroughly demoralized. How much so it can be seen from the fact that some sales have been made as low as \$2.05 Eastport. This is unquestionably much below the cost of production. There seems, however, to be some reason for expecting greater firmness in sardines in the near future, as the fishing around Eastport, Me., seems for the present to be about over, and no more fish may show there before August. If this proves to be the case the stocks in first hands will soon be cleaned up and an advance is almost sure to occur.

If ignorance were bliss, the average man would be howlingly happy.



Description of New Craft Coming To the Front.

Summer creeps on apace and the demand for warm-weather clothing and warm-weather house and porch furnishings is daily increasing. With the long-continued cold of May people became discouraged and little cared to plan for the on-coming June. But now their plans for the season have matured, or are maturing, and preparations for summer comfort are rapidly going forward.

Of course, the first, the paramount question is clothes. That settled, the next to engross the attention is the surrounding of one's self with agreeable furniture and furnishings for the summer. Fortunate are those who are able financially, and have the requisite room for storage, to discard winter outfittings entirely, the very sight of which tends to ennui, and in their place employ only those objects conducive to *dolce far niente*.

Such happily-situated people would be especially drawn to the display in the extreme west window of the Spring Dry Goods Company the past week, the pleasing result of the Thread and Thrum Work Shop at the seaport town of Hyannis, Massachusetts.

At first sight one exclaims, "Rag carpeting! For all the world just like Grandma Blank's!"

And yet not so, for hers was fashioned from cast-off strips of rags sewed over-and-over two or three times to stay them, while these clean-looking rugs, portieres, couch covers, sofa pillows, table scarfs, etc., are made entirely from new material—cretonne and denim—not figured goods but solid colors. No pen can depict their beauty, manufactured as they are in both the softest of tones and the daringest of brilliant colors. The first are intended for bedrooms and other dainty spots, while the latter are for those receiving harder wear, requiring serviceable colors that will not show soil—for living rooms, dining rooms, dens, piazzas, etc.

The use of rag carpeting for curtains may seem a trifle odd and yet it was exactly this use that suggested its practicability for the variety of ways it is now employed.

It remained for a bachelor—a rich bachelor with no occasion for his immense wealth but to cater to his own fads and whimsies—to discover to the outside world the decorative effect and wide utility of this "quaint, sternly-serviceable old fabric." The more this non-Benedict contemplated his temporarily-hung window shades the more he became impressed with the wide scope of the wrought stuff. And, too, he may have been influenced by the growing popularity of the goods turned out by the Arts and Crafts folk. At any rate, the more he thought the matter over the more determined he became to see if

there was anything in the idea in a commercial way. So he took some samples over to New York, showed them to dealers in the great metropolis and they simply "went wild over them." Result: two large factories, one at Hyannis, Massachusetts, the other at Auburn, New York, the latter location being afterwards selected so as to be nearer New York City in order to supply the lively demand in that market for these new-old goods.

In this connection it is remembered how Frances Folsom, after she became the First Lady in the Land, fitted up, to satisfy a fancy, a sleeping apartment in exact imitation of the guest chamber of an old-fashioned country farmhouse, it proving a source of great delight to herself and friends as a curiosity.

The old bachelor's name is Eggleston. He is basking on the sunny slope of 50 and is described as a man of genial personality who, with not the shadow of a need for an occupation, has thrown himself heart and soul into his new venture (now three years old). After seeing the lucrative business thoroughly under way in the dual factories, and incorporating them into stock companies, he retaining controlling interests in each, what does this interesting exponent of the joys of single blessedness attempt but "start out on the road," "making" all the cities in the Union numbering a population of 25,000 and over, in order to extol the merits of his heart's delight! Only one large store is selected in each such city to represent the line, and he cares not which store it be so long as it is a reputable and leading concern. Mr. Eggleston has no desire to keep to "the road" forever and has been coaching an understudy who will soon take his place permanently. Two designers are employed, one for each "work shop," but all their art must "pass muster" with the bachelor. It is mentioned that this latter does some tall talking on his rounds, because he's so thoroughly in love with his merchandise, but that he really doesn't have to say a word—the goods are so appealing they simply sell themselves.

The Thread & Thrum materials "are made available in every shade and weight desired. The rugs are woven seamless to a width of 12 feet and to any length desired." The usual difficulty experienced in selecting a wall paper first and a harmonizing carpet afterwards is easily dispensed with, for, by sending a sample of the wall covering, a large rug may be obtained of the exact shades printed on the paper. And the buyer has only to wait a week or ten days to complete her room as to carpeting, another item of convenience.

Elaborate patterns are employed for "heavy" rooms and the simplest of designs for places intended to convey a feeling of rest and coolness. Screened porches for "breakfast rooms" are charming when treated in this manner, and, by covering the table with a rag table mat, they may be transformed into a darling of a living room. The sanitation of the fab-

ric, apart from any mere eye-tickling characteristic, commends itself to every woman who values the well-being of her household, as, while the rugs lie soft and fluffy-appearing on the floor, they are, in reality, as tightly woven as a Brussels carpet. As the women of a generation ago used to express it, they are "beat up good." The looms are all foot-and-hand power, as of old.

Here is how the "tireless traveler" of a manufacturer describes them:

"Soft snow-white rugs for the bath; dainty, artistic, light-toned rugs in pinks and greens to match the cretonne-hung windows in my lady's boudoir; heavy, virile, dark-toned rugs for den and hall and fireplace; large, stunning, sunproof rugs for the veranda and the bungalow."

And that reminds me of still another very excellent quality: All these many rugs, coverings and hangings are tinted with vegetable dyes said to be "fast colors," so that they may be beat upon by Old Sol or left out over night in a drenching rain and yet show no deleterious effect.

Samples of the Vudor porch shades are also seen in the Spring exhibition window. These come in several sizes to fit different veranda spaces and are adapted to keep off the fierce rays of the sun, to create a cozy corner or to lend an air of seclusion to an otherwise too public site. They are "light as a feather," easily put up and manipulated and form a fitting accompaniment of the Eggleston wares.

There's a whole lot more to be declared in favor of this bachelor-man's exclusive production, but space calls a halt to my loquacious pen, so let us close this eulogy with the wish, be his proportions lean or goodly, that his shadow never may become diminished!

The Power of Language.

Converse D. Marsh tells the following amusing story illustrative of the force of language used, and calls attention to the wisdom of applying the principle to the wording of advertising:

To illustrate: The breakfast was ready but the hope of the family was not; the sister, home from boarding school, called from the foot of the stairs: "Willie! the Orient is ablaze and our morning refectory awaits your presence." No reply being heard, the mother takes her place and calls out: "William! You lazy dogskins, get up this moment and come to breakfast." And still there was no answer, whereupon the old man stepped to the stairs and merely said: "Bill!" "Coming, sir!" was the instant response and in three minutes a united family sat at the table.

Easy When You Know How.

The druggist was plainly annoyed. "I'll send it," he announced, and as the party left he called up the doctor. "Got a prescription. It's plain enough, all but the last. What in thunder is 'Ne una dollara s. numo'?" "Without one dollar do not deliver," translated the doctor, who had an eye to business.

Hardware Trade Is a Trifle Less Active.

After an unusually brisk spring and early summer business in distinctly warm weather goods and builders' hardware, the hardware trade is experiencing a slight diminution in the volume of business in all lines. There is still, however, a moderate demand for most goods, but manufacturers, jobbers and retailers are now being afforded a much-needed breathing spell after the great press of business which prevailed for so many weeks. The jobbers and retailers continue to replenish their somewhat depleted stocks in many lines although they are now becoming extremely cautious in their buying because of the recent development of a slightly weaker undertone in the market, but most merchants are planning to buy heavily in the autumn and the outlook for the fall trade is exceedingly bright.

In the West the demand for hot weather goods, such as ice cream freezers, refrigerators, awnings and hammocks, continues in larger proportions than in the East. Wire cloth is also selling freely in all parts of the country and the enquiry for lawn mowers appears almost unabated in many sections. The horse-power and gasoline motor lawn mowers are in better demand than for several years, owing to the spread of the many out-door games where smooth and well kept lawns are a necessary thing to the proper enjoyment of the sports.

As the manufacturers of nails and wire products increased their output so greatly this year that the jobbing and retail consumption has been unable to assimilate the entire production, the small manufacturers are experiencing considerable difficulty in finding a market for their wares and are being compelled in many instances to shade prices considerably. This price cutting, however, is indulged in only on carload lots for shipment from the mill, and only a few mills are practicing such shading. Specifications on eaves trough and conductor pipe are being received freely by the manufacturers and the undertone of this market is fairly steady. Scythes, hay forks and steel goods generally are selling freely, but galvanized sheets are offered at lower prices owing to the overproduction of this class of goods and the declining price of refined spelter.

The World's Trade.

The London Board of Trade last week issued a bulletin giving a summary of the world's trade for the year 1904. It shows that the import trade of the United States for that period was \$1,079,070,000, while that of the United Kingdom was \$2,205,200,000 and that of Germany \$1,572,745,000. The value of the exports from the United States was \$1,425,155,000, from the United Kingdom \$1,504,080,000, and from Germany \$1,293,275,000, from which it appears that while the imports of the United States were only one-half as great in value as those of the United Kingdom, the exports were nearly as valuable.

How the Japanese Soldiers Are Kept Fit.

The student of military affairs who seeks an explanation of Japan's victories over the Russians will probably find it in the genius of the Japanese for organization. Their goal has been the efficiency of the individual soldier; and they have made him efficient by lightening his equipment, and by making his health and comfort their chief care. Their idea is to enable a soldier to march and fight all in the same day, if necessary. Water-bottle, canteen and mess-tin are all made of aluminum; and their army boots are about one-fourth lighter than the ordinary article but not less durable. They are flexible at the instep, and are made with a view to ease in walking. Their stretchers, being mostly of bamboo, combine strength with a minimum of weight. At the ends of the stretcher are light metal frames, supporting a cover at a comfortable distance above the patient; and the whole, which weighs only twelve pounds, folds up automatically into a compact shape adapted to rapid transportation. In looking out for the health and fitness of the soldier, the Japanese have overlooked no detail, from the tin box of creosote pills, as a prophylactic against dysentery, to the mosquito-net for the head in summer, or the sheepskin waistcoat for winter. This mosquito-net, it should be remarked, is not a freakish luxury; in view of its efficiency as a protection against malaria, it is a hygienic necessity. An article of apparel worthy of note is the greatcoat. Whether it be of summer or winter weight the free edges in front slope outward, forming a cover for the knees. In fair weather this surplus of cloth is buttoned back for convenience in marching. The winter overcoat, which has a hood and a fur-lined collar, is intended to keep a man warm in the coldest weather. Indeed, for extreme cold there are toe-caps and special mitts which hang from the neck by cords to prevent their being lost when removed for firing or other purposes. All articles of clothing are of the best material, and as few buttons as possible are used, flat hooks and eyes being substituted. The khaki suit has no buttons whatever. As to the food, the famous rice-cake and all other provisions are carried in their lightest and most condensed form. Vegetables—sliced potatoes, carrots, beans, gourds, etc.—are dried to diminish their weight and insure preservation. Tea, salt, etc., are in solid cakes or cubes; various meats and fish are in hermetically sealed cans; and even the fodder for the horses is specially prepared by drying. The copper Chinese camp-kettle, which has double sides, enables the Japanese soldier to boil water even in a gale. Charcoal is burned on the inside, the water being heated between the two layers of copper.

They Drop Out of Sight.

More than 5,000 persons annually disappear in the United States and are never heard from again. At first blush the assertion seems incredible,

but police statistics furnish confirmation. The actual figures, based on a conservative calculation, are even more alarming than those given. In fact, the reports of the police departments of the larger cities show that in the twelve months just passed 16,008 of the persons who disappeared during the year were never reported as found, but the shrewd police officers, accustomed to the eccentricities of human nature, are of the opinion that the return of many thousands of these persons, through shame or in-

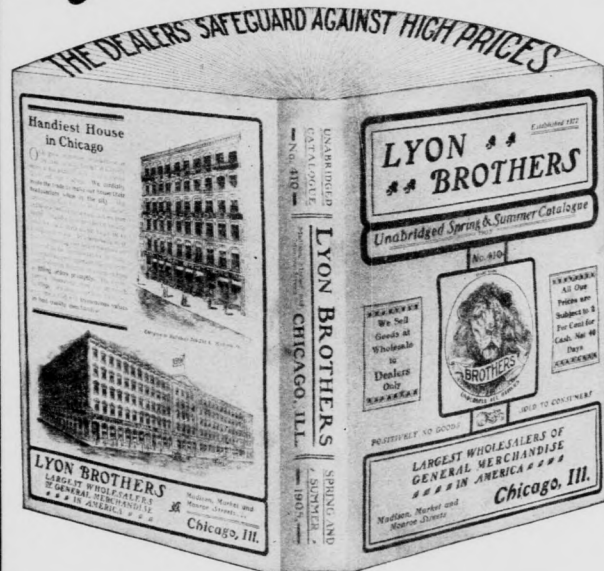
difference, was never reported at police headquarters. But even after making allowance for this feature of the case, it is reasonably certain that more than 5,000 persons were swallowed up in oblivion.

The tragedies of real life hidden within these peculiar cases, if they could but be brought to light, would rival many of the novels penned by the world's greatest writers. No subject that can be imagined has such weird fascination as that of the thousands and thousands who have gone

down this grand canyon of oblivion.

It would be possible to fill many pages with the absorbing stories of these curious cases, but nearly every reader of the newspapers, whether he live in village, town or city, is probably acquainted with some instance of the kind concerning either friend or relative. Men and women who have lost all they treasure most in life in this manner go about vacantly, numbly, ever waiting for the return of the missing one—a dream that never comes true.

Your Business Growth and Lyon Brothers' Catalogue



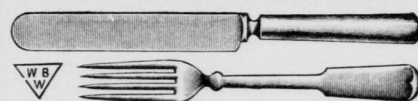
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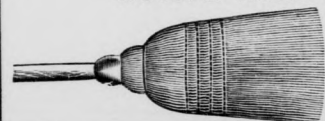
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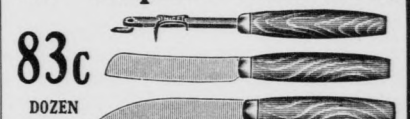
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 21, 1905

THE ONE THING NEEDFUL.

It is stated with more or less truth that once on a time when a certain valedictorian with the conceit of the average graduate placed in the paternal hands the proof of his leadership at college the old man perused the document carefully and then, looking at the expectant son over his spectacles, remarked, "Well, what of it? The statistics are all right, as far as they go; but if this is what you have been working for, my son, your four years are about the same as thrown away. A valedictorian may be a good thing to have in the family; but unless you have made up your mind to make what this is supposed to stand for, a pretty fair beginning for a successful something else, I wouldn't give shucks for it. Come on out and help get in that hay!"

The incident is worth the telling only as it tends to bring out the fact that scholarship, as such, is hardly worth the gaining; and yet there are too many valedictorians who came home—who will come home during the month—with life's aim accomplished and satisfied with what they have done are ready to pose for the rest of their lives as a family ornament, to be set up with the other sacred things in the parlor and cherished out of all proportion to their real value.

There is an idea often expressed about the valedictorian that for some reason or other he never amounts to much. In college he is always cocked and primed for the text-book question and professor and class leader equally exult as the high mark goes down; but when the prescribed course is finished the class leader is finished just in proportion as he has studied for high marks and has made the getting them the end and aim of his college life. He leaves college a little narrower than he went in. For the sake of his high standing he has cut himself off from the influences which only could make a man of him and the painstaking drill and the careful devotion to details which thorough scholarship regards as the foundation of every future triumph are minimized if not lost by the mistaken idea that the high mark is the thing in itself to be gained at any sacrifice.

This deplorable mistaking the means for the end is getting to be looked upon as a feature purely American. A thing to be "worth shucks" must have a commercial value to be appreciated and that value must have a noticeable present worth. So while in a general way schooling is "all that it's cracked up to be," and high college standing is a good thing to have, the boy in the ninth grade, scowling over his algebra and his Caesar, is apt to ask with considerable solicitude what the value of x or the conjugation of a Latin verb has to do with a fellow's getting along in the world, a solicitude which kept up will make him as big a failure as his brother who comes home with his ideal realized in the valedictory.

It is a delight to declare that the man who has never been to college and the man who has will find a common standing ground when they compare the elements which have entered largely into the success which they have won and which the appreciative world awards and that common ground is an early formed determination to get the best out of himself that is in there. That strikes squarely at the root of the whole matter and hits it. There is never any let-up. There is no working for marks, the lowest and the meanest motive that can inspire the student heart. Athletics may and should drift in—they are only a means to be made the most of—to round out and to fill up the earnest manhood which is determined to be ready when the time comes for the first class job that is waiting for every human soul, and it makes no difference, so that it is obtained, whether the preparation has been acquired in college or out of it. One thing is certain, the winner of a prize worth winning has gone after it tooth and nail. There has been no dawdling and the successful business man can shake hands with the successful man of any other calling and each can congratulate the other for doing with all his might in all its details the task of brain or muscle which each had to meet and overcome.

The little, undersized Japs furnish a case in hand. For years they have been looked down upon with something less than contempt. Everybody was against them and when they had fought a good fight with all their might, they were forced to give up what they fought for for a woman's reason—because! The Japs may be the yellow peril—their enemies declare saffron yellow—but humanity has no finer model to follow than they gave in that trying period of their national life. They started in again. They learned how to march and they learned how to fight and they learned how to win. To their undoubted courage and their unswerving determination they added the one thing needful, years of patient, painstaking drill, never asking, What is all this worth? and never wondering what it has to do with the accomplishment of the far-off hope, and at last! at last! the glad day dawns when the Russian army is swept from the face of the earth and the Russian navy is sunk in the Japan Sea and Japan, "rousing

herself like a strong man from sleep and shaking his invincible locks," again asserts her rights and again proclaims to the world that to the nation in earnest and to the man in earnest there is nothing to hinder from getting exactly what they will.

It is not the valedictory then, nor the college behind it, that does the business. It is the indomitable spirit—the one thing needful of the man who makes the most of his advantages that makes him a prize-winner, be those advantages what they may.

TOWN MEETING TRIUMPH.

To those of us who are so old that spelling schools and writing schools where "each pupil is expected to bring his own candle" are delightful as memories, the recent and overwhelming town meeting triumph in Philadelphia is as a perfect deluge of the sunlight of hope.

When such a complete and absolutely convincing victory is recorded in behalf of the real voice of the people and in such a great city as Philadelphia, there can not be a single really loyal and patriotic citizen in any municipality in this country who will make the claim that a similar result is impossible for the town in which he lives.

There isn't a citizen anywhere who is worthy the name who does not know positively and quite in detail the ring rule methods and practices which cause the scandals so common to American cities and their governments. Moreover, all such citizens know that a very prominent factor in giving success to such dishonest methods and practices is the lack of individual and personal participation in the preliminary proceedings political on the part of really patriotic citizens.

These facts being common property, it is inconceivable that any right-minded citizen can fail to feel the force of the town meeting demonstration in Philadelphia—a city which, within a night as it were, has arisen from the stigma of being a Horrible Example to the dignity and glory of giving to the cities of the United States a new Declaration of Independence.

The flag which Norway has now unfurled is the old war flag stripped of the emblems of royalty and of union with Sweden. It is red, with a broad cross of blue bordered with white dividing it into four sections, ending like an oriflamme, with two red points above and below and a blue point of the cross between. The old flag bore in the upper angle next the pole the emblem of union, a device containing the red, blue and white of Norway and the blue and yellow of Sweden, and in the center the royal coat-of-arms.

One of the wise saws of the Japanese is this: "First the man takes a drink, then the drink takes a drink, then the drink takes the man."

Lots of girls with expensive diplomas didn't learn a thing at college but how to make fudge.

FLOWER OF UNIONISM.

The disclosures made before the grand jury in Chicago during the past week are educational, so far as the aims and objects of unionism go. The disclosures show conclusively that the strike of the teamsters was not due to any grievance, but solely to the fact that Shea, the notorious leader of the teamsters' union, was paid \$10,000 in cash by one mail order house to declare a strike on another mail order house. Because the wholesale dealers of Chicago would not refuse to deliver goods to the boycotted house—boycotted because Shea had been paid \$10,000 by a competitor to institute the strike and declare the boycott—they were also placed under the ban and suffered from the strike to the extent of millions of dollars. As a result Chicago has lost trade to the amount of \$50,000,000; the city of Chicago and the county of Cook have been compelled to undergo an expense of \$2,000,000 in endeavoring to maintain order; 450 people have been sent to the hospital; seventeen brutal murders have been committed by union men, and the reputation of Chicago has suffered in the estimation of the world because of the chaos and anarchy which have prevailed as the result of Shea accepting a bribe and establishing his headquarters at a house of prostitution, from which he issued his orders to his henchmen and victims.

This is unionism, pure and simple, and the experience of Chicago in this strike is the experience of every other city which has had to face a similar outbreak.

Unionism is the same the world over. The moment a man joins a union he leaves honor behind and becomes a law-breaker, a social outcast, a liar, a thief and a murderer.

It is not unusual for people to excuse and palliate unionism by saying that the experience of Chicago is due to excesses which might not be peculiar to every community. This is a fallacious argument. Unionism in Grand Rapids or Detroit is the same as in New York and Chicago. The bad men forge their way to the front, and the poor fools who pay the dues and bow their necks to the yoke simply furnish the sinews of war. The moment they join a union they are taught that the edicts and orders of the union leader must be obeyed—that, whether they are instructed to steal a document or maim a non-union man or murder a strike-breaker, it is their duty to obey instructions and not to ask why.

So long as there is a vestige of unionism in this country industrial peace and prosperity will be impossible. Until the great consuming public scotch the serpent we will never know what it is to enjoy the liberty vouchsafed us by the Federal Constitution.

The trouble with a dead sure thing is that it is generally more dead than sure.

A man with a fiery temper is not necessarily warm hearted.

GOVERNOR LUCE.

Tender Tribute to His Memory by Lifelong Friend.

On the 18th day of March, 1905, at his home in the city of Coldwater, Governor Luce died, a young man at the age of 80 years.

Young, because in spirit and intellect the youthful fires were brightly burning to the last.

Seldom does the chronicler and historian take up his pen to write, until high official honors or military glory have brought distinction.

We stand at the foot of the mountain and admiringly look up at its jutting crags and snow-capped peaks; but it seems to me that the best part of the mountain, after all, is its firm base and the fertile hills and valleys that stretch away at its foot.

The valleys are made rich because the old mountains have been washed and storm beaten in the long years that have gone before.

Cyrus G. Luce was born at Windsor, Ashtabula county, Ohio, July 2, 1824. He had God-fearing Christian parents. At 12 years of age, with his father's family he moved into the woods of Steuben county, Indiana, where all the privations of pioneer life were encountered. His first two winters of schooling were there passed in a school house built of tamarack poles. He afterward attended a small academy at Ontario for three years, where his school education was finished.

The balance of his time was spent in helping to clear the farm and in driving a freight team to Toledo, a distance of about one hundred miles.

When the older boys left home to work for themselves, it became his portion to remain with his father and mother and to help care for the younger children. Until 24 years of age he stayed at home, and among other duties looked after a little wool carding and cloth dressing mill his father had built by a little stream. Such mills are now only remembered by the few early pioneers who remain with us.

Early he had become inspired with the sentiment:

I live for those who love me
For those who know me true,
For the heaven that smiles above me
And waits my coming, too,
For the cause that lacks assistance,
For the wrongs that need resistance,
For the future in the distance,
For the good that I can do.

At the age of 24 years he bought eighty acres of new land in Gilead township, Branch county, and from that time until he became Governor of the State his residence and his labors were there. His farm was eighteen miles from Coldwater, the county seat, and ten miles from the nearest railway station.

There were his flocks and herds, there he saw his acres increase. There were his neighbors and, best of all, there came to him his children. There was his home, his heaven on earth.

About him he saw the church spires rise from the country wayside, the school house and Grange hall not far away. He saw not only the soil of his farm grow fertile and productive, but he helped and saw what was yet

better to him, his neighborhood and surrounding people grow rich in thought, in morals and in social improvement.

Henry W. Grady says that: "The germ of the truest patriotism is the love a man has for the home he inhabits, the soil he tills, for the trees that give him shade and the hills that stand in his pathway—the love of home, deep rooted and abiding."

If to-day you were to go with me out to that country home, stop wherever you willed, enquire of any within his wide environs, you would hear but one sentiment: "He was worthy of every honor his countrymen ever bestowed upon him."

Forty years neighbors in the open country and men know each other. All true greatness must be built from within or it will perish and die.

1854 to the first Republican Legislature of this State and from that time until he died he never ceased his allegiance to that party and always marched under its banner. The offices he held at home, in the Senate, in the Constitutional Convention, the honors he held by appointment are all familiar and matters of record.

We sometimes question how men have gained their distinction and fame and by what pathway they have climbed to the summit.

The heights look tempting, but the rocky, winding paths leading up to them so often grow wearisome or over-dangerous with temptation that men tire or fall before they reach the goal.

Long before Governor Luce dreamed of executive honors he had earned the warm and lasting friendship of

Governor Luce urged his agrarian friends to organize for their educational and social advancement. He saw the forces that were moving the modern world segregating and organizing, and thereby exerting a power that as independent units would be lost. He saw the great prevailing class to which he belonged little else than willing consumers and competing producers. He believed that in some manner their sympathies, ambitions, hopes and condition would be bettered by concert of action and by unity of purpose.

This thought he burned upon a thousand altars over the State.

More than 2,000 years ago Spurius Cassius proposed the first agrarian law by which each plebeian commoner, with other Romans, was to be given four and one-half acres of the public lands. The Patrician Nobles who controlled the government claimed all conquest lands as their own and opposed such recognition of the men who had tilled the lands and fought the battles. The law was passed, however, but only to be defeated in its execution. A false charge was preferred against Cassius. He was tried in a court of Patrician Nobles, condemned to die, scourged by Roman lictors and thrown from the Tarpeian Rock.

Thankful are we to-day that civilization in this twentieth century does not ostracize the man who toils because of his sympathy for his plebeian friend, and thankful also that we live in a land where plebeian and patrician are upon level ground.

Governor Luce was patriotic in every utterance and sentiment. He had no use for anarchy, for communism or for socialism as understood. So considerate, so zealous and so fair was he in presenting the cause he advocated that he won the friendship and esteem of all classes who came into his presence.

When he aspired to become a candidate for the office of Governor his name had become a household word throughout the State. In city, village and country he had gone into the homes of our people until they knew him. At farmers' gatherings, on the stump for his party's candidates, on days of memorial and of independence he had gone over the State and spoken from a thousand platforms. Wherever he went and



Milo G. Campbell

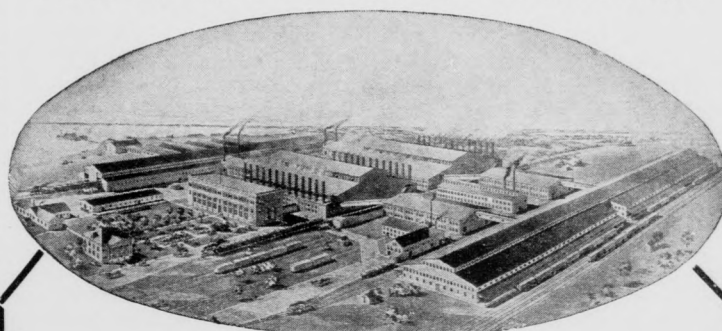
Governor Luce, loved as he was by our people, as the chief executive of this great State, was no greater, better or braver there than when he was following his plow, when he was helping the poor and living the happy exemplary life he did in his rural home in Gilead. The glamour and apparel of office wrought no change in the character or manner of Governor Luce.

In life the true love, esteem and honor of one close friend who knows us best is worth that of a thousand whose friendship must be gained by favor. No man ever had richer or more abiding friendship at home than did Governor Luce.

When the Republican party first took its name under the sturdy oaks of Michigan, Cyrus G. Luce, with his brother Whigs, was ready to enlist. He was elected Representative in

the farming classes of Michigan. It was not to gain a kingdom that

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upon whatever subject he spoke, he carried conviction with him. He never took a position for the sake of policy alone. He may have been wrong in judgment, but in purpose, never. He was always sincere and earnest. His fervor and frankness burned their way into the hearts of men. He had a well filled storehouse of choice but plain language. His great soul was never fettered with anything mean. He was not haunted by ghosts nor by closet skeletons threatening to appear.

Whether "Peace hath higher tests of manhood than battle ever knew," I do not know, but this is true, no dire threats nor rich promises could move him from the course his sense of right marked out.

He never surrendered his convictions upon questions that must be weighed upon the scales of conscience. All other questions of governmental policy, where honest opinions might differ, he was ready to consider.

His boat never drifted aimlessly upon the sea of public opinion. Sometimes, in rough weather, he plowed his way into the white-capped waves when the spray was lifted into public view; but when the storm was over and the sea had calmed, it was generally found that his course was right; but if, perchance, he had mistaken his bearings, none was readier than he to obey the voice of the whole people, the commander of every true citizen.

He made mistakes, but he was big enough and manly enough to acknowledge them when convinced of his error. Vigorous and thoughtful men think and have opinions. Sometimes they mistake their premises and reach wrong conclusions. Other men for a time become more popular because they feed only on predigested opinions. They are always at right or left dress and never at front.

The safety of the republic is in men of thought, men of honor and men of courage. Better to have brains and use them, better to have opinions and express them when occasion requires, better to be active and sometimes wrong, than to be a parrot in somebody's cage.

There come times when the truest and best of patriots who are holding the reins of state begin to question if, after all, popular government is not a failure. Governor Luce never lost his abiding faith in a government by the people. His only fear was that in some way their power might become impotent or weakened by corruption. He had profound respect for the men who honestly differed with him, and he courted only the same indulgence from others. Broad, generous and active, he purposed, wrought and died a living factor in society and in the State he loved.

He was a profound student of history. The shelves of his library were not so many nor so long as those of others less cultured. The bindings upon his books were not in gold or morocco, but there were the stories of the nations, their beginnings, their struggles, mistakes

and triumphs. There were books of biography and science, and so familiar was he with his book-case friends that almost every page had held frequent converse with him.

It is doubtful if any man in the State was ever from reading and association better acquainted with public men and with public events of the State and Nation than was Governor Luce during the last twenty-five years of his life. He knew almost every man in both Houses of Congress, from what State he came and what he was doing. He always followed faithfully the Legislature of his own State and could name the members from the different districts and recall their votes upon important questions. This great State and her interests had become a part of his life.

From boyhood to the grave Cyrus G. Luce was a busy, active man. Every harness of labor fitted him and never galled. The only eulogy he ever craved was expressed to a friend a few days before he died when he said, "When I am gone I hope it may be said of me that I have been industrious."

Every distinction that came to him he earned through industry, and he wore it with honor. When he became Governor he moved with his family to the Capital and during the four years he filled that office early and late he was found at his desk.

To him public office was not only a public trust but it was a constant trust.

Michigan may well be proud of her illustrious governors. No state has been more fortunate. "Tuebor" (I will defend) has been the living shield they have borne against private greed and public wrong; and faithfully it was carried by him of whom we speak to-day, the one who last fell to sleep.

In the long years to come the fires will yet burn brightly upon the altars of memory for Governor Luce.

He was exemplary. He was worthy of remembrance and of emulation in any home. He was temperate always. His intercourse with men was pure. His lips were clean. His spirit was buoyant and hopeful. He was honest and truthful, congenial and open hearted. The warmth of his hand and his sincere welcome made all men feel that his hearthstone was theirs also.

When he had finished his labors as Governor of the State he took up his residence at Coldwater, and there spent the remainder of his days.

The late afternoon of his life saw the beautiful ripening of old age. His mind was clear, his eye was bright and his robust constitution yet lingered with him.

But a few short weeks before he died, I saw him rise to speak at a public assemblage. The fires within burned as of old. His grasp of thought, his command of language, his application, his store-house of knowledge were then as always the marvel of those who knew him best. Through life he was the embodiment of manly simplicity and whether behind his plow or upon the platform

before the cultured and refined, he was always the same plain man, free from all affectation.

Less than a year ago I went with the Governor to his Gilead farm, where forty of his manhood years were spent, where his children grew and where every tree and field knew his strong hand.

He looked over the farm, his herd of fattening cattle, his sheep grazing in a pasture near by, and then, as we were about to go, he turned and leaning upon the gate his eyes went out

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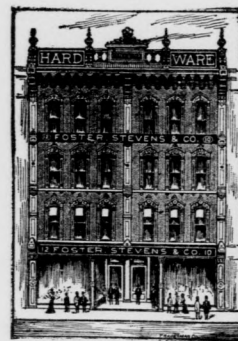
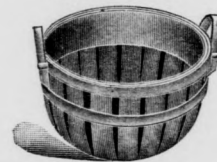
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again over the fields where every foot had felt his tread. Men were plowing for corn. The air was fragrant with perfume from the blossoming fruit trees he had planted, and then turning to me, with eyes full of shining memories that I could not read, he said: "Do you wonder that this is the most loved spot on earth to me?"

There are no friends like the old friends
World wander as we may,
The heart grows young at the mystic
spell,
And love at its ebb takes a wonderful
swell

As we drink from memory's dear old well,
And live over our life's young day.

Governor Luce was a constant church attendant. He believed in the Christian religion and practiced its virtues. He had strong and abiding faith in a divine ever-present overruling Providence.

One thing I have yet omitted: The guiding star that led him on through life. How many times I have heard the sweet words from his own lips I can not tell, for tributes of love are not counted. His star was no brighter than a million others that illumine the sky, but his star was his Venus. It was the memory of a patient, loving Christian mother. To her he ascribed all that he was, to her he gave all the praise.

Such influence and such reflections are sweeter than fame. They are imperishable. They never die.

Governor Luce climbed the heights alone. He honored his calling. He honored his State and when he lay down to rest he was covered with the love and esteem of his countrymen.

We have not wings, we cannot soar,
But we have feet to scale and climb
By slow degrees, by more and more,
The cloudy summits of our time.

Milo Campbell.

Made a Good Trade.

Years ago when the stages used to stop at East Lebanon, N. H., the tavern was kept by Landlord Barns. One fall the landlord had just buried his wife, and the travelers pitied him. When the next fall came and one of the travelers arrived he said to the landlord: "I have pitied you all this year for losing your wife. It was a hard blow."

"I don't know about that," replied the landlord. "I married another woman with a boy big enough to work and \$500. I made a good trade."

Innocence that is advertised usually hides some iniquity.

Recent Trade Changes in the Hoosier State.

Crocker—J. M. Tennery & Co. have moved their stock of general merchandise to Wheeler.

Decatur—Gus Rosenthal has contracted for the sale of his clothing and furnishing stock.

Fort Wayne—The W. H. Davis Estate has sold out its cigar box manufacturing business.

Indianapolis—The capital stock of the Capital Rattan Co., which does a manufacturing business, has been increased to \$50,000.

Indianapolis—The cigar and news business formerly conducted by J. O. Warner, will be continued in future by Warner & Lamb.

Lafayette—The Shafor-Crum Co. has changed its name to the J. C. Shafer Grocery Co.

Mitchell—Emmett Brown is succeeded in the furniture business by Brown & West.

Royal Center—C. L. Bader & Co. will continue the general merchandise business formerly conducted by L. B. Beckley.

Seymour—The general merchandise business formerly conducted by Tormoheen & Kamman will be continued by the Gold Mine Store.

South Bend—The drug business formerly conducted by Reuben Fink will be continued in future under the style of the Economical Drug Store.

Columbia City—H. M. Bargstein, clothier and dealer in shoes and furnishings, has made an assignment.

Hobart—The stock of E. M. Pasow, dealer in general merchandise, is in the hands of a receiver.

Recent Business Changes in the Buckeye State.

Cincinnati—The Cincinnati Chocolate Co., which manufactured candy, has gone out of business.

Dayton—E. S. Cowen will continue the merchant tailoring business formerly conducted by DeBra & Cowen.

Dayton—Robert Geppert, dealer in groceries, meats and feed, is succeeded by Chas. Frey.

Metz—Fred Barber will continue the general store business formerly conducted by W. B. McGraw.

Lemoyne—H. H. Dennis, dealer in general merchandise, is dead.

Mount Orab—G. Moon & Son are succeeded in the sawmill business by G. V. Hughes.

Cleveland—Fineberg & Wolpaw, manufacturers of clothing, have dissolved partnership, Jacob Wolpaw continuing the business.

Newark—The Hoover Ball Co., which does a wholesale bicycle supply business, has increased its capital stock to \$100,000.

Springfield—Gordon & Son are succeeded in the grocery and meat business by J. A. Currie.

Trotwood—The Estate of Joseph Landes is succeeded by the Trotwood Lumber Co., which will deal in lumber, coal and builders' supplies.

Cleveland—Two judgments have been brought against the Buckeye Cereal Co., one for \$200 and the other for \$169.

Cleveland—A petition in bankruptcy has been filed by the creditors of Julius Kohn, dealer in dry goods and notions.

Dayton—Phillip Kemper, wholesaler of trimmings, has released a real estate mortgage for \$15,000.

Dayton—Phillip Reith, retail grocer and baker, has uttered a real estate mortgage for \$3,500.

Dayton—A chattel mortgage for \$850 has been uttered by Gus A. Sigritz, manufacturer of mineral water.

Defiance—The LaFave Arms Co., which manufactures guns, has uttered a chattel mortgage for \$2,850.

Manchester—A petition in bankruptcy has been filed by the creditors of A. Marks, clothier.

Toledo—The creditors of F. G. Collins, grocer and meat dealer, have filed a petition in bankruptcy.

The Care of the Typewriter.

One of the best means of keeping a machine in good order is never to use the eraser, or if it is necessary to make an occasional erasure, the carriage should be drawn to one side. This will prevent the shavings from dropping into the type mechanism of the machine. The rubber of the eraser is injurious to the machine for two reasons: First, one of the ingredients of the rubber is powdered glass or fine sharp sand, either of which is wearing on the machine; second, the rubber is dissolved by the oil on the machine, which enables it to work into the very finest parts, and then when it dries it hardens, thus giving a sluggish movement to the action of the machine.

We Can Help You

In getting beautiful and harmonious tints on your walls with

Alabastine
THE SANITARY WALL COATING

Write for sample card of handsome tints. Tell us just what work you have to do, and see how we can help you in getting beautiful effects. Alabastine is not a disease breeding hot or cold water glue kalsomine, not a covering stuck on with paste like wall paper, but a **natural cement rock base coating**. Anyone can apply it. Mix with cold water. Alabastine does not rub or scale. Destroys disease germs and vermin. No washing of walls after once applied. Buy only in packages properly labeled. "Hints on Decorating" and pretty wall and ceiling design **free**.

ALABASTINE CO.,

Grand Rapids, Mich.

New York City.

Horse Collars

We manufacture

A Large Line

of them

Write for

Special Collar Catalogue
and Prices

Brown & Sehler Co.

Grand Rapids, Mich.

Wholesale Only

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

Sort up Your Glass Stocks

It will pay you to order now. There was one advance on the 12th of this month and every tendency is toward "another jump" at the jobbers' meeting on June 27th.

Jobbers are Begging Manufacturers to get them Saleable Sizes

You know what a shortage of glass means. Be the one in your town who has the stock. Order now, and profit by it.

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

Bent Glass Factory, Kent and Newberry Sts.

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



Investigations in Refrigeration of Dairy Products.*

I know it is a disappointment to the members of your Association not to be able to hear an address from Major Henry E. Alvord, who spoke so interestingly to you last year. We all regret his untimely death and no one more than myself. He was a very able man with a broad knowledge of all that pertained to his work in the department. I think there is no question but that he was the best known American in dairy circles. His genial nature and kindheartedness endeared him to all with whom he was associated. When asked by one of your officers to appear before you to-day I felt that it might be out of place for me to attempt to give you the results of something I have had very little to do with, having been in the department only about a year. I consented, however, on condition that I would discuss the matter from the standpoint of an outsider and make suggestions from that point of view.

It may be well to give a brief review of the work of the Dairy Division relative to the refrigerating of dairy products before discussing the more recent investigations. In 1902-1903 our division carried on co-operative experiments with the New York and Wisconsin stations in the cold curing of cheese, the object being to study on a commercial scale under commercial conditions the influence of different temperatures upon the cheese during the curing process. About five and one-half tons were used in the experiment and all types of American cheese were obtained ranging from the firm typical Cheddar cheese, suitable for export, to the soft open bodied moist cheese intended for early consumption. Cheeses of different sizes were also included, their weight ranging from 12½ to 70 pounds. Three temperatures, namely, 40 deg., 50 deg. and 60 deg. were used. The commercial quality of the produce was determined by a jury of experts who were thoroughly in touch with the demands of the market. The advantages of curing cheese at a low temperature were very apparent and may be thus summarized: (1) The loss of moisture is less at low temperatures and therefore there is more cheese to sell. (2) The commercial quality of cheese cured at low temperatures is better and this results in giving cheese a high market value. The difference in quality was confined in most cases to flavor and texture, the color and finish being little or not at all affected in cheese that was in good condition at the beginning. (3) Cheese can be held a long time at low temperatures without impairment of quality. (4) The com-

*Paper read by C. B. Lane, Acting Chief of the Dairy Division, U. S. Department of Agriculture at convention American Warehousemen's Association.

mercial quality of cheese covered with paraffine was favorably influenced. The loss of moisture was greatly lessened and the cheese was perfectly clean and free from mold while all the cheeses not treated with paraffine were covered with mold. (5) By utilizing the combination of paraffining cheese and curing at low temperatures the greatest economy can be effected. The results suggest the idea that the time may come in the near future when cheese will be shipped to cold storage immediately after making. The curing of the cheese, then, instead of being the work of the cheesemaker, would become a branch of the warehouse business. The results are sufficient to warrant a considerable expenditure on the part of cheese producers in installing cold curing stations. The principle of increasing cost of equipment to lessen cost of production or augment gross earnings is recognized as a sound financial method by all large enterprises, and, while the expense involved is considerably more than is incurred under existing conditions, yet the advantages enumerated more than compensate for such expense when carried out under proper conditions.

Last winter we conducted an experiment in the storing of cheese as distinct from curing. This work was entirely new and I shall simply discuss the experiment in a general way. It was conducted with the view of making a trial to be followed by more extensive work later. The points tested were of more interest to the merchant, the purchaser and the holder of the cheese, while the experiments two years ago in curing cheese were more for the benefit of the maker. With this object in view 150 cheeses were collected in New York, weighing in the neighborhood of three tons, and distributed in rooms specially fitted and placed at our disposal for this purpose at temperatures of 40 deg., 34 deg. and 28 deg. and a few (to the surprise of all cheese merchants) placed at 5 deg. It was not expected that thorough freezing would improve the cheese, but we wanted to know the result even although we spoiled a few cheeses in securing it. The types of cheese used included ordinary Cheddar, flats and Young Americas. As in the experiments in the cold curing of cheese the influence of a range of temperature upon the quality as determined by flavor and texture scores was studied and data secured regarding the loss in weight which the different lots of cheese suffered at the different temperatures. I wish to say here that in this experiment we had no difficulty in holding the temperatures reasonably uniform throughout the test. At one temperature the greatest variation was 2 degrees. The effect of coating the cheese with paraffine was also noted. The results were in some respects quite similar to those secured in the cold curing experiment.

This is a matter of much practical importance and was very carefully studied. Opportunity was thus

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.

Butter

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

E. F. DUDLEY, Owosso, Mich.

afforded to compare the losses in weight at low temperatures with those commonly employed. This shrinkage results in a heavy tax to the producer, and any factor which reduces these losses increases thereby the total receipts from the milk produced. Aside from the temperature I may say the size and form of the cheese, protection of the external surface and the humidity of the air are factors which exert a more or less influence upon the rate at which a cheese loses its water content during storage.

The losses considered include only those which took place after the cheese reached the cold-storage room. As already stated, weighings were accurately made when the cheese went into storage, and for practical purposes it was deemed desirable to know losses which occurred at stated periods. The weights of a number of each style cheese were therefore determined at intervals of two months from October 12 to June 12, when the experiment ended. The loss of moisture is less at the low temperature in every case. Cheddar cheese stored at 28 deg. Fahrenheit decreased in weight in eight months 2.88 per cent., while that stored at 34 deg. Fahrenheit lost nearly twice as much and that stored at 40 deg. more than twice as much. This saving in a factory making 500 pounds of cheese daily or by a dealer handling that amount would average about 15 pounds of cheese per day, where 28 deg. were employed rather than 40 deg.

In this experiment different size and type of cheese were used and as would naturally be expected the smaller cheeses, "Young Americas," for example, lost more than the large Cheddars, and the range of loss between the highest and lowest temperatures was greater than was the case with the large cheeses and amounted to over five pounds in 100. By coating the Cheddars (weight 63 to 72 pounds) with melted paraffine the losses at 40 deg. were reduced more than one-third, at 34 deg. about three-quarters and at 28 deg. the losses observed on the paraffined cheese were less than one-half those noted on the unparaffined. The flats (weight 35 to 40 pounds) showed a still greater advantage from paraffining, while with the Young Americas (weight 10 pounds) three-quarters of the loss at 40 deg. was prevented by coating with paraffine, and two-thirds at 34 deg. and 28 deg. The cost of coating with paraffine is insignificant compared with the benefit secured.

The cheese stored at the three different temperatures, while varying a little in score, were all classed as finest and had the same commercial value except a few which were mottled. This was no fault in the storing or the temperature but in the cheese themselves. The temperatures of 28 deg. and 34 deg. gave the best general results commercially, while the 40 deg. temperature cheese scored a fraction higher in quality and texture at times, but had a great disadvantage in serious loss in weight

compared with the cheese at lower temperatures. All the cheese scored high, some reaching 99 1-3 after being stored eight months. The cheese that was paraffined when put in storage scored a fraction higher than the uncoated at times, but the difference was too slight to be of any practical importance. As paraffining greatly reduced the shrinkage the beneficial effect of the treatment is obvious. The rapid introduction of the method in commercial practice further attests its values. It should be added that very little mold appeared upon the paraffined cheese, and on some none at all, while the judges reported heavy mold upon the unparaffined, particularly where stored at low temperatures. The opinion of the committee storing the cheese was that it was not advisable to store cheese at low temperatures unless they were paraffined, as the mold affected their sale to considerable extent.

A number of cheeses were placed at a temperature of 5 deg. above zero as an experiment. Cheese men predicted that these would all fall to pieces when thawed out and be of no value commercially. I hoped to have one of these cheeses here today but found the last one had been disposed of. This in itself shows there was no trouble in getting rid of them. We had one or two cut in the office and all pronounced them good. The flavor was mild and delicate, but they showed a tendency to crumble, which would go against them commercially. Expert scorers rated them from 80 to 85 on a scale of 100 and reported some disintegration of the curd and poor texture. Of course there are degrees which cheese may be frozen; they may be caught "in transit" in a cold snap and partially frozen, but the cheese in this experiment were continued up to the bitter end. They commanded a lower price than cheeses not frozen and, all things considered, freezing was not practical. Commercial men won't handle cheeses in any quantity that have been frozen as they know it means a loss in dollars and cents.

There was one peculiarity about the cheese stored at 28 deg. which may be of interest. When examined at the close of the experiment it was found to be full of little white specks. The fact that this occurred in cheese held at a temperature below 32 deg. Fahrenheit would exclude the possibility of the specks being caused by bacteria or similar organisms. It is believed that they consisted of calcium phosphate mixed mechanically with such other material as may be dissolved in the cheese. When the cheese is made the phosphates are dissolved in the acid whey, but as the cheese ripens the water becomes alkaline and these salts are precipitated. In high temperature cheese the evaporation is rapid and the salts distribute uniformly. At low temperatures water tends to collect in small drops in the cavities, and on evaporation the calcium salts remain as white specks.

Storing cheese at low temperatures increases the amount of cheese to

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 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

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.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.



sell by preventing loss of moisture and covering with paraffine prevents molding and increases still more the yield of marketable cheese. This saving amounts to several dollars a ton.

The best temperature to hold butter in storage has been an open question with merchants and cold-storage men for some time. This was believed to be worthy of investigation by the Department of Agriculture and plans were perfected a year ago last October for an extensive experiment. Chicago was chosen for the work as this city offered the best storage facilities at that time for what we wanted, and further the Department had an inspector there well qualified to conduct the detail work of the experiment. The object of the investigation was to study the influence which a range of temperature exerts upon the quality of butter as determined by flavor and texture. Instructions were also given to note the loss in weight under the different conditions. The temperature of the various rooms were 30 deg., 20 deg., 10 deg. above zero, zero and 5 deg. below, the 30 deg. room being chosen as a check on the others since this temperature was known to be too high for a long period of storage. In order to secure butter of a uniform quality for the experiment special arrangement was made with a large creamery plant in the Middle West; 10,494 pounds of cream were gathered by rail in the usual way from nineteen stations, thoroughly mixed and placed into six vats, where it was pasteurized and churned, the butter secured amounting to something over one and three-fourths tons. This was packed in sixty-pound tubs and prepared for shipment. On reaching Chicago the butter was scored by experts, weighed and placed in storage at the temperatures indicated. Every precaution was taken from start to finish to have the entire lot uniform, and experts pronounced the different lots to be of the same flavor and texture in the minutest degree. The butter was given 92 points on a scale of 100. Each room was provided with a self-recording thermometer which was kept in close proximity to the butter. (Chart exhibited showing variations in temperature.) During the progress of the experiment the butter was scored six times. Two tubs of each lot were taken out at every test, weighed, scored and sold.

To give the results in a few words it may be said that the butter stored at 5 deg. scored better than that stored at other temperatures, having lost only four points in flavor after eight months and being still sweet and clean. The zero lot was noticeably aged at the second test and lost with each succeeding score, or 12 points in all. A fishy and bitter flavor developed after five months. The butter at 10 deg. lost quality rapidly at first, but later showed a better record, finishing with a score of 83 against 80 for the zero temperature. This also developed bad flavors. It was stored in a small room where there was less variation in temperature and also in a different ware-

house than the zero butter. Better conditions of humidity and ventilation may account for the better score. The lot stored at 20 deg. underwent rapid and constant deterioration from the start. At four months the butter was fishy and aged and at eight months had lost 19 points (17 in flavor). It was not supposed that the 30 deg. lot would keep well, this being used as a check temperature. The loss in quality was excessive and shows that a much lower temperature is needed for storage of butter for long periods. The loss in weight was insignificant and did not seem to bear any decided relation to temperature.

In general conclusion the data gathered from this experiment emphasize strongly the need of very cold temperature for the storage of butter. A modern cold storage house using mechanical refrigeration, where temperature of zero to 10 deg. below can be readily maintained, affords a minimum loss in quality and the question of shrinkage need scarcely be considered. Butter of clean, pleasant flavor, good firm body, carefully packed in bright, clean parchment lined tubs and stored at a temperature below zero is almost certain to retain its good qualities even for a period prolonged well beyond two-thirds of a year.

You warehousemen are sometimes given credit for things you are not responsible for. I refer to the "fishy" flavors in butter. This is a question of no small importance to the dealers and holders of butter. In talking with several in the butter trade they all agreed to the fact that the loss from fishy flavor is a very serious item. Goods bought and passed as extras and placed in cold storage come out with fishy flavor and have to be sold at a low figure. One very curious fact in this connection is that goods from the same factory will show the fishy flavor in only a portion of the packages, while others will be perfectly free. If this condition prevails it is a serious problem and one that will cause great loss when the goods are put on the market for consumption. Scientists do not agree as to the cause of this trouble. One states that the fishy flavor of butter is caused by the bacterium *odium lactis* and that by inoculating a portion of milk with this bacterium fishy flavored butter was produced while the control portion of milk produced butter of good flavor. Also, by pasteurizing a portion of milk containing this germ butter of good flavor was produced while the control transmitted a fishy flavor. Our bacteriologist in the Department has set this same bacterium at work, but as yet it has given no fishy flavors. I wish to say, however, that we now have extensive experiments in progress to study this question. Different lots of butter made in the most careful manner and subjected to different treatments are now in storage in New York and we propose to make a thorough study of this question and determine, if possible, not only the cause but the remedy as well. I have already pointed out to you gentle-

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.

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.

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

Ten Reasons Why You Should Buy

Golden Horn Flour

Reason No. 7.—Mixed Carloads.

To the carload buyer of Flour or Feed we offer a better opportunity to secure mixed cars containing a variety than any other mill in the country. We will load straight or mixed cars of Spring or Winter Flour in all grades, Pure Rye Flour in three grades, Spring or Winter Bran, Middlings and Mixed Feed, White Middlings, Ground Feed and Red Dog Flour, and we pack in all kinds and sizes of packages. This is a great accommodation to the country dealer, and we cater to that class of trade.

Isn't this a good reason?

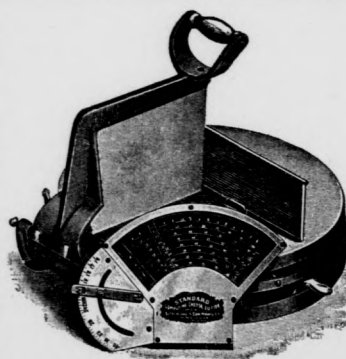
Manufactured by

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

Distributed by

Roy Baker, Grand Rapids, Mich.

Special Prices on Car Load Lots



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

The Standard Computing Cheese Cutter

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

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

men that in our butter experiment in Chicago that stored at a temperature below zero developed no fishy flavor. Here, then, is one way in which you can help the butter industry and yourselves at the same time, namely, by supplying low temperatures and studying how you can do this at a minimum cost. You can help the cheese man to sell 100 pounds of cheese where he was only able to sell 95 pounds before. All these experiments show the great benefits that may come through co-operation, and they mean much to the dairy industry as a whole if you warehousemen can guarantee to store butter and cheese for eight months or a year with practically no loss. In the experiments outlined you gentlemen have been of much aid to us; at the same time we believe the results of our work will be of some assistance to you. Through such co-operation many of the problems in refrigeration presented by the various industries in the future may be solved.

Cheerful Debtor Writes Creditor Unique Letter.

A prominent business house placed a past due account in the hands of a collector, who, in response to a request for settlement, received the following letter in reply:

"My Dear Sir—Absence from the city prevented my writing in answer to yours of a recent date.

"It will be utterly impossible for me to settle the claim you mention at present, for the simple but good reason—I haven't it.

"I lost every penny I had in the world, and considerable I had in the future, in a theatrical venture last September. Up to the present time I have not recovered from the shock.

"I think if you lay this fact before your clients they will not advise you to proceed harshly against me. From their past experience with my modes of procedure in days gone by I do not think they can recall any suspicious mannerisms which could lead them to suppose I am a debt dodger.

"I have simply been initiated into the Lodge of Sorrow, Hard Luck Chapter, Dam-fool Division No. 69.

"My picture, hanging crape laden on the walls of the Hall of Fame, bears the legend, 'Sucker No. 33,876-494.'

"My motto is briefly: 'I would if I could; but I haven't, so I can't.'

"Fortune may smile, however; up to the present writing it has given me the laugh. I have hopes.

"Directly I am in a position even remotely suggesting opulence, I assure you your balance will receive my prompt attention."

Falling Off in Pea Pack.

An authority on canned goods makes the following prediction: "The American pea pack will not be as large as in 1904, which broke all records for this vegetable, the total output being estimated at the close at three and a half million cases. The pack of corn and tomatoes will also be reduced, more or less, as compared with last season, unless the crops are extraordinarily large."

Western Pea Crop Prospects.

Chicago, June 20—The excessive rainfall has not only materially damaged the planted portion of the crop, but has delayed seeding and some of the largest packers in Wisconsin still have a fair percentage of their acreage yet to plant, so that unless the ground dries very soon it is possible that a portion of Wisconsin's contemplated acreage will not be seeded at all. The effect of all this will necessarily be manifested in the net results of the season's operations, although the extent to which the output will be affected is beyond the ability of anybody to accurately forecast. The crop at several points has been pretty badly injured, and the pack, therefore, will be more or less affected, and that is about all that anyone can say at this time.

Power of Will.

Dr. Henry van Dyke, in speaking of valuable attributes, classifies them thus:

"Will is something, environment is something, and so is heredity, but we classify them unfairly. The usual order is heredity, environment, will; a more effective arrangement would be will, environment, heredity. Will very large, with a sword of discipline to drill the influences of temperament and heredity to a manual of its own. The old-fashioned idea of social correctness was self-restraint, which is the first embodiment of will. The easiest thing to be is a savage, but it is not the best."

Official Changes in Northwestern Yeast Co.

On account of the death of Edgar A. Hill, President of the Northwestern Yeast Co., B. M. Hair has been promoted from the position of Secretary and Treasurer to President and Chas. B. Hill, who has been Assistant General Manager, has become Secretary and Treasurer and General Manager. Both Mr. Hair and Mr. Hill have been with the company many years and are thoroughly conversant with every feature and detail of the business.

45 Highest Awards
in Europe & America

Walter Baker & Co.'s



TRADE-MARK

COCOA
—AND—
CHOCOLATE

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

GRAND PRIZE

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

Walter Baker & Co. Ltd.

DORCHESTER, MASS.

Established 1780



Finest Toast in the World

A Health Food sold at moderate price

Sold in barrels and cartons

See quotations in Grocery Price Current

Manufactured only by

DUTCH RUSK COMPANY
HOLLAND, MICH.



That
"Chesty"
Feeling

really becomes a man who smokes an

S. C. W. Cigar

It's one to be proud of. Its flavor, its size, its shape, its "makeup" of fine, well-cured Havana and Sumatra tobaccos, its manufacture and its price—all appeal to the man who gauges his smoking by well-tested knowledge. Price, 5 cents each.

TRY ONE NOW

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

Established 1872

Jennings Flavoring Extract Co.

Were the first to announce to the consuming public and the trade the great advantage the

Terpeneless Extract of Lemon

has over the (oil lemon and alcohol solution) so-called extract lemon which is not an extract but a spirits of lemon. The consumer now demands Jennings' Terpeneless Extract Lemon and the up-to-date grocer has the goods to deliver.

Order direct or through your jobber.

Jennings Manufacturing Co.

Sole Owners

Grand Rapids, Mich.





The Proper Thing in Vests for Men.

The vest has been undergoing many changes of late, all sorts of more or less eccentric styles in make and cut having been introduced, while the extraordinary popularity of the fancy vest during recent seasons has been responsible for many daring and some glaring illustrations of the possibilities of "adding a bit of brightness" to the somber monotony of the conventional style of dress.

For summer wear, however, there is no denying the popularity and appropriateness of the fancy vest. More often than not, this takes the form of a washable vest, and there are many manufacturers of this class of clothing who find a profitable business in catering to the demand for fancy washable vests alone. Other mills run the year around on fancy vestings made of fine striped, flowered or embroidered woolen or worsted goods. Fine, dainty effects in designs which will be harmonious with the accepted patterns of the high-class negligee shirts are quite the proper thing in vests. Many of the more exclusive trade buy their vestings by the yard and have the garments made up by the same tailor or haberdasher who does their shirts or who makes their clothes.

In the medium class trade there are enterprising retailers who offer two-piece suits for the midsummer trade and who equip each customer with a washable vest designed to go with the suit. As a business getter, perhaps, the idea is all right, but it is mentioned here merely to show the trend toward fancy vestings and how it may be taken advantage of by the clothier who keeps his ear to the ground.

This season washable vests made of brown, pearl gray and other suitable solid colors in a basket weave mercerized cotton cloth have been very popular among the cheaper men's furnishing stores. They cost at retail from \$1.50 to \$2.50, depending upon the quality of the cloth and the make-up.

In higher-priced lines the khaki vest, the chambray vest, and the fine French madras are all popular in the washable lines, and some of these creations of the art sartorial are illustrative of the lengths to which the craze has gone if the matter of price alone is considered. From \$5 to \$8 is no uncommon price, and there are a number of fancy vest makers who demand even more.

The chief feature of almost all the present styles is the cutaway bottom. The vests are measured a little longer in front and the front edge is slanted off from the bottom button. A no-collar vest is popular and a high-class model we have seen illustrates the above idea. There are five buttons, the bottom one being about an inch below the actual waist line; below this the fronts are cut off to form a

point. The pockets are seated with a plain cloth instead of being finished with a welt.

A single-breast step collar is also in good style, the general characteristics being the same as the one described above, save that the pockets are finished with a welt and the step collar is laid on. A double-breasted vest of the no-collar pattern is cut in the throat to fit tightly, and there is an overlap of $3\frac{1}{2}$ inches at the top, while the bottom is cut away to button one. Patch pockets with flaps are also features of this vest.

The very latest development of the ultra-fashionable vest is called the skirted vest. It has a seam across the waist line, the object being to give more spring on the bottom edge and to insure a close fit to the waist. The bottom of the skirt is cut away in front, and, in some instances, the skirt is cut slightly on the bias. This vest is usually finished with flap pockets and the fronts and pocket flaps are double stitched or bound with braid or melton.

Stork Swiftest of Birds.

There are certain species of ducks that are given the credit by naturalists of being the fleetest of winged creatures. Recently, however, it has been ascertained that the learned men were in error, and the stork is found to outstrip by far all denizens of the air in speed. After an exhaustive survey of the field it is now declared that no living thing, not even a scared jack rabbit, can travel with the speed displayed by such birds as the stork and the Northern blue-throat. Not only do these birds fly with a speed that can hardly be conceived, but they keep up their rapid flight for 1,000 or 2,000 miles at a stretch without apparently tiring.

Evidence has been collected recently which shows that the bluethroat flies from Central Africa to the shores of the North Sea, a distance of 1,600 miles, in less than a day and a night, and making it, moreover, in one uninterrupted flight.

The storks which spend their summers in Austria-Hungary and their winters in India and Central Africa are also marvelous travelers and make their journeys twice a year in unbroken flight each time. From Budapest, in Hungary, to Lahore, in India, is 2,400 miles in an air line, and the storks make the journey in twenty-four hours, thus traveling at the rate of 100 miles an hour for the whole distance. The storks which spend the summer in Central Europe and winter in Central Africa travel with the same rapidity.

Reflections of a Bachelor.

It is surprising the way your wife will let you have your own way when it is hers.

The average man would be content to forego more pleasure if he could have less pain.

Women are very good card players, considering what good conversationalists they are at the same time.

A woman imagines she would be very girlish-looking if she weren't so untruthful about the way she dresses.

A FEW REASONS

WHY WE MANUFACTURE THE LARGEST LINE OF

MACKINAW, COVERT, DUCK, KERSEY AND CORDUROY COATS

IN THE WORLD.

6 INCH STORM COLLAR

SHOULDER PAD

LEATHER BUTTONHOLES

UPPER SIDE POCKET

LOWER SIDE POCKET

EXTENSION SLEEVE

12 INCH 10-OZ. JEAN FACING

COLLAR LINING 10-OZ. JEAN

12 INCH 10-OZ. JEAN FACING

32 INCHES LONG

PIPED BACK SEAM

PIPED BACK SEAM

THE IDEAL CLOTHING CO.

TWO FACTORIES

WHOLESALE MANUFACTURERS.

GRAND RAPIDS, MICH

New Things in Neckwear for Fall and Winter.

Conditions for autumn have crystallized sufficiently to enable an intelligent estimate of the situation. While four-in-hands are still to be broad, the $2\frac{1}{2}$ inch width will be accepted as the correct form, and anything beyond that is simply carrying a mode to its extreme. As a matter of fact, the soundest taste never endorsed excessively wide four-in-hands because they tie into clumsy knots and look disproportionate to the collar, unless it be one of those minstrel enormities. Two and a half inches is as wide as a four-in-hand can well be cut and at the same time look becoming. Inasmuch as the wing collars to be worn in autumn will probably be of conservative model, moderately wide four-in-hands are necessary to accompany them. The waistcoat opening, which is always an important item to consider, will probably be higher than during the spring, and thus very broad four-in-hands would be unsightly. The upper-class haberdashers of New York are giving countenance to the $2\frac{1}{2}$ inch four-in-hand, and are not favoring any measurement beyond that for the autumn season.

Those retailers who complain now and then that the cravat department does not yield its rightful share of profit should look for the fault in the buying and displaying of goods. It is absurd to expect the cravat department to be successful when it is habitually slighted in favor of shirts and other articles which seem to be more remunerative. Fine cravats have not lost one jot in favor, but they must be effectively displayed and pushed to the limit of possibilities. Special windows devoted entirely to cravats of a given weave or color have proved very fruitful. High-class goods always pay, and they lend besides a prestige that is valuable in the success of any shop, and which influences in turn every department.

Myrtle, wine, bordeaux, dark chocolate, indigo and dark grey are favored shades for autumn. Brown still clings, but it must be dark, and the same thing applies to grey, among which fog and smoke are notably smart. Bright red is a radical innovation and, in combination, looks undeniably tasteful. Plain dull grenadine grounds, which are really Radsmeres; veloute, a dull-finished satin; reps in conjunction with self-satin effects and soft-finished taffetas in dark shades are prominent in high-class autumn lines. The leaning of fashion in fine cravats is markedly toward subdued effects, which look rich by very reason of being subdued, and mere color showiness is as far as possible avoided. Wine shades are faithfully reproduced in all the delicate hues of the best known vintages and one particular line of wine shades is a veritable triumph of color-blending in a way hitherto impossible.

Broad ties and long batwings are factors in the demand for wear with wing collars. They are cut straight or graduated, 2 inches or $1\frac{3}{4}$ at the ends, and the batwings, $1\frac{3}{4}$ at the

ends and $1\frac{1}{4}$ in the center. The demand for ties for summer wear is growing by leaps and bounds, and in many shops the four-in-hand is very little ahead. Evening dress ties for autumn are fashioned of fine heavy linen, and still cut wide, 2 inches. Both plain and figured and corded effects are used. Evening jacket ties appear in new treatments, including black moire, with or without fringed ends. The evening jacket tie is no longer adjusted into a tight knot with flaring ends, but is arranged straight and broad, with practically no pinching in the center. Unlined evening jacket ties which preserve an aspect free from stiffness are preferred to the lined forms, which are clumsy to the fingers in the process of adjusting. Jacket ties are made chiefly in very plain silks.

Notwithstanding that spring and summer brought many lined and French seam four-in-hands, the best taste still countenances the folded-in four-in-hand or square as pre-eminently the correct form. It involves much apparent waste of material, but the nicest trade demands it and the best manufacturers are making up their four-in-hands that way. The folded-in four-in-hand ties into a softer, easier knot than either the lined or French seam article, and has, too, an individuality that well-dressed men prize. Ascots, as we said last month, are to be larger than ever, and will be adjusted so as to obtain a capacious, flowing effect. Open squares to be used as once-overs stand better than they did, although the open square was under a cloud during the spring because many retailers carried over considerable stocks from the holiday season.—Haberdasher.

One result of the prolonged strike in Troy and the incident disorder is the action of Cluett, Peabody & Co., one of the largest firms of collar, cuff and shirt manufacturers in the country. The firm has purchased a plant in Rochester and intends to begin operations there with 1,000 hands, to be increased eventually to 3,000 hands. Troy is likely to lose other concerns unless conditions there change for the better.

Some people only tell the truth when they want to shame the devil.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

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

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

Line of Union Made

Men's Clothing

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

Special Leaders

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

Write for Samples

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

Style Tendencies in Little Folks' Wearables.

The retail business of last month was disappointing, having fallen considerably behind in volume the business of the same month a year ago. The trade depreciation is attributed by merchants to the low mean temperature prevailing throughout the greater part of the month. The month opened with every indication of the business exceeding that of last year, but after the first week steadily dropped off. In the East conditions were worse than in the South and West, but in general the business of the month has not been up to the normal mark. As a result of this poor month at a time in the season when retailers should have been actively selling lightweight worsteds and woollens, the backward season leaves them with more of stock than it is desirable to have on hand at this time. At this writing retailers are attempting to force business by reducing prices.

There has been no seasonable business in wash goods, excepting with the stores doing an upper-class business, and their trade was done early. In the minds of some merchants there exists a doubt as to whether it is the unusually low temperature or some other undiscovered cause that is interrupting regular business. One of these men on the Monday of one week put 1,000 wash suits on sale, advertised the sale in his usual way, and on that Monday sold the entire lot, notwithstanding that the weather was cool and blustery. On the Monday following another lot of 1,300 suits of the same popular-priced quality was offered, and the day turned out warm and bright, yet only 100 suits were sold. It is experience like this that, have made dealers ask, "What's the matter with business?"

The fall season with clothing manufacturers continues to grow in all directions. Reports of more and larger orders than were booked a year ago continue to come in from the men who are still out completing their trips. In our last report it was stated that mercerized and cotton mixed worsteds were selling in goodly proportion. But since then it has been learned that there is a lively and insistent demand for these goods. Mention was made in that report of a large manufacturer who was encouraging his road force to push woollens, despite the demands they were receiving for mercerized cotton worsteds, and of his determination not to have any cotton mixtures of any sort in his line. Among the men out for this house was a member of the firm, and his experience on the mercerized cotton worsteds was the same as that of the others. He wrote to his partner that they could no longer hold out on their all-wool policy, and he advised the making up of another sample line of mercerized cotton worsteds and that these samples be rushed to the men then out, and with all celerity possible. The house got the samples out as soon as possible.

Another large manufacturer, who

had sent his men out with only pure worsted and woolen goods, using the latter to take the place of the mercerized mixtures, learned from the salesmen that they were losing considerable business by not having the latter, although their orders were very much larger than a year ago. This manufacturer immediately put in a supplementary line of low chevots and cotton mixed worsteds, getting out, in fact, an entirely new line of samples, which were at once forwarded to the salesmen, who are now going back over their route and selling the cotton worsteds to customers who want them.

The plain Norfolk jacket suit is proving a big seller everywhere. By the plain Norfolk is meant the double-breasted with detachable belt. This combination makes it possible for the retailer to sell this style either as a plain or belted garment. Double-breasted Norfolks are also large sellers.

While the sale of bloomers is more general than before, it is only in the Eastern district that the demand is largely for bloomers exclusively. The South and West still buy a goodly proportion of knee breeches.

In boys' overcoats the long garment made of staple and fancy cloths leads. This long or great coat is selling both with and without belt. One of the successes is a garment made long and full, single-breasted, with fly front, with a detachable belt in three parts, and which may be worn as a belted back or half belt, or a full belt encircling the waist. The back belt is fastened to a button at the side seams, and the two front parts of the belt are fastened to the same button and close in front with two buttons, so that the full belt may be worn tight or loose as the wearer may desire.

While the collars and lapels on all the great coats are broader than last year, some manufacturers have introduced the great coat, single and double-breasted, with storm collars.

Separate bloomers are in shepherd checks and combined with black belt and white negligee shirt, four-in-hand and fold collar complete the boy's summer outfit for city or country wear. The thought suggested by this combination of soft shirt and separate knickers is that retailers might find it advantageous to push separate garments as making a desirable and economical summer outfit for the youngsters, giving prominence to the idea by suitable window and department displays. This should not be undertaken until the weather becomes warm and settled—Apparel Gazette.

Inventing Not Considered a Gift of Genius.

While preconceived ideas rate the faculty for invention as a gift, expert opinion ranks it as a business. Evidence points to the fact that a gift in this direction alone makes a particularly unsuccessful and hopeless career, while without any special genius the qualities that are necessary to any other business can produce

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 1937. The founder of this business established 26 years. We still have a nice line of Spring and Summer goods to select from.

THE WILLIAM CONNOR CO.

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

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

The Unanimous Verdict

That the Long Distance Service of this Company is

Beyond Comparison

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

One System all the Way

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

Call Local Manager or address

Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids



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

successful and remunerative inventions.

The encouragement offered to inventors in America makes it a field for business endeavor worth the attention of the worker. Prof. Bell, who has had experience in both hemispheres, declares that the air of America is encouraging to inventors. "Appreciation," he says, "is an element of its success. Americans are not only quick to appreciate new inventions, but they are ready to back them with money."

"In Europe people are more conservative. They are well contented with the old and are unwilling to adopt new ideas. An Englishman or a Scotchman will be interested in your invention and admit that it may be all right, but will insist that somebody else try it first. In America the same invention not only finds someone who is quick to see its feasibility, but also someone who is looking for it. The atmosphere of success in this country is the inspiration which inventors need."

One of the practical instances of this kind of encouragement is in the Westinghouse business. Mr. Westinghouse not only employs men who are inventors, but takes in technical students with a view to developing ideas which they may possess. They are put to work so that they go through every branch of the factories, and all the time what they do is carefully watched. Every man among the thousands is expected to keep his brains alert and to suggest improvements when he sees them.

"If a young man is in charge of a bit of work for some time," says the head of one of these departments, "and can think of no better way of doing it than in the past, he is not much good to me. If my office boy has a suggestion to make, I'll weigh it well. I want him to think, and thinking will pay him."

Mr. Westinghouse himself is an illustration of the fact that invention above all things demands business faculty. His inventions are no happy hits. He works on the principle of finding out what the day after tomorrow will need and setting out to provide it. Some time ago, for instance, he saw that railway trucks must become bigger and bigger until the old spring buffer would be useless in keeping them together, for while springs might be had to take the impact of a loaded fifty ton car, they would be torn apart by the pull of the rebound. Here was a problem to solve. When the fifty ton cars came into common use the inventor had ready a friction draft gear not unlike a bluntly pointed shell in shape, which will absorb an enormous pressure to the square inch by yielding a few inches and will have a minimum recoil. This gear can not be supplied fast enough for the demand, and for the last two years an army of men has been kept busy turning them out. There are innumerable like instances in which Mr. Westinghouse has forestalled the demand.

Mr. Edison includes this principle in his advice to young inventors: "The first essential is to find out if

there is, or will be, a real need for the thing that you want to invent. The next is to be sure that it is practical. With the object of making quick money from his inventions the beginner would best devise some little thing which it costs but little to manufacture."

After this preliminary advice, the next given by Mr. Edison is to pursue the subject with ceaseless and untiring thought. To think without cessation as long as possible and, after brief intervals for rest, to get up and go at it again are the rules laid down for the first step in the process. After following it persistently, he declares, something is sure to develop itself.

In telling how he goes about inventing a contrivance, Mr. Edison says: "First, I find out if there is a real need for a thing. Then I attack it in every way that I can. This multiplied attack soon simmers down until I get what I call a composite idea, something which is a combination of all I have thought before, or else the one feasible idea which seems to discount all the rest. Having once got started on what I think is the right track, I keep the pace up until I think the goal is reached."

"There is one piece of advice I can give: When a man starts to invent let him do so with his mind free from all knowledge of what has been done in that particular field in which he is investigating. To read up what has been done by other inventors is almost certain to prove a snag in the path of the inventor. The best way is to keep the mind free from all knowledge of what has been done already in the same field. When you work in this manner you will often find that, while your own ideas are original, another's may be just as good up to a certain point. If you had read what he had written you would have been tempted to follow in his footsteps."

"I believe that any person, even of the most limited capacity, can become an inventor by sheer hard work. You can do almost anything if you keep at it long enough. Of course, the man with the natural aptitude would get there before the other, but the plodder eventually would gain his point. The constant brooding upon one thing is sure to develop new ideas about it. These, in turn, suggest others, and soon the complete idea stands out before you."

"Above all things, a man must not give up after he has outlined his plan of action. Of course, the question of natural aptitude enters into the matter, and without it no man can become a star; nevertheless it is an auxiliary attainment. Dogged perseverance is really the quality to be desired. In the arts, such as music, poetry, painting, and so forth, a special temperament is required, but in the workshop of science men of the sanguine kind come out ahead."

J. S. Anstead.

Lots of men think they are popular until they run for office.

Is not a diplomat one who knows when not to know anything?

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.



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.

Michigan Fire and Marine Insurance Company

Detroit
Michigan

Established 1881.

Cash Capital \$400,000.

Surplus to Policy Holders \$625,000.

Assets \$1,000,000.

Losses Paid 4,200,000.

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



The Art of Having One's Own Way.

The knowledge of how to have one's own way is something of an art and something of a science; that is, it contains an element of the instinctive, while some of its secrets may be taught and learned. It is a fine thing to have one's own way, and most persons are trying to accomplish it all through their lives. But no one has made a real success of it unless he or she can manage it in that consummate fashion which leaves the rest of the world unconscious of the achievement. To have your own way and yet to have done so without exciting either resentment or envy—this is something to be proud of.

Women like to have their own way quite as much as men do, but they are not always very wise in choosing their means. There are two types—the coaxing woman and the domineering woman. Each one has her own way for a time, but each fails in the end. The woman who tries to have her own way by wheedling and by a thousand graceful little arts is very successful in the beginning—especially with men. Men are soft-hearted creatures and they find it hard to resist the appealing look, the saucy pout, the voice of shy entreaty, the quivering lip and the eyes that grow dim with easy tears. But these things lose their effect after a very short time; and then they bore a man. He comes to recognize their insincerity. In the end they are apt to harden his heart, because of the suspicion which they excite that in the past he has been a fool in paying any attention to them. And then the smile seems only a grimace, the entreating voice a whine, and all the rest as false as artificial teeth and hair or a manufactured complexion.

As for the woman who dominates, who is sulky or violent or in other ways outrageous, she, too, has her own way—sometimes. We all of us give in where small things are concerned, because that is the line of least resistance, and we love our ease. But the domineering woman makes enemies on every side. The hand of every one is against her. All her friends, acquaintances, connections—even those of her own household—are secretly against her and conspire to thwart her in a hundred ways. Whenever she is disappointed or humiliated, there is a general joy; and she must at last be put down and find her domination at an end. The Mrs. Proudie of this world carries things with so high a hand that at last even the meekest of their victims turn and rend them.

The real secret of having one's own way is contained in the ability to take things for granted and to know just when things may be so taken. First of all, you must lay

to your heart the great truth that very few persons really know their own minds. If you propose some course of action to an individual and give him time to think it over, he will, of course, ultimately decide that he either will or will not do what you may ask. Then, perhaps, he will be very obstinate in clinging fast to his decision. But the mistake you made was in asking him at all. If you had not asked him but had just assumed quietly that he was going to do as you wished, then it is ten chances to one that he would never have thought of doing anything else. Hence, you should not give him time to think things over and thus possibly range himself against you. You should take assent for granted and act precisely as though it had been given. For at the moment when an idea occurs to most men they are wholly neutral or indifferent, and intellectually uncertain. That is the moment when you must go ahead swiftly and quite as a matter of course. If you do it discreetly and with an instinct for the right way, the other person will never realize that he could have had a different choice, or that he even had any right to dispute your action. You have, in fact, made his mind up for him and it stays made up.

Of course, if you do this sort of thing in a manner which suggests a challenge, or even any consciousness that you are really forcing him, you will fail, or at any rate have to go through some sort of a scene. But this is a question of savoir faire, and if you haven't that, you will never be able to have your own way, but will yourself be managed by some more clever person.

The psychology of this particular method lies in the fact that most persons really shirk responsibility. They will all do pretty well at anything if some one will only tell them just what it is that they ought to do. The world is full of accomplished performers on the second fiddle. They are not only born to be underlings, but in their heart of hearts the role of underling is the one which they prefer. Responsibility frightens them. To have to make up their minds and be answerable for consequences fills them with a very real dread. They distrust themselves. They can follow, but they fear to lead. Suppose something should go wrong! This is not cowardice. It is a sort of incompetence aware of its own weakness. And this mental habit extends to everything in life. If you know what you want, and swiftly take the lead, you can make others follow you, and follow you in the way which you select. Only now and then you will find the exceptional person whose will and purpose are as clear-cut as your own; and then you will recognize a kindred spirit with whom you can not do exactly as you please. Perhaps the best thing in that case is to make a graceful compromise.

Dorothy Dix.

The trouble with ignorance is that it seldom realizes its own blissfulness.

Facts in a Nutshell

BOUR'S

COFFEES

MAKE BUSINESS

WHY?

They Are Scientifically
PERFECT

129 Jefferson Avenue
Detroit, Mich.

113-115-117 Ontario Street
Toledo, Ohio

YEAST FOAM

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

PERFECT BREAD

Customer Lost Through Clerk's Ignorance of Stock.

Written for the Tradesman.

I can find no excuse for a store girl who does not know her stock. That is one of the things of prime importance; that is one of the things she is paid to know. If she does not the lack is painfully apparent when she least expects it, and as it engenders a feeling of suspicion in the mind of a customer, and consequently a dearth of confidence, the clerk should never betray ignorance along this line, even should she possess it.

In a big general store the other day I was once more (as so often in the past) brought face to face with this proposition; this is the experience I encountered:

I had been laying in my usual summer supply of small conveniences in the way of notions. What I selected came to almost \$2—\$1.87 was the amount, to be exact—which I'll warrant was larger than that received from the average patron of that department—and it is larger by just \$1.87 than that department will receive from me ever again while it is presided over by the careless clerk now employed to deal out those small articles. Perhaps I am unreasonable, but when, for cause, I take a dislike to a clerk I never wish to trade with that one more.

This time, among the things I purchased were eight or ten cards of safety pins. I wanted all sizes. The girl said they were out of the largest and the smallest. She rummaged around a little, pawing over several boxes in the immediate vicinity and not finding any of either extreme size. Soon she gave it up and I paid her and came away.

The next day I happened to be in the store for something else and as I went past the notion counter my eye lighted on two cubbies full of overflowing of the largest and smallest sizes of the other safety pins I wished.

Glad of the discovery, as the pins were of an improved make, I paused to see about them. The same young woman was there and I politely said to her:

"I was in here yesterday noon and got some pins like these," picking up a card and pointing to the particular fastening.

"Yes, I remember," she observed.

"And," I continued, "I wanted all the different sizes, and you said you were out of the largest and the smallest—here they are," and I indicated the two wooden compartments at the other end of the counter.

"Yes," she answered, noncommittally.

"Why didn't you get what I wanted yesterday?" I asked, beginning to feel a little nettled by her indifferent manner.

"Dunno—'spose I didn't see 'em," she answered, with a toss of her head.

"Isn't this your stock—aren't you here all the while?" I asked.

"Yes, it's my stock, I'm the head of it, I've had it for two years," she snapped, with a flash of black snaky eyes; "but," and she looked at me defiantly, "I don't know's that's any of your business."

"Perhaps not," I said, "only to this extent: That I can not find this sort of clasp anywhere else here (I'd seen these pins in Chicago and was pleased to find them in my home town), and I wanted quite a quantity of them and it appears that you did not care enough about the sale to find them for me. It seems to me you ought to have known these two large compartments at the other end of the counter held the sizes I wanted, if, as you say, you are at the head of this stock and have been for twenty-four months."

"Can't keep track of everything," she answered, with a don't-care air, and sauntered down the passageway behind the counter and, turning her back on me, began to whisper and mutter to her frowzy-headed neighbor at the next department.

They stood there tittering, with a glance thrown now and then in my direction.

What should I do? Ask the girl to wait on me for the remaining pins, finish my other shopping or go and report the girl?

Finally, as she made no move to return, I decided to leave her and hereafter send to a friend in Chicago for those special pins.

So I made no further effort to get waited on there and quietly walked over to the opposite counter, where the goods were for the rest of my trading.

The girl "for two years at the head of the notion department" furtively watched me leaving her section, and laughed yet louder with her companion.

I did nothing about the matter but sent over to Chicago for a dollar's worth of the large and small sizes of the new brand of pins, and that disagreeable treatment I received will end my trading at that girl's department. Eveline Rhine.

The under dog sometimes deserves all he gets.

The professional jollier has many admirers.

The Old National Bank

Grand Rapids, Mich.

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

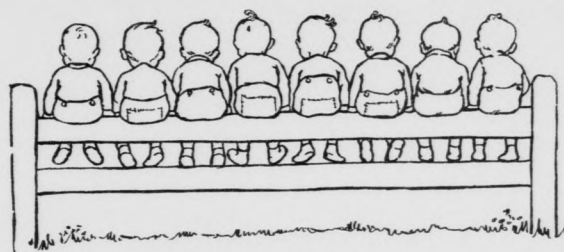
Blue Savings Books are the best issued.

Interest Compounded

Assets over Six Million Dollars

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

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

Quality===Uniformity



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

E. B. Millar & Co.
Chicago

Every Cake



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

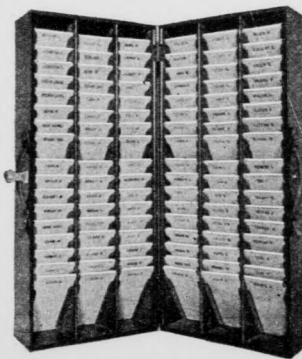
The Fleischmann Co.,

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

DO IT NOW

Investigate the

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

A. H. Morrill & Co.
105 Ottawa-St., Grand Rapids, Mich.
Both Phones 87.

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

Word of Advice To Young Husbands.

Written for the Tradesman.

Admitting that the course of true love never runs smooth, none will deny that the roses far outnumber the thorns. The dear light of romance casts a halo around the pathway of happy lovers, softening their misunderstandings and entirely obscuring their faults. Their mere existence is a joy and every day a taste of heaven. No more serious troubles confront them than the cruel separation of a few hours or days, and even then the time is spent in silent adoration of the absent one.

Theirs—they have determined—shall be an exceptional case. Nothing shall ever come between them, and when the curtain falls on the last act of the wooing their married life shall be one long courtship. How can people who love each other grow cold, indifferent and matter-of-fact? No suspicion enters their minds of the rude awakening which so often comes and reveals to the husband or wife a character totally different from the sweetheart of a few months before. The little deceptions—innocently made, perhaps—are all laid bare and they see each other in a true light. This particular moment is the time for each to understand that he or she has not married an angel and to resolve to be reasonable, happy in the new relation and at all times considerate.

The life of even the most fortunate contains disappointments, bitter trials and hours and days of heartache. The good Lord willed it so; sorrows must needs come. Let the young couple meet them hand in hand and bear them bravely. A sorrow met in this manner will but bind them closer together.

All trials, however, are not heaven-sent. Many are born in the imagination and nursed in the heart until the burden is unbearable. First, and above all, let the cardinal rule of the home be, "No misunderstandings." Friends are estranged, hearts are broken, the whole current of a life is changed because of mere misunderstandings. There is no excuse for such a situation between husband and wife. A full, free confidence will smooth the way and brush aside little troubles that if left to themselves will rival Jonah's gourd in rapid growth.

One mistake young husbands are prone to make is the keeping of all matters of business from their wives; often through kindly intent, no doubt, but it is the first ripple, and ends in roaring billows. No bright, intelligent woman can be satisfied with such a condition; there is bound to be a feeling of rebellion in her heart. Can it be a lack of trust that causes her husband to keep her in ignorance of his business dealings, plans and prospects? Does he think she can not grasp and understand business problems? Or can it be true he is financially embarrassed and wishes to keep the unwelcome news from her as long as possible? These and countless other troublesome questions will rankle in the mind of the thoughtful woman. Ignorance is not bliss but, on the contrary, positively distressing and usually disastrous.

My dear Mr. Young Husband, treat your wife as your equal intellectually as well as socially. Any enterprise founded on false principles will not succeed; its failure is only a question of time. The marriage relation is no exception to this rule—the happiness of the home depends largely on the mutual understanding and full sympathy of the partners. It does not rob the relationship of its romance to realize that there is a strictly practical side to the union which can not be ignored. Let there be no "silent partner" in the firm. It will be to your advantage in every respect to trust your wife implicitly with all that concerns you. Marriage is a practical affair which only true confiding love can render congenial and happy. It should be looked upon as a lifelong partnership. Your interests and your wife's are identical. Your success is her joy, your failure her disappointment. From the first day you claim her as your own take her into your full confidence in all matters of business. Talk over with her all your hopes—anticipations. Let her understand your business circumstances, your income. Advise together. Look into the future with a loving belief in each other. Often her opinions will prove invaluable and if you have chosen wisely you will always find her willing and glad to retrench when business is dull and the future looks threatening.

Many a marriage has proven unhappy simply because the wife failed to receive this confidence and lived year after year with no knowledge of whether the annual family-income was \$500, \$1,000 or \$5,000. Is it possible for a wife so situated to administer the affairs of her household judiciously? She may be as true as steel and believe herself economizing and saving for future rainy days, whereas she is unconsciously living far beyond her husband's ability to pay.

Or the reverse may be true. In many cases the wife and mother overworks and deprives herself and children of many comforts and pleasures they should have, she fearing they can not afford them. Meanwhile business prospers, investments increase in value and the bank account swells rapidly. If the time ever comes when the well-to-do or wealthy husband and father makes his prosperity known to his loved(?) ones the faithful helpmeet is worn out—old beyond her years—and the birdlings are ready to leave the home-nest. What a fatal mistake has been made! The home has been but half a home and it is too late to make amends.

Cases of this kind are by no means rare, but one is prominent in the mind of the writer: A high-spirited, ambitious woman married a man many years her senior. She left a home of love and plenty, but his promises of devotion made the future bright. He was true to his marriage vows with one exception: He considered all business matters strictly personal and private and kept his own counsels, with never a word as to success or failure. Many, many times did the young wife endeavor to win his confidence in such matters, but she was always met with rebuffs and refusals.

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—1 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.

July 4th

will soon be here and you want to be prepared. From now on the buying of fireworks will be heavy. Remember we carry a complete line of A. L. Due fireworks and if your stock needs sorting up we can ship on a moment's notice. We make a specialty of display assortments. Send us your orders.

Hanselman Candy Co.
Kalamazoo, 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.

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

Direct or pointed questions were answered in monosyllables and the wife could but feel that the husband considered her as prying into what was none of her business. As a result of such treatment, she never knew of her husband's change of partners, business speculations and investments except through strangers. How humiliating to a smart and self-respecting woman! Can love stand such a test year in, year out? It is too much to expect.

Accept in good faith the advice of one who has lived long and observed much. Start right, young husband, with your marriage partner and your life will be a joy, whether it be a financial success or not. Barbara.

Scheme for a Cozy Window Decoration.

Written for the Tradesman.

I read the window article on page 2 in last week's Tradesman, and was struck with the originality of the trim so graphically described by the writer. It must have entailed some work on the part of the windowman and his helper or helpers, for, although the materials drawn upon were all simple, and so common that anyone with ingenuity and patience could assemble and arrange them, still I suppose that very reason of the farm scene on "wash day" being so ordinary is one that would make it not exceptionally suggestible to one engaged in the work of making window space possess attractions for the public. Its very homeliness—and I might say its very home-iness—gave it a charm that caused hundreds to be irresistibly drawn to a near inspection of the window as a whole and to all the separate items that made up its entirety.

The introduction of the noble dog, the anxious mother hen and her chicks and the big black cat contentedly napping in the old-fashioned rocker was an especially happy hit, for, if there is one sort of thing more than another that will rivet people on the outside of a window's glass, it is the presence on the other side of some live animal or animals. The scheme was never known to fail.

But, if merchandise is not used most judiciously in conjunction with animals, so that the observer can not think of them without also recalling the goods displayed at the time, then such a window is a dismal failure so far as passing goods over the counter is concerned; it is only of avail to put the store's name in everybody's mouth—to make the store talked about as being one where "those cute little rabbits are in the window."

Of course, all publicity of an agreeable quality counts, but it is the thought of the goods themselves that must be suggested, and that so forcibly and yet so unobtrusively (now that sounds like a paradox, doesn't it?) that the beholder can't get away from the place and still has no very clear conception how this insistence is accomplished. He must be made to look at the goods without knowing why or how he is compelled to, anomalous as the proposition seems.

Naturally, such a "wash day" trim as dwelt upon last week is essentially different from one in which goods alone are utilized. In the latter display there is no chance nor cause for any concealment—the articles are, you might say, really thrown at the observer and he has no opportunity to get away from them, while, in a "wash day" or similar exhibit, merchandise is farthest from your thoughts when you look in the window. You must stop to see why everybody else is glued to the spot.

There is always this difference between an animal window and one depending for its interest only on things put there from the store's interior.

* * *

Here is an idea that might be effectively carried out, but it needs good big space. It's an ice cream parlor project:

Procure an ice cream table and four chairs, at which seat four lady dummies appropriately dressed in street attire. One dummy could be the gray-haired mother of the others. She should be richly and dignifiedly gowned, as becomes materfamilias. One of the younger faced dummies could be clad in a stylish tailor-made suit of light-toned cloth, one girl could be attired in a dainty lace-bedeked dimity, all fluffy airiness, while the fourth might be a typical "summer girl" in a handsome embroidered white linen costume and an elegant tailor-made hat.

As in the farm spectacle the window floor could be entirely covered with greensward and all the accessories be on the summer-garden order. A dainty bouquet of carnations and asparagus fern, or of the wild cherry blossoms now to be found in the woods, should grace the center of the stand around which the dummy ladies are seated. The glasses in front of them should be of the very thinnest and clearest and the handles of the spoons poised in their hands should be of a unique and pretty pattern. Cotton batting, of the antiseptic kind, as that is so white and clean, may be pressed into the glasses to represent the ice cream.

The two dummies in wool gowns should sit vis-a-vis and the "summer girl" must be the most conspicuously placed, as it goes without saying that she would be the most attractive of the quartette. Three of them should have their heads turned towards the other of their number as if listening to her little chit-chat.

Real branches of trees with artificial blossoms wired at close intervals—the sort put out by store fixture manufacturers—should be distributed profusely all around the three sides of the window and extend across the top, way over to the glass, so as to form a beautiful bower for Beauty itself; and two enormous Boston ferns, in big blue and white, bedragoned Japanese jardinières, resting on good-sized substantial "Mission" stands, could be placed in either corner of the background.

I never saw such a window, but think that it would prove a lodestone for the store attempting it.

H. E. R. S.

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.

MOSELEY BROS., GRAND RAPIDS, MICH.
Office and Warehouse 2nd Avenue and Hilton Street. Telephones, Citizens or Bell, 1217

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.

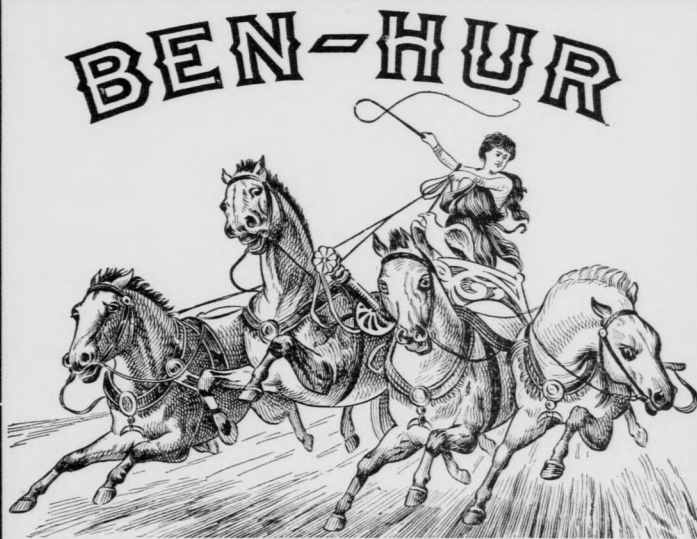
After All It is largely a question of demonstrating to the retailer that the jobber can fill orders promptly and completely, and that prices are with the market. A look at our stock and conveniences for shipping is convincing.

Send us your orders.

WORDEN GROCER COMPANY

Grand Rapids, Michigan

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



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

CLERKS' CORNER

Types of Clerks Found in the Average Store.

A retailer acquaintance once asked me if I wouldn't help him a week behind his counters during a time of particularly heavy trade. His best man was detained at home on account of sickness in the family and another clerk was taken suddenly sick, with the result that he was left short-handed at a time when he needed everybody and there was no one he knew he could get to fill the vacancies. As a matter of accommodation I agreed to help him afternoons for a week, and during that time I made close observations of what was going on among the clerks. The observations were no different than those made at former times, but they brought out many facts about clerking that I had lost sight of and which I know are to be observed in nine-tenths of the stores of the country. Let's talk about them.

These clerks didn't know anything about who I was, and their conversation was the freer on that account, as well as their actions. My first acquaintance was the ever-present clerk who was working in the store only temporarily, simply to keep things going until he had his plans fixed to launch a big business of his own, which was later explained to be a great cinch on the tea and coffee trade, combined with flavoring extracts, in which there was a fortune for every fellow who had the nerve to try. The fact was he had been working in the store two years already and had not yet been able to get his plans into the right kind of shape.

He reminded me of the story of the fellow who was accused of being a native of Missouri and denied the allegation on the plea that his parents once paid a visit to Missouri that lasted twenty years, and during that time he was born, but he was "no durned Missourian." This clerk was just sojourning in a dry goods store for the time being—which time might lengthen out to twenty years, but he didn't propose to have it known that he was making a permanent business of clerking for a living.

Don't you know other clerks who are similarly situated, and who are gifted with the disposition to tell all their affairs to the new acquaintances of an hour, with an accompanying expansion on the possibilities of what they expect to do a little later?

This clerk was also a composer of music—a songster, as it were. His name had never appeared on any of the fine productions in music, nor on any of the popular songs, but he had printed a few and could carry the business to an undoubtedly successful issue if he only took the notion that way. The thing that barred his spreading of ability for the good of the musical business in general was that there was no money in it, for, don't you know, the people who write

music seldom make anything out of it.

Neither were music and flavoring extracts his only intentions, for he had once been a window trimmer in a great department store and could go back to that line of employment at any time he chose and earn more money than he was receiving in his present position. In fact, he was being paid about four dollars a week more wages than anyone else who had occupied the position he held, so he said, and all of it on the strength of the fact that he was able to trim the windows. It was probably true, as he said, that he wouldn't work for any retailer for the wages that most clerks were getting; he must have good pay in order to be persuaded to work.

Altogether this clerk was a fellow whose present predicament was not of his choice and out of which he would pass at the earliest possible moment, but in the meantime he was necessarily inclined to be like the poor heathen in this story:

"The poor benighted Hindoo,

He does the best he kin do;

He sticks to his task from first to last

And for clothes he makes his skin do."

Don't you know clerks of just such make-up as the one recorded? Will you have to go a great ways to find one who contends that he is a bit out of his element, but that his present condition is only temporary—just sticking to his task for a few clothes and present necessary board? You might let him read this and then both of you think for a while on what I am trying to convey to you by the manner in which this record is made.

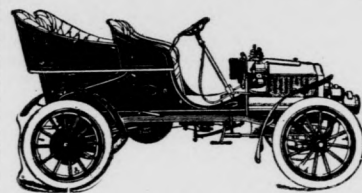
On the other side of the store was a maiden lady who had charge of hosiery and such things. I say "lady" because she would probably insist that

"woman" was not a sufficiently dignified appellation. Nominally she had charge of a section of the goods, but in reality she assumed charge of pretty much all there was on that side of the store, much to the disturbance of other clerks who thought they had a few rights not yet conveyed away from them.

This maiden lady was so well versed in all the business of herself and her neighboring clerks that nothing escaped her attention, and whenever it was possible she put in her opinions and deductions regarding the selling of all goods and the answering of all questions. She was a good stock-keeper and she was acquainted with the goods about her, which accounted very much for her retention as an employee. Despite the fact that she kept other clerks in a perturbed state of mind, she sold many goods.

Such a clerk will not be hard to find in any one of ninety out of a hundred stores the country over. Such a turmoil and disturbing of feelings of others is not an uncommon thing.

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

Make Your Own Gas

FROM GASOLINE

One quart lasts 18 hours, giving 100 candle power light in our

Brilliant Gas Lamps

Anyone can use them. Are better than Kerosene or Gas and can be run for less than half the expense; the average cost is

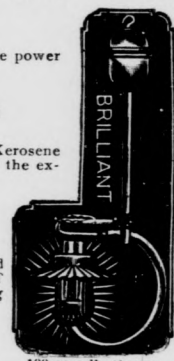
15 Cents a Month

Write for our M T Catalogue. It tells all about them and our systems. We call special attention to our Diamond Headlight Out Door Lamp that "WON'T BLOW OUT." Just right for lighting store fronts and make attractive signs.

Brilliant Gas Lamp Co.
42 State Street, Chicago.



600 Candle Power
Diamond Headlight
Out Door Lamp



100 Candle Power

IT WILL BE YOUR BEST CUSTOMERS,

or some slow dealer's
best ones, that call for

HAND SAPOLIO

Always supply it and you
will keep their good will.

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.

and the clerk who is so inclined falls into the habit of being a sub-boss and self-appointed monitor, simply through allowing herself to put herself into every deal, whether asked or not.

Maybe there is no such clerk in your store, and maybe you are not acquainted with such a character, but for the good of the business where you work and for the good will and good opinions of the clerks who are always about you, don't allow yourself to become a chronic disturber of things like the maiden lady in the store where I worked a little while for accommodation.

There was another clerk who was interesting because she was really bright and witty and able to make sales easily. She was not disturbed by the interferences of the maiden lady, and was always ready with a retort that silenced the interference of the other. She was so cute that she considered it legitimate to fool the boss on opportunity. Fair and square to his face, she took advantage when his back was turned—not advantages of the awfully bad kind, but little tricks to gain time or opportunity. In themselves those tricks were not bad, but their constant repetition, and the way they led to others, caused me to think that the cute clerk would sometime allow herself to attempt some advantage that would lead her into trouble.

It is not to be supposed that you know such a clerk, yet the time may come when you will run across such an individual and you will then take notice of the characteristics that have led me to think that the clerk named is liable to get into trouble some time in the future through carrying her funniness too far.

Before the week was over the head clerk made his appearance, and it was remarkable how he assumed the authority over things that had seemingly all gone wrong while he was absent. The bundle boy had to take a lecture, the youngest clerk had to have a few training admonitions, I had to be coldly requested to occupy a station a little farther down the store, the boss had to be consulted with very earnestly about seven times an hour, and things in general had to be rearranged and refitted.

The boss afterward told me that he was puzzled at the man from the fact that when invoice time came he was almost always sick, and when extra heavy trade was on hand he had some trouble at home that demanded his undivided attention. Yet it appeared, or the clerk attempted to make it appear, that the store got into a terribly bad state as soon as he was absent for a short time. The responsibility resting upon his shoulders was something big.

Is there any such clerk in your store, and if you were head clerk anywhere would you think of considering yourself such an important factor and necessary section of the business after the manner described? Probably not, but you might think about it.

Another clerk confided in me as to how difficult it was to keep neat

and well dressed when working in a dry goods store where one was compelled to handle so many dirty goods. One's hands get so dirty and one's finger nails never look nice. When the girls come around to borrow a fellow's nail file and then lose it, how is it possible to keep finger nails in shape? He thought he would have his monogram engraved on his watch because his initials made such a pretty monogram, and, then, you know it is the stylish thing to do. Long front hair continuously dropped down over his eyes, and when he was bending over goods he was compelled to keep his head tossing in order to see, but it being a stunning way to wear hair the inconvenience didn't matter. All these things had to be attended to, no matter if there was a needed renovating of stock, and no matter if some customer did have to wait a minute or two in order to allow the young man a chance to get fixed right.

Perhaps you haven't seen that sort of a clerk, but I have known a good many of them, and somehow they never seemed to be able to get above the limit of about seven dollars a week. If you know such a clerk wouldn't it be a good deed for the business and a merciful awakening for the clerk just to put him wise as to what sort of a course he is mapping out for himself? It might help him to raise his usefulness and the boss to raise his salary, in which case he will have less use for nail files and spend less time studying the beauty of monograms.

The types of clerks I found in that store are good examples, and there is not a bit of doubt but that this article will fall under the eyes of some who are inclined in the directions named. To be able to know one's faults and correct them is something that is not given to many of us, and that is why we should find the great value in the joggings of others when they say something that applies to our personal characteristics.—Drygoodsman.

Wanted To Be Let Alone.

"What's the matter, old man?" he said, as they met the next morning. "You look blue."

"I feel blue."

"But last night you were the jolliest member of our party."

"I felt jolly."

"You acted like a boy just let out of school."

"I felt like one."

"You said that your wife had gone away for the first time in three years, and there wasn't anyone to say a word if you went home and kicked over the hall clock."

"I remember it."

"You said that if you stayed out until 4 o'clock there was no one to look at you reproachfully and sigh and make you feel mean."

"Yes; and I stayed out until 4 o'clock, didn't I?"

"You certainly did."

"And I gave a warwhoop on the front doorstep."

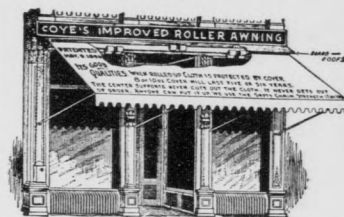
"Yes; and you sang a verse from a comic opera song, and tried to dance a jig."

"Yes; and my wife missed that train. Now, please go away and let me alone."

Keep out of the frying pan and you won't get into the fire.

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.

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.

ESTABLISHED 1852

GILLETT'S DOUBLE STRENGTH Flavoring Extracts

Absolutely Pure

Full Measure

Full Strength

Full Value

E. W. GILLETT CO., LTD.

CHICAGO

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Golden Essence of Corn

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

Karo

CORN SYRUP

The Great Spread for Daily Bread.

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

CORN PRODUCTS CO., New York and Chicago

MISTAKES OF CLERKS.

Admit Your Error When You Are Wrong.

To be always right is impossible. But to be sometimes wrong and gracefully allow people to know that you are willing to admit the wrong makes the doing of duties all the easier. To graciously admit error, to pleasantly correct it, to send away customer satisfied and pleased, rather than mollified and displeased, is far better business than to stoutly stick up for your side of the case, and compelling the customer to admit that you are right and she is wrong.

Here is a case in point which will serve as a good illustration of error that should have been corrected, but which was not corrected by the clerk; and in which the clerk considered himself triumphant. A woman came into the store with a sample of pique which she desired to match. For the use intended, a light weight was desired. The sample had been obtained by another member of the family from a piece priced at 25 cents.

The woman handed the sample to a clerk—the head clerk of the store—and asked to see the piece. He pulled out a piece with the same width of cord and asked her, "How many yards?" She asked the price and was told 35 cents. She hesitated, but not being sure that she had understood the price right at home, she asked if the sample and piece matched. An affirmative reply caused her to request three yards. She paid the clerk the correct amount and he neither returned the sample nor gave her the usual duplicate check.

When she reached home she discovered that the goods was heavier and more expensive than intended. The next morning she returned to the store, explained to the clerk that the goods of which she had obtained a sample and which she desired was 25 cent goods; that the piece he had cut for her was heavier and cost more. She rightfully asked him to exchange for a like amount of a cheaper piece. He asked her for her check, and she replied that he had given her none and also that he had not returned to her the sample she had brought.

He stated to her that it was not the custom of the store to make such exchanges, that he did not consider the fault his because he had showed her the piece and she had said she would take from it, and that she had an opportunity to observe for herself when the goods was shown her. He reiterated that it was not his fault that the wrong piece was cut. She replied that she considered it his fault in that he should know his stock well enough to match the samples obtained from it and that he should have shown her more than one piece if he was not positive of the match. Further, she said that she was not there to argue the matter with him, simply desiring to know whether or not he would exchange.

The clerk took her goods, laid it by the side of the piece from which it had been cut and told her that he had no cord of that width at 25 cents,

but did not show her the 25 cent quality in any width cord. She pointedly asked him if there was nothing in the store of that width cord at a quarter, to which he answered, "No." She knew that he was wrong, because of the explanation given her by the member of her family who had obtained the sample, yet she felt that he had the complete advantage of her and that he had lied to her in order to protect himself under the pretense of protecting the store.

Not disposed to argue longer, she asked him to wrap the goods again for her. She took the parcel, left the store and went to a rival establishment and purchased other goods that represented a profit far greater than the amount which might have been lost had the reasonably requested exchange been made. She knew he had lied, and she felt so uncomfortable in his presence that she could not trade more with him. There is also the very reasonable probability that she will hereafter trade but very little at that store, although she has nothing to record against any one but the obstinate clerk.

You say she might have been mistaken, or that the one who obtained the sample might have misunderstood the price. That might have been the case, but it was not, for I knew the stock and the clerk and know that the woman was right. Some women would have insisted and made a scene, but this customer would not do that for the 30 cents involved. For the saving of a possible 30 cents—although it is not likely that any loss would have been sustained through an exchange as asked—that clerk drove away from the store a trade which probably amounted yearly to easily a hundred dollars. Added to that should be the influence which the story will have upon other customers who may desire to do business at that store, and who will eventually hear something of the transaction.

On the other hand, the clerk considers, undoubtedly, that he has preserved the store from an imposition and that he has vindicated himself as a sharp dealer in goods. It is not improbable that he made the remark that there will be no more trouble from that customer asking for goods to be exchanged. There might have been some fault on the part of the woman in failing to be sure of the price before she left home, but that fault is not to be compared with the fact that the clerk did not know his goods, that he failed to return her the sample, that he gave no check for her money and that he deliberately lied to her about the goods in stock in order to protect himself.

The transaction on the part of the clerk was not good business in any sense of the word. He took snap judgment when he matched the goods, made deliberate error in not returning the sample to the customer and not giving her a check, as well as lying about the goods in stock. He gained his point and carried out his personal vindication under the belief that the customer was being fooled into his way of putting the case.

IF

"Gold Mine"

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

"Satisfaction or Money Back?"

Get a trial lot from

Clark-Jewell-Wells Co.

Our Wholesale Distributors

Grand Rapids, Mich.

and get the benefit of our extensive

Free Advertising

Proposition.

**Sheffield-King
Milling Co.**

Minneapolis, Minn.



Ceresota

Ceresota

Flour Troubles

The most troublesome troubles are flour troubles.

Get the "Ceresota" habit and your flour troubles are over.

Our years of experience in handling "Ceresota" has made us expert trouble menders.

When troubled or desirous of avoiding trouble use

Ceresota Flour**Judson Grocer Co., Grand Rapids, Mich.**

Distributors

If this clerk, whose case has been explained to you, had called the boss, the customer would have been more easily and readily satisfied; at least, she would have been aware of the view the head of the house took of the matter. The admission of a possible error by the clerk and the desire to make fair and reasonable correction would have cost the clerk far less in the sight of the boss than will be the case if the latter ever discovers the trouble for himself.

Be square with your employer and be square with your customers, always ready to admit and correct errors in the proper spirit, and you can not fail to vindicate and be square with yourself. And it's the easiest way.—Drygoods man.

Turn Over a New Leaf at the Bundle Counter.

Written for the Tradesman.

There is one subject I would like to see touched up more in the trade papers. It is highly important, and it is a matter that is slurred over in the stores to an astonishing degree. Either it is considered of little moment, or employers do not wish to go to the additional necessary expense, or employes perhaps do not carry out instructions of those over them.

I refer to the subject of the proper wrapping of parcels, both large and small.

My attention has again and again been drawn to the slovenly way in which parcels are wrapped up, both by those at the bundle counter and by clerks in their respective departments.

It is a great annoyance, at the best, to carry a package through the streets, or on the street car, especially if one has to transfer; and the annoyance is doubled if one has a long dress to preserve from the mud of the crossings and the expectoration on the sidewalk and on the car steps and platform, also inside the car, both in the aisle and where one sits.

(By the way, this great unsanitary nuisance of men spitting in public places has become almost unbearable to the clean-loving women of the land, and I, for one, am heart and soul with the movement going forward to make it a criminal offense for a person to commit this—you might call it deprecation!)

I reiterate that a shopping package is an unmitigated vexation, anyway, if carried by the purchaser and the least that can be done by those in charge is that bundles leave the store in proper condition. Many a time one is in imminent danger of losing out of a carelessly tied or twisted parcel such small articles as these: thread, tape, thimbles, pins and needles, ribbon, and the like. The person employed to do this work should see to it that each package that leaves the place could not come apart if carried in the hands a mile. When a customer receives such a parcel, his mind is relieved of the anxiety that it will come open, even if, on general principles, he dislikes to carry it around.

Now, as to the paper itself: Don't use a poor quality, and, if you must

have your advertisement printed on one side, don't put that side toward the public, for nobody wants to make a free sandwich-man of himself. Sometimes the ink rubs off on a person's bare hand—or, worse, on the glove—and an execration on the storekeeper is the result. The advertisement printed on a wrapper is seldom or never read by the one it is intended to reach, and, besides, if the printing is not placed so that "he who runs may read," it is then possible to soil delicate fabrics inside, which may be even worse than dirtying a nice glove. Use unprinted paper of tough fiber.

The general dealer might well go to the druggist for an example of dainty work in the wrapping of a parcel. The latter has difficult shapes to handle and yet what pleasing results he always accomplishes. You never see anything but extreme tidiness displayed in the envelopment of his parcels, and, too, often they are so small it would seem impossible to make a wrapper stay on them. The paper is rarely anything but a clean white or pretty shade of pink or blue, tied with the same or contrasting tint of twine, and you never see a woman ashamed to carry the apothecary's packages; indeed, she rather enjoys toting them around with her—they look so clean and attractive.

There's another thing the average dealer rarely considers: If a purchase—let us say a dress, coat, laces, ribbons, gloves, or anything else that would require care to keep it nice—be done up with a generous allowance of white or blue or pink tissue paper (preferably white, as that clashes with no color or shade) first, inside the box or paper used for a container, it really adds value to the merchandise, in the eyes of the customer. The jeweler wisely takes cognizance of this feminine characteristic and always sends his goods out in the daintiest of coverings. It's something like a woman's clothes—you can't, for the life of you, if you have any eyes in your head, help glancing at and admiring a prettily gowned woman, even should her features be plain.

So, Mr. Merchant, if you have never given this subject of neat and attractive parcels a serious thought, do, I beg of you, turn over a new leaf, even if far from the New Year's Day, and in the future have every package that leaves your place of business such an one as an elegant lady would delight to receive before her friends, if so it happened; and the added care and expense will be money in your pocket, for women are often moved to patronize a store if for no other reason than that it puts white tissue paper around its packets. Jean La Vigne.

A New York woman refused to tell her age to the census enumerator who called at her home. Her husband when he arrived endorsed her attitude. Only after being taken to court and threatened with imprisonment would the woman give the information desired.

It's all right to put whip and spurs to your brain if you bridle your tongue.

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

100.....\$3.00	400.....\$ 7.00
200..... 4.50	500..... 8.00
300..... 5.75	1,000..... 15.00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

Tradesman Company

Grand Rapids, Mich.

WINNING SUCCESS.

Good Advice Handed Out by a Multimillionaire.

"Work just as hard as you know how; never let up after you have made up your mind to achieve anything, but stick to it, through good fortune and bad, with a purpose that knows no swerving, and if you are the right kind of a young man to-day you have success before you."

This is the advice that James Oliver, multimillionaire, President of the plow manufacturing company that bears his name, who recently rounded out his fiftieth year in active business, hands out to the young man about to start in life.

"Work," he says, "is the one and only basis upon which any success worthy of the name can be built. Every success of any importance in this world is a monument to some man's hard work."

Mr. Oliver has a perfect right to speak with authority on the question of success. He has succeeded himself, succeeded in spite of more adversities and trials than come to the lot of most men, and he has come up from the bottom. So he knows full well what the upward climb means to those that attempt it, and he knows also the reward that hangs forth for those who make the climb. He is now 82 years old and still working. He began work at an age when most men are in school, and has been in the harness ever since. His whole life has been one of work, and, following along his own line of thought, the enterprise that bears his name, his success, is a monument to his hard work. And he says that anyone who will work can do what he has done.

The story of Mr. Oliver's rise from the bottom is well worthy the attention of all who are struggling with the problem of success. It is a story of painful struggling against odds, odds that looked as if they would swamp the ambitious manufacturer time and again, for years and years, and of a success that is as complete as it is well earned. There is a note of clear, sane hope and encouragement in the story.

In the beginning he started just as humbly as any one can hope to start in any day or age. His first "position" was as a chore boy on a farm at the princely salary of fifty cents a week. In ten weeks he had earned \$5 and felt rich, richer than he feels now when he master of millions. But his get-rich-quick career was to be short lived. His brother fell sick, and young James had to hand over the \$5 to help the family pay the doctor bill.

His second position was an advance over the first one. He was paid \$6 a month in this; nearly three times as much as in the first place, but he was still doing chores for a farmer. His prospects were not particularly bright at that stage of his career. He was but scantily educated, had no connections to which influence might be looked for, and he knew how to do but one thing—chores. But he was a good chore boy.

When he was 17 years of age he decided that farming, while pleasant enough as an occupation, was too narrow a sphere to hold the measure of success that he was ambitious to achieve. He looked around and secured another position, this time as a laborer in a little Indiana grist mill. His wages here were not any larger than the average laborer's are to-day, but after a year of work he had learned the mill business fairly well and had saved \$75 besides. Then he bought a house and lot—price \$775.

"I always looked upon this little venture, made when I was only 18 years old, as one of the important events of my life," says Mr. Oliver. "My pay at the mill was not any too large to feed and clothe myself on, but having put the \$75, which represented my entire capital, in as a first payment on \$775 worth of property, I was bound to get the remaining \$700 paid somehow. To do this I had to save every cent that was not actually needed for my support, and in doing this I acquired the habits of economy and frugality which always helped me in the years that followed. These two are habits that no young man who starts in on limited finances can afford to miss acquiring, and that is why that early real estate investment was of such importance to me."

How well the habits of frugality and economy helped Oliver then is shown by the fact that within a few years he had the house and lot paid for and money enough saved to justify him in marrying. His marriage he also regards as a most important step in his life, and urges the acquisition of a wife by the ambitious with the same insistence as he urges the habits before mentioned. "Get a wife," he says; and he does not believe that a man needs to have any great amount of money saved before he marries.

Soon after this he learned the molder's trade and started on the career that was to wind up as head of the greatest manufacturing enterprise in his line in the world. For two years he worked as a molder in the town where his plant now is. At the end of this time he had \$100 in cash, a home, a wife, and unlimited nerve and energy. He had decided that there was a good opening in this line. So he started making plows.

Fate turned the cold shoulder to him from the beginning. One hundred dollars does not last long after one has started a shop on no matter how small a scale. Young Oliver soon found himself badly broke. Also he woke up one morning and found that the St. Joseph River had found its way into his shop and swept away all his worldly belongings.

Others might have given up. Oliver borrowed money and went to work again. He became his own foundryman, blacksmith, office force and sales agent. He first worked making his own goods, then locked up shop and went on the road selling the plows he had manufactured. His trade began to grow and soon he had four men in the shop and four on the road as agents.

But the manner in which he ran

his business then left nothing for him after he had paid his help, and he set about to devise a cheaper method of manufacture without detracting from the quality of his product. It took years, this seeking, and it ended in nothing more or less than Oliver's invention, the chilled plow, and the great secret was solved. He could stay in the business and make money at it.

But this was not the end of the struggle, although the battle was half won. There were other reverses to be met and conquered, capital must be acquired for the introduction of the new invention, and the inevitable prejudice against anything new must be overcome. But the man who had the nerve to start in business on \$100 had the nerve to fight back when things went wrong. He stayed with the troubles that came to him just as closely as he stayed with his work, and never once did the troubles get the better of him.

Fifty years has he stayed with his work, and through these fifty years he has worked and made his success. Here is the way that he outlines for the young man to follow who would win success: "Be honest, first of all. A man may acquire a goodly share of this world's goods by dishonest methods, but his success will be short lived, unstable, and unsatisfactory. Be honorable always. Never sacrifice your conscience merely to gain wealth nor to deceive yourself into believing that the mere accumulation of money means success, for it does not. A man must live a good life and useful if he is to be called successful, no matter whether his wealth mounts up into fabulous figures or not.

"And then, possessing these qualities, a man must persevere. A young man to be successful in business must apply himself unswervingly to the work before him, no matter what that work may be. Unsteadiness and fickleness never can be made to harmonize with success. No matter how insignificant may be a young man's first position, he should do his work with the same care and faithfulness as he would were the position of great importance, for he must remember that these first positions are the training schools for the bigger ones that are to come.

"He must never become discouraged, no matter what he comes to face, and he must not sit down and bewail the lack of early advantages. Poverty is no handicap in the beginning. Rather it is a help, for too many advantages for the young man are apt to kill his ambition, and without ambition success is impossible. Anyone, if he will work hard and faithfully and be honest in all his life, will find that success is possible, for the poor boy's chances to-day are just as good as they ever were. The sickening doctrine of the pessimist who bewails the lack of opportunity to-day should never find a responsive echo in the breast of any American boy with a strong arm and a level head and who is earnest and persevering in his efforts."

When asked if he could duplicate his success to-day, starting out penni-

less as he did seventy years ago, Mr. Oliver says this, and it will pay young men who are actually making the start to-day to cut this out and paste it in their hats: "Yes, I believe I could, and gladly would I give all that I have in this world for the chance of changing these gray hairs of mine for the black of youth, and my condition to that of a struggling beginner, for the opportunities are still all about us, waiting for the right man to adopt them to his own uses.

"The idea that too many men have, that there is no chance for them in the world of to-day, that the chances of three score years and ten back were greater than they are now, is absurd. This world is ever a just world, if it is strict, and it always finds places for the young men who deserve them.

"A young man starting out in the world to-day should banish the diseased idea that there is no room for him. There is room and plenty of it for every young man, and the only trouble is that there are not enough capable men in the world to fill the places that are offered.

"I believe that every young man starting out in life to-day will sooner or later meet his opportunity and that his success or failure will depend upon his ability to see and grasp this opportunity when it comes. I repeat that the world offers as good opportunities to-day as it ever did for the man who will work, and it never offered anything really worth while to any one else." O. H. Oyen.

Hospitality in Old Kentucky.

A well-to-do Kentucky farmer once invited an acquaintance from a neighboring town to dine with him. The recipient of this courtesy was a man well known in that region for his general crankiness and his propensity to use his gun at the least evidence of what he considered an affront. The farmer, well aware of the touchiness of his guest, with whom, for business reasons, he desired to remain on good terms, always kept a wary eye on his visitor.

One afternoon the testy individual, in conversation with his host, remarked: "I can't account for the queer feelings and impulses that come over me at times. Do you know, the first time I took dinner here I had as much as I could do to master the impulse, when one of your sons made a certain remark, to whip out my gun and let go."

"Oh, don't worry about that," said the farmer, "I know all about your little failing in that line. My son Jake was standin' in the hallway just back of you with a shotgun. You did well to change your mind. At the first motion toward your hip pocket my son Jake had instructions to blow daylight through you!"

Edward Bok, after devoting much attention to the evils of tipping, seems to conclude that the practice can not be stopped, for he recommends that for restaurants there should be a standard tip of 10 per cent. upon the amount of the bill. Waiters would probably be satisfied with this as a minimum.

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 _____

TOO MUCH EDUCATION.

Glut of Educated Men Threatens the World.

A source of discontent which must soon be felt painfully in the United States is the education of the people above the recognized needs of education. Through the extraordinary emphasis given by our democracy to universal education more men and women are now trained, especially in the universities, than there is demand for. Not half of them are needed in the learned professions, or can make a livelihood through their learning. A large part are, accordingly, living in poverty, or drifting into "lower" occupations.

Many college graduates fill clerkships, teach in primary schools, and act as book agents or traveling salesmen, for which their education poorly qualifies them. The result is that, besides being disappointed in having to do such work, they are not successful in it.

The number of learned failures is alarming, and the discontent touches the top of society. Wealth is taking the lead in American life which learning once controlled, and the abler minds are not appreciated like those which can make money.

Traders have more power to-day than lawyers, clergymen or professors. A man is measured by what he can do more than by what he knows, and by what he can do in business rather than in discovery or authorship. The United States Senate is filled with millionaires who have no training in statesmanship any more than in scholarship. Eminent men speak contemptuously of the literary class. "Anybody can write," said a prominent butcher, "but it takes a great man to run a commercial business." And he thought his life more beneficial than the poet's or philosopher's, because he paid more men wages.

This excess in education is not in the over-education of any, but in the fact that too many are educated for the number of positions requiring education. When there were but few learned men, learned men were appreciated and in demand. Each one stood in the line of promotion, not only to fame but to fortune. He could make his reputation and his living by his learning. Now, however, there are too many to be so esteemed and employed. Half of them are useless, and the world's learning is mostly wasted. The rush to the universities by youth from the country and small towns, where there is little to interest them except education, aggravates the evil, since the plethora is mostly of inferior minds, incapable of taking on the best university training. When anybody can so easily be turned into a scholar an excess of scholars is inevitable.

There are but few things that a learned man can do which are thought congenial. He can put his learning to use only in the professions, literature, politics, and some few applications of science to the industrial arts. But these fields are limited and just now overcrowded. Applicants must wait to get in, and must take their

turn at work, working often but half time and for small wages. There is a general demand for more places instead of for more men to fill them. People are hunted who want talent, instead of those who have it, talent going begging for places instead of places for talent.

This condition has long prevailed in Germany, where the universities turn out so many that there is nothing for most of them to do. Men capable of managing a state are acting as tutors in private families or secretaries to corporations. Those who have wealth mostly do nothing, and so end their intellectual life where it should begin—at their graduation.

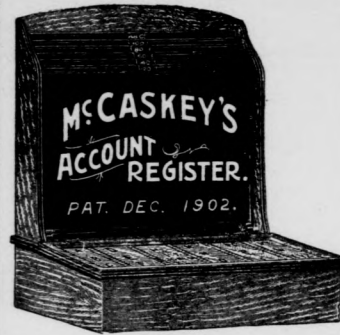
In Russia the evil is still more noticeable, where within twenty years the university graduates have so multiplied beyond the increase of agencies requiring them that they are mostly idle and in discontent. Many would start schools—not that the people may be educated, but that the educated may be employed. Too many are thinking for the amount of thought required in the present system, and the result threatens revolution. The top of society is not occupied with anything that the present state of society requires. A new condition is needed to give them a living. The learned are suffering as much as the working classes, it being harder for scholars to get employment than for artisans.

As this condition is being transferred to the United States, the need of a remedy becomes urgent. The question is becoming, not What shall we do with our ignorant? but What shall we do with our learned? Having planted universities in nearly all towns, we now have too many schools for the scholars, and too many scholars for the population. It has become so easy to become a great man that it is hard to find anything for great men to do.

The only remedy for this condition, besides a discontinuance of the agitation for collegiate training, is to sever education to a large extent from special forms of business, such as the learned professions, and train youth to be better men instead of better workers.

When there was so much to do in this country that all capacity had to be set to work, especially learned capacity, scholarship naturally became practical. It had to be applied, and it was accordingly useful, and went farther in beneficial results than in any other country. But now that it has done its pioneer work, so that but part of the scholars are needed, scholarship must find an end in itself, and be content with the enjoyment which culture brings, without looking to financial results. In England this is largely done, where many Oxonians care only for learned leisure, and enjoy their culture as they do their sports.

We have a limitless demand for men in other than learned work, where many of our scholars can find employment; so that they need not be idlers to the same extent as in England. Besides expanding the subjects on which learning may be spent,



Times Have Changed

You can not do business today in the same manner that your grandfather did 50 years ago and be successful. This is a day of **short cuts** and **quick action**. The busy merchant **can't afford** to spend his time posting accounts. He **doesn't have to!**

The McCaskey System

takes care of the accounts with only **one writing**.

It's up to the minute It's the **latest** improved system of totaling accounts. It's handling accounts in a scientific manner! It's as far ahead of old methods as the electric trolley is ahead of the horse car.

Your accounts can be protected from fire

Write for catalogue

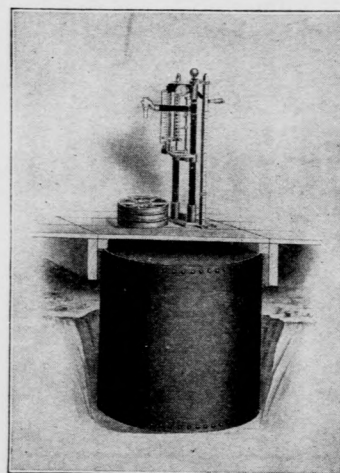
THE McCASKEY REGISTER CO.

ALLIANCE, OHIO

Mfrs. of the famous Multiplex Carbon Back Counter Pads; also Single Carbon and Folding Pads.

No Oil=Soaked Floor

Don't the floor about your oil tank make you "sick" when you see it? Did you ever figure out the profit you lost through this wasted oil? Don't you know that



OUR UNDER-THE-FLOOR OUTFIT

Is Especially Adapted for Use Where There is No Cellar. It Saves Valuable Floor Space

The Bowser

SELF-MEASURING

Oil Outfit

will save this oil, keep your floors neat and clean, reduce the danger of fire and pay for itself in a very short time? It will. We guarantee it. Write for full information. Ask for catalog "M"

S. F. Bowser & Company
Fort Wayne : : Indiana

as the industrial arts, where science is being more introduced, necessitating many scientific men, the learned can spend their leisure at books while giving their productive hours to commerce or farming.

Learning does not spoil one for any occupation. Besides improving most work, it may be enjoyed as mere culture. Scholars must learn to do something else than make their living at their learning. In times like the present they must accustom themselves to enjoy a life which is not highly intellectual. We can not have so many learned unless they do something that does not tax their learning. Working at one thing and enjoying their culture at another, they must often work without using their brains, as well as take pleasure without using them, as they do in riding, hunting, golf and dancing—an easy diversion, since one can spend but little of his time at learned work, even when favorably employed for it, and must give the rest to mental relaxation.

As we can not reduce the number of educated men, we must train them into new channels and get wider occupation for the brain. Common work must be held fit for scholars, and even for geniuses. Only thus can we absorb the plethora of scholarship in the next generation, when so many schools are in full blast and training is pursued at such high pressure. Austin Bierbower.

The Advantage of Studying Your Opportunities.

There are certain principles which work in the same manner in all branches of business. A business prospers, trade is increased, the field is widened or the business is at a standstill, then becomes smaller and finally dies or rots out. In order to make a business go it must grow. Large concerns are becoming larger, true in hardware as in dry goods, and just as true in the wholesale as in retail business.

Now, if this is true, the merchant who is in business to stay must realize that it becomes necessary to enlarge his trade. He realizes also that each year sees his profits cut down in some lines—competition from catalogue houses—from department stores—and from other sources—constantly are encroaching upon his field. New lines must therefore be looked into and added to the hardware stock. Those lines should be most carefully considered that come the nearest to hardware. Dry goods stores may successfully sell some kinds of hardware, but it would be a difficult matter for any hardware store to successfully handle dry goods.

Sporting goods is one of the lines which would come most easily to the hardware store—the business can be obtained by the hardwareman with very little effort.

There is a town in Central New York of about 1,800 population, where two hardware stores have the trade, about evenly divided. Both these merchants are constantly kicking about outside competition—the catalogue houses are shipping goods to that town every day—one jewelry

store and a drug store handle fishing tackle. A bicycle shop is doing a successful business in bicycle goods and sporting goods. Why? Because neither hardware merchant is alive to the opportunities of his business. One of these merchants is extremely unpopular—does not cater to his customers—and both dealers have joined as to prices, which certainly are considerably higher than the prices at which the same goods are retailed in neighboring towns, and, of course, on many items much above catalogue house prices. Thus much of the business goes out of town. Both of these dealers are in a rut—new goods are seldom stocked, are ordered from catalogue—and this much business is lost entirely. The town is in the midst of a good fishing country, but the only complete stock in this line is carried by the druggist. The baseball and sporting goods trade goes to the bicycle shop and to the book store—again because the hardware stores carry only a very limited line of these goods. A small, exclusive plumbing and furnace dealer has built up a good business in these lines, in five years, although both hardware stores make some pretense of carrying plumbing and heating goods.

Now, this well illustrates the trouble with many hardware merchants; if these two dealers looked more closely after the trade they, between them, could handle all the business in sporting goods, and do the plumbing and heating trade of this village. Having this business, which pays a good profit, would enable them to handle some of the other business on a closer margin and thus shut out the competition from catalogue houses. By so doing each of these dealers would be enabled to almost double their trade, and, by increasing the volume of business, they would be able to buy at lower prices, and would soon be drawing business from the surrounding country that would still more add to the profits.

All these lines come naturally in the hardware store, and many hardware dealers are making the same mistake as are these dealers above noted by carrying too small a variety and not making more of a bid for the business. By pursuing this policy they are not only losing good profits to be made on the lines in question, but also gradually letting other trade in hardware get away from them.—Hammernail in Hardware.

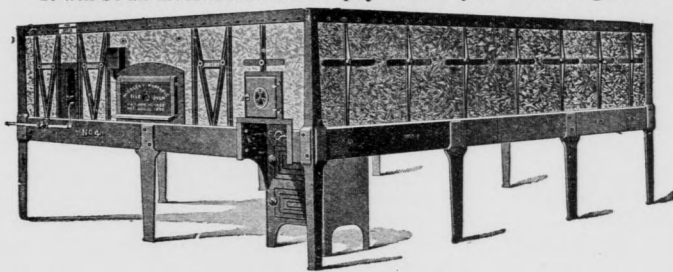
At the Lunch Counter.

Pretty waitress, tell me true,
Can't you get a move on you,
Can't you hurry up the cook,
Don't you see my hungry look?
Fair young maiden, on the square,
Why will you keep standing there,
Throwing smiles and red-hot air
At some "pie and coffee" guy?
And here I am about to die,
Just as hungry as a bear,
Yet you do not seem to care;
Pretty waitress, tell me true,
Can't you get a move on you?
Stand and buzz some would-be beau
And let a hungry luncher go,
Hungry, faint and worn with care,
And still you will keep standing there?
Ah, did you ask me what to bring?
Mercy, lass! Bring anything,
Just so you get it here to-day,
Before I really faint away.
Can't you hustle up a bit?
I'm just about to throw a fit.
Really feel in some respects
Just like passing in my checks.
Pretty waitress, tell me true,
Can't you get a move on you?
Myrt W. Brockway.

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.

Leading the World, as Usual

LIPTON'S CEYLON TEAS.



St. Louis Exposition, 1904, Awards

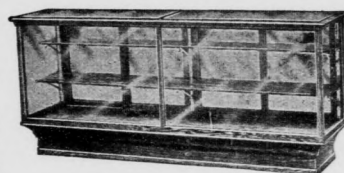
GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.

1 lb., ½ lb., ¼ lb. air-tight cans.



High-Grade Show Cases

The Result of Ten Years'
Experience in Show Case
Making

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

Grand Rapids Fixtures Co.

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

New York Office 724 Broadway

Boston Office 125 Summer Street

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

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known

Everywhere

No Talk Re-

quired to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER
Axle Grease

FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food



Knowledge of Anatomy of the Foot Is Indispensable.

A pair of "kick 'em offs" are all right for the house, when a man is too lazy or possessed of an unwieldy rotundity, to take the trouble of stooping to shed his footwear. But for the street this sort of foot covering is undesirable, because there are times when the things take a notion to part company with the feet, to the great annoyance of the wearer. These remarks are suggested by certain emergency cases in which a quick-put-off pair of shoes would have proved a blessing to their owner.

Numerous fatal accidents have been recorded in the past few years, caused by that fatal trap, the railroad frog, all of which might have been avoided by an easy-come-off shoe. The feet of these victims were held as in a vise, while the engine wheels cut off a foot or crushed out a life, on-lookers being powerless to aid.

Some one has suggested the invention of an automatic shoe that will drop off easily when a person is caught in one of these fatal snares. At first thought this seems a good idea—fully as important as an automatic switch. This sort of shoe may yet be devised and it will be a boon to switchmen and brakemen, who are beset with enough other dangers in their perilous occupation. The nearest approach to this style of shoe is the congress shoe, but even this, which would seem to be initiated to meet the need, is not a perfect safeguard. Most persons will ask: Why does not the entrapped man pull his foot out of the shoe with one supreme effort? If it be a congress shoe, by using the frog for a jack, or if it be a lace or button, by undoing the fastening as quickly as possible?

In most instances there is not time for manipulating laces or buttons before the train is upon the victim, who, if he has enough presence of mind, has thrown himself outward from the track and lost a foot only. It would seem then that the congress shoe should meet this emergency effectually. In many instances it does; but it cannot be relied upon absolutely, for the following reasons, of which many persons are ignorant:

The grip upon the foot, in these cases, is of a peculiar kind. To show this, place the side of one foot against an immovable upright object, and press the edge of the ball of the other shoe tightly against the heel of the first, just at the juncture of the sole and the upper. In this case you can draw off the congress shoe without stopping, and your foot is free. Now replace the shoe and press the ball of one foot against the other one as firmly as an iron rail is supposed to press, and at a point just above the top of the shoe quarter and there you are in a railroad frog. A heel would have to come off before the possibility

of release, unless the shoe happened to be near the point of the triangular iron forming the frog, in which case it would be just possible to drive it backward into the broader opening between the two rails, when the foot and shoe would be set free.

It will be seen, therefore, that there is no shoe that can be infallibly relied upon for this emergency. There are times, however, when the congress is the ne plus ultra for getting out of trouble at a moment's notice; and it is this special feature that recommends this shoe to the armless or one-armed man, who can neither lace nor button his own shoes.

Of all the foolish and harmful methods of trying to make sales, that of coercion is about the worst. Even supposing that now and again a timid and peaceful customer is bulldozed into buying something he doesn't want, he will shun that store thereafter as he would a pesthouse where danger is ever present. In waiting on a customer the salesman's efforts should be always of a considerate nature; at least, never more than mildly aggressive. The Baxter street style of coercion is distasteful to persons of refinement. Taking a man by the coat collar and forcing him into your store won't make a customer of him. One salesman in a large town, who resented the imputation of a would-be patron that the goods offered were too high priced for the quality, and who wound up by making a hospital patient of the complainant, would do better in some other occupation—say, as a recruiting officer, where no sales are endangered.

The foregoing incident may prove that men are sometimes harder to suit than women in footwear; and it should teach salesmen that they should be cautious about presuming too far upon the assumed indifference of masculine customers. At any rate, coercion in a shoe store is a suicidal business policy, because there are questions of style, material, price, and last, but not least, that of fit to be reckoned with. Any one of these factors, if neglected, will hurt your store and reputation more than it will the transient patron, because he can easily avoid resubmission to your treatment.

"Do I know anything about the anatomy of the foot?" replied a prosperous shoe dealer. "Well, I could hardly be ignorant of the form and variations of the members over which I have fitted shoes for so many years. But my knowledge in this line, like that of most shoe retailers, is of a superficial nature. I know the foot mostly from the outside, of course, as that is all I have to deal with. The names of the bones, their relation to each other, and all that, concern the last maker, I think." Just how far the shoe retailer should go into the subject of anatomy has always been a question and probably always will be. Some dealers contend that this is strictly the manufacturers' and the last makers' business, with which the sellers of single pairs of shoes have nothing to do. This is the extreme opinion. Others hold that the shoe

Wearing Quality



When you sell shoes you want to sell stylish shoes, comfortable shoes and more wear than your competitor.

Our trade mark on a shoe always guarantees to your customer more wearing quality.

We make a great many kinds of shoes. If our line is not on sale in your town it will pay you to see our samples and have our salesman make clear the special merits of our goods.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

TOP-ROUND \$3.50

No. 53. Always in Stock.



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

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

White-Dunham Shoe Co., Brockton, Mass.

W. J. Marshall, Detroit, Michigan Representative.

retailer, to be at his best, ought to know a good deal about the live, sensitive member which it is his daily business to squeeze into shoes. The writer has been always of the latter persuasion, and so are many of the most popular and prosperous men with whom he is acquainted in the retail trade.

Said one of the latter: "The popularity of a shoe dealer does not depend upon his knowledge of shoes and leather alone, nor of the latest styles, nor on his ability to fit every pair of feet.

"To be absolutely and permanently popular he must know something of the anatomy of the delicate and vulnerable member of the human frame. My! even the horse-shoer possesses (if he be a responsible man) enough 'horse sense' to know that unless he thoroughly understands the construction of the hoof—the line separating the callous substance from the foot itself—he would be but a bungler in his trade."

How much more important it is, then, that the fitter of human feet should know what is necessary to preserve them for usefulness, as well as to merely provide foot coverings. —Shoe Retailer.

Identifying Different Leathers a Hard Task.

To readily identify leather is a task that is beyond the ability of a great many shoemen. Many buyers rely entirely upon the word of the salesman, or the printing on the carton label, to know of what leather their shoes are made. While ability to readily distinguish between various leathers can come only from experience, yet by studying a rule of old-time tanners and persistently observing the goods that pass through their hands, shoe clerks in time become as skilled in identifying one leather from another as bank tellers are in distinguishing a good coin from a bad coin.

The rule, in brief, is this: The larger the animal the larger the fibre, and the coarser the grain of his pelt. That is, leather from a cow hide has a coarse fibre and coarse grain; leather from the calf, being a smaller animal, has a smaller fibre and a finer grain, and leather from kids and goats, being still smaller animals, have still smaller fibres and still finer grains. The beauty of the kid leather, by the way, is its closely knitted fibre and grain. The sheep is a small animal, but it is o woolly, not a hairy animal, and its grain shows the marks of the wool.

The shoeman who is not quite sure of the grain of the leather in the shoe which he is handling may rumple it up a little between his fingers. This will break the surface and bring out the grain. It will be noted that sheepskin leather will break in a sort of a flaky grain.

It would be a very difficult task to describe the various grains with sufficient clearness for the beginner to thoroughly understand, but a little self-educational scheme may be employed to good advantage by the student. For standards of study the

student may secure pieces of the staple leathers or shoes made from them, he being sure that he is correctly informed of the nature of the leather. Then by taking a powerful reading glass or a small microscope, he may study the surface of the leather and observe its fibre and grain until he is familiar with their appearance. Certain little details are made visible to the eye by use of the glass. After once grounding himself or impressing in his mind the appearance of the various grains, the student will soon learn to distinguish between one and another without the use of a glass, and also by the "feel" of the leather beneath his fingers, as well as by its look to his eye.

Most finishes of leather have a name which readily suggests their nature. For instance, patent and enamel leather suggest the shiny surface, box calf the box-like grain, velour the smooth, soft finish; satin, a satin finish, and glazed kid a glossy surface.

In embossed leathers it is difficult to distinguish between one leather and another, although the grains are plainly visible. However, one may feel reasonably sure that, if he pays a small price for his goods, he is getting a sheepskin imitation of some costly skin, and if he pays a high price and buys his goods of an established dealer, he may feel that he is getting a genuine fancy leather. In embossed leathers all the fancy grains are accurate duplications of the grains of the pelt of the genuine animal, seal being a reproduction of the grain of the seal, alligator of the alligator, fish of the cod or other fish, frog of the frog, shark of the shark, snake of the snake, and so on. Some genuine snake skins will, however, have scaly surfaces, which imitators can not duplicate.

Tanners sometimes so fill up the grain of a leather with tanning materials and oils, and then break it up or emboss it to imitate other leathers, that it is difficult to distinguish the exact nature of the leather. So cow hides are made into imitation of calfskins and of kidskins, and sheepskins are made into imitations of colt and kid leather. Sometimes experienced leather men have to look a second time at leather to distinguish the imitations in this class. So possibly the best protection that the retailer may have against buying imitations is to assure himself of the reliability of the firm from whom he is buying goods.

In cases in which the prices of shoes are suspiciously low, and the shoeman suspects that an imitation leather has been used in place of genuine high-class goods, the shoeman would do well to follow the leather right back to the tannery—that of the maker of the genuine goods—and the tanner would undoubtedly be glad to clear up any doubts.

It is also difficult to distinguish one patent leather from another after it has been made up into shoes. Tanners themselves would welcome any device by which patent leather might be identified after it has been put into a shoe. Manufacturers or popular advertised brands of leather

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.

The Ruling Passion "Tans"

In Oxfords and High Cuts For Summer Wear

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

OXFORDS

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

HIGH CUTS

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

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

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

Mention this paper when ordering.

have lost much money through imitations put onto the market.

Specialty and trade-mark leathers are made by firms on their reputation, and hence are generally up to all that is claimed of them. But the shoe buyer must watch closely to see that he gets the special goods for which he calls. There is told a story of a shoe manufacturer who began to furiously undersell the market on a line of goods made of a certain specialty leather. One of his rivals got hold of a pair of his shoes one day, found a tag tied to the tongue, "Made of — calf," and upon investigation the rival found that the tongue alone was made of this leather, the poorest grade at that, while the remainder of the shoe was an imitation of the noted leather.—Shoe Retailer.

More Rules of Health.

Some of the many rules which Sir James Sawyer has formulated for prolonging life to 100 years will strike the American searcher after health as good. Here they are:

1. Eight hours' sleep.
2. Sleep on your right side.
3. Keep your bedroom window open all night.
4. Have a mat at your bedroom door.
5. Do not have your bedstead against the wall.
6. No cold bath in the morning, but a bath at the temperature of the body.
7. Exercise before breakfast.
8. Eat little meat, and see that it is well cooked.
9. (For adults) Drink no milk.
10. Eat plenty of fat, to feed the cells, which destroys disease germs.
11. Avoid intoxicants, which destroy these cells.
12. Daily exercise in the open air.
13. Allow no pet animals in your living-room. They are apt to carry about disease germs.
14. Live in the country if you can.
15. Watch the three D's—drinking water, damp and drains.
16. Have a change of occupation.
17. Take frequent and short holidays.
18. Limit your ambitions and
19. Keep your temper.

Book-keeper Invents Handy Device.

A book-keeper in a Chicago office is especially neat in his work, and in order to be so it is occasionally necessary for him to erase a figure, or a line, or a letter. For the purpose he has arranged a hard eraser in a manner which leaves it always right at hand and available at a touch. From a beam overhead he has dangled two lengths of the small rubber strips used with a toy return ball, and to the lower end of these has attached his eraser. The strips are just long enough to leave the eraser dangling out of his line of vision and always over the books at the desk. When the rubber is needed the book-keeper needs only to reach out his hand and take it, the rubber strips stretching as far as needed in any emergency, then allowing the eraser to fly up out of the way.

ROAD TO FORTUNE.

It Consists in Seizing Every Opportunity.

Opportunity never gives anybody the glad hand. On the contrary, it requires an alertness in its recognition, and a foresight in its development that makes it one of the most illusive forces that go toward the making of a millionaire.

Most men in George B. Cortelyou's place when the real opportunity of his life came to him would not have known they had it. Although his whole career has been a succession of events that seemed to have a special bias toward coming his way, all of his subsequent promotions may be traced back to the opportunity that was his when he was in the stenographer's school. He had been studying stenography as a side issue, but with his characteristic thoroughness he worked hard enough at it to become an expert, and was made a teacher in the Walworth institute where it was taught.

Cortelyou made enough of this position—although he regarded it only as temporary—to become still more proficient in the work, all the time doing outside reporting in clinics in the New York hospital. From this he went to doing the same kind of work in the office of the appraiser of New York, from which he soon went back to teaching, being for two years an instructor in a college preparatory school.

But while he had been at it he had become one of the best stenographers and private secretaries in the country. Recognition of this fact brought him the offer of a position in the office of the Fourth Assistant Postmaster General. Then Mr. Cleveland asked his advisers if they knew of a really good stenographer for the White House. Mr. Cortelyou had again been recognized as such and the job which he secured at this time has always been put down as his great opportunity. The fact that it was the smaller one that led to it is overlooked.

On the few occasions when really great opportunities come to men the ability to grasp them is often found to be wanting. Chauncey Depew said in discussing this subject: "The greatest failure due to a neglect of the supreme opportunity was to be seen in the career of Blaine. When he met the 900 clergymen after he had come to New York as a candidate for President and in the height of his popularity; when Mr. Burchard immortalized himself with the cry 'rum, Romanism and rebellion,' that was Blaine's opportunity. It needed quick thought and quick action. If he had jumped up then and there and repudiated the dangerous classification he could have turned the incident to his advantage. It was his chance, but he didn't act on it, and the next day it had gone like wildfire all over the country."

In two cases in Alexander J. Cassatt's life he has shown power to take quick advantage of a sudden opportunity which had far-reaching consequences. In his early days a serious



**Men's
Oxfords**
in
**Patent
Tan
Vici**

Geo. H. Reeder & Co.

Grand Rapids, Mich.

Have Men's, Women's, Misses' and Children's Oxfords and Sandals Galore

Write us for description and prices at once

**Women's
Oxfords**
in
**Patent
Tan
Vici**



**Our \$3
Proposition**

We have a proposition to make one dealer in each town. The Walkabout Shoe is a \$3 shoe with a \$5 look. The manufacturer's name is

on every pair as a guarantee of its superior quality.

Our travelers will tell you all about the shoe and the proposition.

Michigan Shoe Co.
Detroit, Mich.

difficulty confronted the corporation in taking over a certain line of route, and the highest officials had been called upon to consider the problem. Young Cassatt was present as a civil engineer and was not known to anybody except the members of his own gang. There was a wreck, and a tangle ensued which nonplussed both the Superintendent of Motive Power and the higher officials present. From the men who were working on the new route there stepped out the unknown young man who "butted in" with a solution of the difficulty.

"That's it," said the official in control, who turned to the young engineer with a few enquiries and who left word when he went that the young man should call and see him. Within two years he was Superintendent of Motive Power.

Seventeen years later he made prompt use of just such another opportunity. It was at the Astoria, and Robert Garrett, the President of the Baltimore and Ohio at that time, was relating to the friends he was dining with how a coup was to be worked to beat the Pennsylvania. A man at the adjoining table who appeared to be intent on his dinner was not noticed by any of the company enough to put any check on the conversation, but he was not missing one word, and the following day Alexander Cassatt suddenly re-entered the management of the company as President. His prompt action on the information he had gained not only saved the proposed scheme from taking effect, but it was said cost the other company \$50,000,000.

Not only recognition but "playing up" to opportunity is where the millionaire who gives advice for the success of other young men puts the greatest stress. "There is something in luck," says J. J. Hill, "but at the same time luck and laziness don't go together, and opportunities do not hunt up a man. He must look for them and work for them, and after all the measure of success depends a good deal upon the man. Let a man work steadily, live prudently and give signs of intelligence and enterprise, and help eventually will come to him."

A striking instance of the working out of this theory is found in the life of J. Reed Whipple. The first thing he did was to get a job at the Parker House in Boston. Many cite this as an instance of his luck in the first place in his getting in the hands of so good a hotel man as George Young. The young man made himself so valuable, however, from the first that he stayed in the house until 1876, the last year as Young's right hand man. All these years the young man who was uncommunicative as to his aims was working and saving toward the hotel opening for which he was looking.

The opening came sooner than he expected when Young wanted to sell Young's hotel, believing that there was no more money in it. Whipple and another young man, George Hall, who had had a similar training in the Adams House, between them

could muster just \$10,000, and the price of the house was \$65,000.

From this price Young would not deduct a dollar, but he made the concession that he would take the notes of the young men if they were properly indorsed, and believing all the time that no one would indorse them. Help came, however, in George Sands, who had watched the career of the young man, and had more confidence in him. He indorsed the notes signed by Mr. Whipple, and the late L. G. Burnham did the same thing for Mr. Hall, both of them from their observation of the pair being confident that they would "make good." When the notes were due they were paid out of the profits of Young's Hotel, to the great surprise of the seller.

When Thomas Walsh first went West he opened a small eating house. With the ultimate hope of investing in mines, he improved it until it finally developed into the Grand Central Hotel. All this time he had been following the plan of "grub staking" miners. When a prospector ran out of provisions he gave him the necessary supplies, taking a share of the mines for his pay. In this way he found himself owner of valuable mining properties which for years it had been his ambition to acquire.

Spreckels, the sugar king, saw his opportunity to increase his power in the Hawaiian Islands in the state of the public exchequer. He became friendly with King Kalakaua and loaned him money. As the loans increased his power grew greater. He had given careful study to the raising of sugar, and knew how to cultivate the cane and refine the raw product. Through his friendship with King Kalakaua he secured valuable plantations. Finally, through the King's poverty and Mr. Spreckels' ability to furnish him all the money he needed, he secured control of what was known as the Maui land grant of thousands of acres. This led, after persistent efforts in irrigation and introducing steam transportation on the Island, to the incorporation of a sugar company with a capital of \$10,000,000.

The accident of reading a want advertisement in the newspaper gave Henry Cevart his opportunity. His father was the inventor of iron bedsteads, and the boy came up in the atmosphere of mechanical work and had a talent for drawing, and when he read that a boy was wanted in a law office who had a knowledge of drafting and designing he concluded that the tide in his affairs had arrived. As it turned out, this was the start which he received in the special line of knowledge which has made him a power in the world of patents.

G. R. Clarke.

Tell You Later.

Tommy—Been fishin'?

Johnny—Uh huh.

Tommy—Catch anything?

Johnny—Dunno. Ain't been home yet.

Every dog has his day—and wise is the dog that knows when he's having it.

Bill the Brakeman



Bill the brakeman, who twists up the brakes

Whenever his train gets wabby and shakes,

Gladly he trumps himself from car to car

With no thoughts of danger his pleasure to mar.

Safe and sure-footed in new **HARD-PAN** shoes

His accident policy is no earthly use.

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

Write us for reasons why.

Herold-Bertsch Shoe Co.,

Makers of Shoes

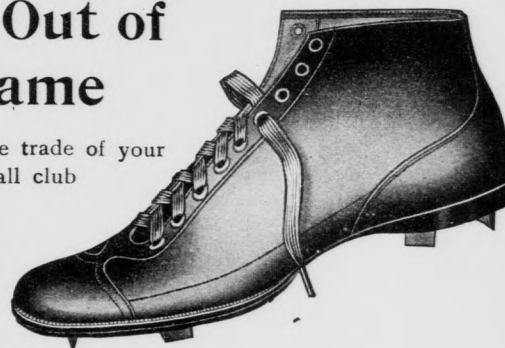
Grand Rapids, Mich.

You Are Out of The Game

Unless you solicit the trade of your local base ball club

They Have to Wear Shoes

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
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

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

FRIENDLY KNOCKERS.

They Are the Small Vermin of the Business World.

One of my readers just now is in the slimy toils of the "friendly knocker," as he designates the type, and he writes to ask advice in his treatment of the man's overtures of excessive friendliness, which after all amount to no more than the "knocker's" own fondness for talking wholly about himself and his family on any and all occasions.

"Should we cut him short?" he asks. "Should we tell him just how contemptible he is, or should we give him simply the same bland talk?"

Manifestly no one method of procedure against this small vermin of the business world could be outlined as universally advisable and acceptable. The position of the "knocker" in an institution would have the first great bearing upon the treatment that he and his knocking should receive. The effect of his knocking would need to be determined in any case. And after these one would need to size up the man himself, determining his real or fancied strength of position, which in the first place prompted him to assume the role of knocker for the house, and as clearly to fix upon the knocker's own vulnerable points of attack in one's measures of defense.

In the person complained of we have a pretty fair conception of the individual himself as representing a type. His position in the house, however, is not made plain and the treatment that could be outlined for a clerk would be an absurdity in its application to the superintendent, chief clerk, or even less prominent head of a department. In any position, however, a man of this type has his own personal weaknesses and these may be reached, whether his rank be high or low.

Within the range of knocking this "friendly" type of knocker is the worst. Thousands of men who should be earning no small part of their salaries by reason of their knowledge of human nature know virtually nothing of men. Many of these were brought up in that old, mistaken school of "believing every man honest until he proves himself a thief," and as they have found men wanting, they have looked upon the shortcomings as merely an individual incident. To such a man the friendly knocker at once is impenetrable. Mr. Hammer is always so genial and smiling, so unruffled and even in temperament, as to make it impossible that he should have an ulterior motive in anything he says or does. There is Mr. Sterne—well, Sterne is a little inclined to be "grouchy" at times; Sterne has been "kicking" on the work of young Saunters, but the manager is inclined to think Sterne is a little hard on the young chap. Then Hammer always has seemed to like Saunters—Sterne is just a little captious at times; Hammer is always so different!

To such a judge of human nature the fact that Hammer is allowed to maintain his postures and expressions of friendship toward his victims may at once be a handicap to those upon whom he smiles so hypocritically. But

unless the attitude of a whole house is markedly against these hypocrites, the antagonism of one or two individuals may bring upon them quickly the worst that the sneaking trader has dreamed. The simple head of the institution will be unable to understand why Jones and Brown only, of all his employees, are in revolt against Mr. Hammer, who has proved himself to be such a "mixer," and always so tactful and pleasing to everybody.

This particular friendly knocker, who has been described by my correspondent, has a deep-seated, personal vanity behind his knockings. He is akin to the fabled ostrich hiding its head in the sand. If it is not within his duties to pass upon the work of other men and their bearings in the establishment, it is a gratuity that he has undertaken his knockings. He regards himself in his position as firmly established and to spare; or, perhaps just a little in doubt as to his own standing, he may be attempting a better showing by persuading his employers that other men in the establishment are by no means all that they seem. But in either case he is vain enough to fancy that he is deceiving either employers or employees. He is at once admitting an overweening confidence in himself, or else showing in the most marked manner his own acknowledged deficiencies.

Taking for granted that personal vanity of a high degree is prompting our particular knocker, recourse should be had against this foible in his character. He deserves to be made ridiculous before his superiors; make him appear so if you can. But if this may not be made plain to his employers, it can be brought out to the full before his fellow employees in the establishment and to almost as successful end. To this end my contributor's phrase, "the same bland talk," seems to strike the note of possibility above the others. Deep down under the knocker's front of hypocrisy is his own recognition of his own unworthiness; no repetition of the fact could make it clearer to himself. A smug administering of his own bland vaporings and insincerities, however, would carry with it that element of irony against which such natures wince as from fire. At the same time the administering of it would carry no suggestion to the dull head of the institution that these hypocrisies were defensive measures in any way.

To the friendly knocker there is nothing worse in principle than one of his same friendly knocks. In delivering his friendly knocks against another he has had confidence that he was deceiving some one. A taste of his own sneaking insincerity is at once a notification that his methods are understood and exposed, while naturally they may be regarded as at once the most galling of treatments with his own medicine. Merely for him to know that his insincerity is recognized only by his victim is nothing; he will still put upon the victim so long as the victim accepts the "friendly" persecutions in silence. Only a taste of his own bland vani-

ties in public may be counted upon to floor him.

At once the adoption of his own hypocritical tactics appeals the case of the friendly knocker. The dull employer, looking on at the smiling front of his hypocritical underling, and seeing the resentful eye of the victim, sees in this expression of the victim something that might be confession. "Mr. Hammer can have nothing against the man," muses the employer; "that is plain in his manner. Naturally Jones has it in for Hammer, however; how could he help it?"

But when Jones is even more smilingly and talkatively disposed toward Hammer than Hammer is toward Jones—well, that isn't so easy. "How is this?" the employer is likely to consider. "Hammer and Jones are rather thick, it strikes me! How about this, anyway? Here Hammer is running to me with stories and knocks on Jones, while they are thick as three in a bed in a social way around the office. I wonder if that fellow Hammer isn't a sneak? Jones is certainly unsuspecting in every way."

Before a "knock" of any kind carries material weight, the knocker must be in a position to command more consideration than does the victim. If every man in this manner acquired consideration only according to his just deserts, even the friendly knocker would have small latitude. Perhaps even the friendliest knocker, sooner or much later, will come in for his just deserts at the hands of a blinded justice. But in any case it is long to wait on the part of the conscientious worker who may be at the knocker's mercy in the meantime.

It is not maintained that this article embodies the highest philosophy. But it recognizes a condition against which philosophy and philosophizing have little bearing. Out of a knowledge of human nature the writer offers simply a common sense panacea for a distinct evil from which more than my one complaining witness is suffering. May the article lead both employers and employees a little nearer the truth of the situation.

John A. Howland.

Raising Dogs For Sale May Be Made To Pay.

Raising dogs for the market offers the enthusiastic canine fancier the opportunity to indulge his fancy to satiety and make a living at the same time. By the same token it is probably only the most enthusiastic fancier who can enter the business with any hope of success, for the woes and troubles of the dog raiser, whether he raises small dogs or large ones, dogs for the pet market or dogs for the hunting field, fancy breeds, or "just dogs," are many and disconcerting. Because of this and because it is only the dog crank who has the inclination or knowledge necessary to the start of a dog farm, there is no danger of this line of stock raising becoming overcrowded, despite the limited demand for the dog in America.

Of the men who go in to raise dogs on a large scale those who devote their time and money to breeding the hunting dog of all kinds stand the

best show of making a consistent income of any one, excepting of course the man who is fortunate enough to possess a breed of pet or show dog whose name has made his kennel famous in the dog world.

Well bred, well trained hunting dogs are always in good demand, in fact, there is never a time when a man with a good hunting dog can not realize on it, and the sportsman is never inclined to haggle about the price of a dog when he is buying one. Thus the hunting dog raiser is in a position where the question of his income is only a question of the number of dogs that he can breed, raise and train into mature doghood.

The bird dog is the desired of all hunting dogs, from the viewpoint of the sportsman or the dog raiser. He is in greater demand because more dogs are used in bird hunting than in other lines of hunting, and he is less troublesome and less liable to illness than many other strains. The big, rangy Irish setter, the Gordon setter of a good breed, and the pointer are the dogs favored in this line. All of them find their backers, both as show dogs and hunters, and they are all "good raisers." The better a dog is bred, the better he is, not only from a commercial standpoint but physically. He is not so liable to fall ill as the dog of inferior breed and this, coupled with the fact that he is worth much more when sold, makes it desirable for the raiser to keep his breed up as high as possible.

To train the bird dog a beginning is made when he is a puppy, before he has begun to form any habits or traits of character. His first lesson is to learn to obey. This is also the greatest lesson that he is put through. It is the basis upon which the rest of his training is built. After he learns this first lesson he is taken into the field, where his training progresses, the work generally being done with an old, steady dog as a companion. The puppy is taught to imitate the old dog as much as he will; he is taught to come to a point, to heel, and to stand stanch when the gun is fired over him.

His lessons are many and hard in the first two years of puppyhood, but when they are learned thoroughly the puppy is a trained dog with a market value of from \$50 to \$500 on his head, according to breeding, age and the man whom he is being sold to.

Sometimes a dog is sold on the day of his birth, to be delivered a year later, if he is alive and well trained, to the purchaser. This is often the case where the dog is of excellent breeding. While it would seem that at the above prices a dog raiser could grow rich in a hurry, there are drawbacks to the business. Puppies sicken and die, often without apparent cause; sometimes they refuse to train well, and there is always the danger of accident ending the young dog's career of usefulness.

The bird dog is not the only class of hunting dog that is in active demand. There is always call for the foxhound bred and trained to follow a trail in a satisfactory manner. While most hunting clubs make a

specialty of raising their own dogs, there is always a call for good dogs of this kind. The selling prices do not run as high as the bird dog, but there are much less trouble in raising them and less cost. Even the dog that will chase the little rabbit is a salable article when properly trained, and there are two or three large kennels in the country that make a specialty of raising rabbit hounds. These are low set hounds, of almost any small breed, bred with a view of decreasing the speed of leg and increasing the keenness of scent at the same time.

But of all the dogs trained for the hunting field the bear hound is the most interesting, both in breeding and training. Despite that the bear no longer is numerous in many sections of the country, there is a dog raiser in Kentucky who raises nothing but bear dogs and who sells all the dogs he can raise. Some of these dogs are sold in the Southern States, many in the extreme Western, and a few in the North. They are guaranteed to find bear wherever there is any to be found, and to keep from getting killed, which is the prime virtue of a bear dog.

The bear hound is the largest of his type, usually crossed with a Siberian bloodhound, sometimes a bulldog, and sometimes even the calm collie. He is big of bone and firm of mouth, but his strong forte is his ability to avoid a bear's attack instead of fighting him. The manner in which he is trained is unique, to say the least, and suggests unlimited danger to the trainer. The natural instinct of a dog is to attack the front of everything. This means sudden, horrible death for doggy when the thing attacked happens to be a bear. So the trainer's work is to correct this inclination in the dog under his charge. He does it in a manner most thorough.

The trainer arrays himself in a bearskin, crawls on his hands and knees, and, roaring like the beast he represents, faces a crowd of ambitious puppies. Puppy, being of the proper breed, leaps ferociously at the head of the black thing before him. Then the lights go out for puppy for some time, for the trainer most unmercifully swats him with a club. When he comes to he tries the trick over again. Again he is rudely repelled.

After he has been knocked silly half a dozen times he learns that the front is the end of a bear to avoid, and he goes around to the rear to make his attack. Here there is padding for him to chew and worry to his heart's delight, and ever afterward it is there that he will devote his energies. When he meets a real bear he knows enough to follow him along and nip his hind legs, thus retarding his progress and avoiding punishment at the same time. A good bear dog is seldom sold for less than \$100.

Thomas Slavin.

The habit in believing in people is beautiful if now and then a mistaken one.

Love is as easy to give as it is to get.

Hardware Price Current

AMMUNITION				
Caps				
G D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells				
New Rival—For Shotguns				
No.	Drs. of Powder	oz. of Shot	Size Gauge	Per 100
120	4	1 1/2	10	\$2 90
129	4	1 1/2	9	2 90
128	4	1 1/2	8	2 90
126	4	1 1/2	5	2 90
135	4 1/4	1 1/2	5	2 95
154	4 1/2	1 1/2	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/2	6	2 65
265	3 1/2	1 1/2	5	2 70
264	3 1/2	1 1/2	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg.	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg.	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg.	1 60			
Shot				
In sacks containing 25 lbs				
Drop, all sizes smaller than B.	1 85			
Augurs and Bits				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
Axes				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
Barrows				
Railroad.	15 00			
Garden.	33 00			
Bolts				
Stove	70			
Carriage, new list.	70			
Plow.	50			
Buckets				
Well, plain.	4 50			
Butts, Cast				
Cast Loose Pin, figured	70			
Wrought, narrow.	60			
Chain				
1/4 in 5-16 in. % in. 1/2 in.				
Common.	7 c.	6 c.	6 c.	4 1/2 c
BB.	8 1/4 c.	7 1/4 c.	6 1/4 c.	6 c
BBB.	8 c.	7 c.	6 c.	6 1/2 c
Crowbars				
Cast Steel, per lb.	5			
Chisels				
Socket Firmer.	65			
Socket Framing.	65			
Socket Corner.	65			
Socket Slicks.	65			
Elbows				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 10			
Expansive Bits				
Clark's small, \$18; large, \$26.	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
Files—New List				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps.	70			
Galvanized Iron				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28				
List 12 13 14 15 16 17				
Discount, 70.				
Gauges				
Stanley Rule and Level Co.'s	60 & 10			
Glass				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
Hammers				
Maydole & Co.'s new list.	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
Hinges				
Gate, Clark's 1, 2, 3.	dis 60 & 10			
Hollow Ware				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
Horse Nails				
Au Sable.	dis. 40 & 10			
House Furnishing Goods				
Stamped Tinware, new list.	70			
Japanned Tinware.	50 & 10			

Iron	
Bar Iron	2 25 rate
Light Band	3 00 rate
Knobs—New List	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
Levels	
Stanley Rule and Level Co.'s	dis.
Metals—Zinc	
500 pound casks	8
Per pound	8 1/2
Miscellaneous	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Casters, Bed and Plate	50 & 10 & 10
Dampers, American.	50
Molasses Gates	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
Pans	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27.	10 80
"B" Wood's pat. plan'd, No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
Planes	
Ohio Tool Co.'s fancy.	40
Sciota Bench	50
Sandusky Tool Co.'s fancy.	40
Bench, first quality.	45
Nails	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	4 15
10 to 60 advance.	Base
8 advance	20
6 advance	30
4 advance	45
3 advance	50
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
Rivets	
Iron and tinned	50
Copper Rivets and Burs	45
Roofing Plates	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
Ropes	
Sisal, 1/2 inch and larger	9 1/2
Sand Paper	
List acct. 19, '86	dis 50
Sash Weights	
Solid Eyes, per ton	28 00
Sheet Iron	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
Shovels and Spades	
First Grade, Doz	5 50
Second Grade, Doz.	5 00
Solder	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
Squares	
Steel and Iron	60-10-5
Tin—Melyn Grade	
10x14 IC, Charcoal	10 50
14x20 IC, Charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1.25	
Tin—Allaway Grade	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1.50	
Boiler Size Tin Plate	
14x56 IX, for Nos. 8 & 9 boilers, per lb	13
Traps	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz.	1 25
Wire	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
Wire Goods	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes.	80-10
Wrenches	
Baxter's Adjustable, Nickeled.	30
Coe's Genuine.	40
Coe's Patent Agricultural, Wrought, 70lb	10

Crockery and Glassware

STONEWARE	
Butters	
½ gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6½
Churn Dashers, per doz	84
Milkpans	
½ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
½ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6
Stewpans	
½ gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10
Jugs	
½ gal. per doz.	60
¼ gal. per doz.	45
1 to 5 gal., per gal.	7½
Sealing Wax	
5 lbs. in package, per lb.	3
LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
	Per gross
Pints	5 00
Quarts	5 25
½ gallon.	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds	
Per box of 6 doz	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top.	1 70
No. 1, Crimp top.	1 75
No. 2, Crimp top.	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top.	3 00
No. 1, Crimp top.	3 25
No. 2, Crimp top.	4 1f
Lead Flint Glass in Cartons	
No. 0, Crimp top.	3 30
No. 1, Crimp top.	4 00
No. 2, Crimp top.	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled.	4 60
No. 2, wrapped and labeled.	5 30
Rochester in Cartons	
No. 2, Fine Flint, 10 in. (85c doz.)	4 60
No. 2, Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2, Lead Flint, 10 in. (95c doz.)	5 50
No. 2, Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime, (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 21
1 gal. galv. iron with spout, per doz.	1 21
2 gal. galv. iron with spout, per doz.	2 11
3 gal. galv. iron with spout, peer doz.	3 11
5 gal. galv. iron with spout, per doz.	4 11
3 gal. galv. iron with faucet, per doz.	3 71
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tiltting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	8 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c.	51
No. 0 Tub., cases 2 doz. each, bx. 15c.	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	2 00
No. 0 Tub., Bull's eye, cases 1 dz. each	25
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0 ¾ in. wide, per gross or roll.	25
No. 1 ¾ in. wide, per gross or roll.	30
No. 2 1 in. wide, per gross or roll	45
No. 3 1½ in. wide, per gross or roll	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. When all books are ordered at a time customers receive specially printed cover without extra charge.	
Coupon Pass Books	
Can be made to represent any denomination from 100 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
Credit Checks	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	70



Weekly Market Review of the Principal Staples.

Bleached Goods—One of the strongest features of the present market is bleached goods, and most agents report that current business on this class of goods is steadily increasing. Prices are made at "value only" and stocks are nowhere nearly equal to demands. An increased business is also reported in all-white goods, a considerable amount of re-orders being taken. Sellers declare that the recent impetus given trade will do much toward bringing up the average of the season. Plain sheer effects have been called for in recent orders to such an extent that stocks are literally cleared up on styles that have had a sale since the opening of the season. Swiss muslins, plain and dotted, fine cambrics and chiffons and brocades are the principal sellers. The hard finished, fine sheer goods are the best cloths in the buyers' eyes. Poplins and the heavier fabrics ought to be good a little later. Printed batistes and nainsooks are to be again in vogue for the spring of 1906. For the slow selling cloths there is a little better demand. Lenos especially are more active.

Cotton Dress Fabrics—The large business being done in novelty domestic silk and silk and cotton goods has made serious inroads on fine cotton dress fabrics with few exceptions. Fine cotton and mercerized ginghams are in good demand, but outside of these goods demands run to silk or silk mixed goods. Pongees and foulards and the cheapest very lightweight silk goods are taking the place of a good many wash goods. There is some business being done in crashy cloths, fabrics similar to those being worn a year ago. Burlap imitations are also in fair request.

Shirtings—The demand for shirtings is of a very fair order and buyers are ordering where cloths come up to their ideas. The favorite goods are black and indigo madras, although considerable business has been done in plain madras. Percalés of the better grades are in excellent shape, as well as floating-warp novelties and end and end effects.

Dress Goods—Price advances in dress goods market have caused a great deal more commotion than was the case when men's wear fabrics were advanced. The buyers of the former fabrics had not prepared for the advance, that is, their purchases had been smaller than they might have been, hence the advances came before the major portion of the orders had been delivered, making it necessary for the buyers to place future orders at higher prices.

Mercerized Goods—There is at present much discussion as to what a worsted fabric should be called which contains mercerized cotton only as a means of pattern making; that is, where the cotton used is in

the minimum. The idea is to call the fabric by some name which shall not be a misnomer. To call it a mercerized worsted does not tell the consumer that the fabric contains cotton. Also it does not distinguish it from the cotton worsted, which contains some mercerized cotton and which is also called a mercerized worsted. This is hair splitting of a high order. Low-grade woolens and fabrics containing carded cotton are called woolens; raincloths that do not shed rain are called raincloth. Why not call the mercerized worsteds "fancy worsteds?" The manufacturer knows what they are. The clothier knows what they are by experience and by the price he pays for them. The consumer knows whether they are satisfactory or not, so why should he care whether they are called "worsted fabrics which contain cotton" or not? It is said that the campaign against mercerized fabrics by certain interests has helped the fabrics rather than hurt them. At any event the fabrics have sold. Other mills are preparing to make these cloths for next season.

Heavy Brown Goods—The situation in the heavy brown goods division of the market has not changed much in favor of the buyer. Drills, twills and heavy sheetings are just as difficult to obtain for nearby delivery as they were a month ago. The situation on sheetings from 4-yard to 4.70-yard goods is getting to be a very serious matter. Quotations are advancing and nothing is to be had in many counts for months to come. On 4-yard 56x60s practically nothing is to be obtained under 5¼c, and the same is true of 48x52s at 5c. Business also has been turned down on 4.50 and 4.70 yard sheetings at 4¾@4½c, respectively. Osnaburgs can not be obtained unless at a good premium. The manufacturing interests, particularly the bag trade, are suffering for the want of goods. Ticking and ducking have been advanced of late from ½@1c.

Cotton Underwear—The attention to underwear by jobbers has been brought about in order that a careful analysis can be made of the situation. Little buying has been done in the new goods and little is likely to take place right away. Advices received

OUR CASH AND CHARGE SALES BOOKS

DUPLICATING

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

SALES BOOK DETROIT, W.R. ADAMS & CO. MAKERS - MICH.

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 ½, 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

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

Percival B. Palmer & Company

Manufacturers of

Cloaks, Suits and Skirts

For Women, Misses and Children

197-199 Adams Street, Chicago



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

½ 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
½ dozen boxes, black silk or satin and light or dark colors (nobby stuff).....\$2.25

BAND TECKS.

½ dozen boxes, black silk or satin and light or dark colors.....\$2.25
½ 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

from certain quarters indicate that salesmen have had a rather discouraging reception; buyers have told them that they preferred to wait until they came to the market. Here and there, of course, exceptions are reported of lines which have met with general favor, but it is evident that, generally speaking, spring trade has not opened as freely as the manufacturer could desire. It must not be taken for granted that all lines have been opened in the cotton underwear division of the market, for there remain yet to be put on the market quite a number of lines, and manufacturers who are still in no hurry to take lightweight orders seem to have the right idea of the situation. In additional heavyweight business there is little doing, although it is quite generally believed that the buyers have not ordered all of their needs.

Cotton Hosiery—A fair to good business has been done in nearly all lines of hosiery, but more particularly in seasonable goods. Staple blacks and tans in half and full lengths have had a very fair business and laces and lises in full length have done nearly as well. Embroidered half hose are in good request. Heavy hosiery is less active.

Carpets—Evidence of a steady improvement in the demand for fall carpet lines and rugs is shown in the renewed interest taken by manufacturers in the wool situation. The various mills throughout the country continue to grind up a fair amount of wool each week. This naturally can not go on indefinitely without necessitating replenishing of some sort. At the beginning of the season manufacturers claimed that they had on hand sufficient supplies of wool to keep their plants running for some little time. Reports from mills in the vicinity of Philadelphia show that enquiries are being made, and sample bags taken in many instances. When it is remembered that this section of the trade was in a poorer position than anywhere else in the country, the fact that the mills there are now in the market for wool would seem to indicate a much healthier condition elsewhere. When Philadelphia manufacturers found there was little or no demand for ingrain carpets, they turned their looms to making cheap grades of rugs. This policy has proved a very wise one, and has without doubt saved the situation, in that it has prevented a shutdown in many plants.

Some Things We Can Afford To Quit.

Gossiping.
Fidgeting.
Grumbling.
Hairsplitting.
Saying Fate is against you.
Finding fault with the weather.
Anticipating evils in the future.
Going around with a gloomy face.
Pretending—not being your own self.
Faultfinding, nagging and worrying.
Taking offense when none is intended.

Dwelling on fancied slights and wrongs.

Talking big things and doing small things.

Scolding and flying into a passion over trifles.

Boasting of what you can do instead of doing it.

Thinking that life is a grind, and not worth living.

Talking continually about yourself and your affairs.

Deprecating yourself and making light of your abilities.

Saying unkind things about acquaintances and friends.

Exaggerating, and making mountains out of molehills.

Lamenting the past, holding on to disagreeable experiences.

Pitying yourself and bemoaning your lack of opportunities.

Comparing yourself with others to your own disadvantage.

Waiting around for chances to turn up. Go and turn them up.

Writing letters when the blood is hot which you may regret afterwards.

Thinking that all the good chances and opportunities are gone by.

Thinking of yourself to the exclusion of everyone and everything else.

Carping and criticizing. See the best rather than the worst in others.

Dreaming that you would be happier in some other place or circumstance.

Belittling those whom you envy because you feel that they are superior to yourself.

Dilating on your pains and aches and misfortunes to every one who will listen to you.

Speculating as to what you would do in some one else's place, and do your best in your own.

Longing for the good things that others have instead of going to work and earning them for yourself.

Looking for opportunities hundreds or thousands of miles away instead of right where you are.—Success.

Postage Stamps at Premium.

A dispatch from Fairbanks, Alaska, to Tacoma said that a common United States 2-cent postage stamp had just been sold there for \$1, and that it was the last stamp in town. The last lemon in town had also been consumed. It sold for \$2.

Worship with the heart results in work with the hand.



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.

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

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.



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, W. D. Watkins, Kal-
amazoo; 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.

How the Drummer Helps the Re- tailer.

The friendship of the drummer should be cultivated with great care. He can benefit you more than any living man in a great many ways. Not only in straight financial affairs, but in providing you with information and advice which oftentimes either makes money for you or prevents you from doing something that would prove costly.

The habit of crustiness with traveling salesmen can not be too severely condemned. It is too dangerous to be persisted in. And as a striking illustration, did you ever know a prosperous business man who was not on terms of more than mere acquaintance with the drummers?

The friendship may be obtained easily, and lost easily. No class of men are more reciprocal or more responsive than drummers. No men will stand less nonsense either. Treat them right and it will prove to be a shrewd move.

Financial worries are apt to overtake any retailer. Dull business or slow collections and a multiplicity of other causes frequently put him in a close corner. You may have plenty of good merchandise on hand, and at face value may be solvent. But creditors press you. They ask the local bank for advice. That institution responds with the statement that you are in hard shape although you may extricate yourself. But where there is room for a doubt they abstain from making any recommendations. To be forced to pay all your bills at this time would mean great sacrifice and possible disaster. This is the time when the drummer's friendship is a mighty good thing to have. You have told him your woes. He goes home in a few days and makes his general report.

When it comes to your case he is in a position to do you a good turn.

"How about Brown?" asked his employer. "He owes us considerable, and at the trade club several wholesalers say that he is away behind. The bank report is not favorable, and we are considering a petition."

Then if you are straight and the drummer knows it he can say:

"Mr. Brown is only in deep water temporarily, I believe. Times have been slack in his town, but the mills are going to resume next week and when the operatives begin earning money his business will brighten at once and he will get withheld trade with a rush. I believe he is still a good risk, and consider that you will

be a gainer if you wait a few weeks and give him a chance. The man is honest and a good business man, but conditions have for a time been against him. He'll pay you all right, if you give him a little time."

This talk impresses the employer, who knows that his drummer is giving him an accurate statement of affairs. He "guesses that he will take no action at present," and that evening at the club tells his friends, when they are most of all responsive to good fellowship and incline most toward "fair play," that he has concluded "to give Brown a show if the rest do." Business men are always as a body willing to be lenient when there is any excuse for it, and it only takes one man to suggest it; the others usually agree. The affair is settled on the spot, and you are tided over. But it was your friend the drummer who did it for you.

Suppose you contemplate a new line for which a warranting demand has arisen. But you can not afford to sap your capital at this time. The opportunity is sound and the drummer knows it. He will tell his house how matters are. Nine times out of ten you get the goods.

Again the drummer frequently knows where a small lot of salable and profitable wares, just enough of it for your trade, can be picked up to advantage. He has a small lot himself maybe, or knows where you can get it. If he is your friend, he tells you.

Your competitor has stocked up with, say, a line of low cuts or oxfords. He has been to the city and after inspecting everything has picked out this line. When he puts them on sale, being the latest thing, his trade will benefit. You having none of them will lose not only the shirt and necktie trade, but the kindred little purchases made by persons buying the specialties. Of your own endeavor you could never learn what that competitor has bought. But the drummer usually is posted on what is going on in your town, and knows what other merchants are finding most profitable and also what they are going to feature in the way of fashions ordered for later trade. He knows just about how far you are behind your competitors, and he can accurately foretell the effects upon your business. You can find out all this from him if you are upon terms of friendship with him.

New fashions, new methods of selling goods, and new ideas of store arrangement and display are a small part of the drummer's fund of knowledge. Traveling about as he does and coming in contact with these things, he is an authority. And he is always willing to talk to his friends.

When there is a promotion to be seen, and do not let him become is doubtless in good social repute, so take him up to the house after business. You can talk better there anyway.

Cultivate the drummer assiduously, not because he is a good thing, but because you need his friendship

just as much as he needs yours. This world progresses largely because of the spirit of mutuality, even more than through individual effort. And the retailer's best possible comrade is the traveling salesman.—Boot and Shoe Recorder.

Nursing Sorrow Not To Be Com- mended.

Written for the Tradesman.

Nursing sorrow is common among all classes—among the poor and the rich alike. There is the least of it among the educated.

We find those laden with sorrow nursing it as if it were some tender spray which would wither and die if the sun's rays beamed upon it or the voice of mirth awakened it from its drowsy sleep. We seem to cherish it; we can not give it up. It is ours and we will claim it.

We also find others nursing some little thing which has happened until it takes on the aspect of sorrow. They have no real sorrow so they must find something to harp on; for among many it is quite popular to be heralded as one with many sorrows.

Instead of doing something which would tend to brighten the path of life, they are constantly seeking that little disagreeable companion, Sorrow.

They find something which they cherish and nourish until finally they really have a tender little plant in sorrowful bloom.

They guard it, watch its growth for fear that harm may happen to it. Every action of another which may be a little different than usual is taken as having evil intent. Every word spoken which is not just so is heard and considered a snub. Their feelings are too sensitive; they allow themselves to dwell on those things so much that in reality they watch for them instead of shutting their eyes.

One can nurse trifles until they become of larger growth and seriously hamper our lives. We should be blind when the case demands it for our peace. One can hardly realize the ill feelings we bring to ourselves through these different channels. On the other hand, we can hardly realize the sweet peace and sublime happiness in which we would be enveloped if we shook off the yoke and ceased to nurse the foe of gladness.

I have in mind several people who are very good citizens but who, if not blessed with some real sorrow, rehearse that which has happened sometime during the—perhaps remote—past. Now these people are all good, honest and true, but what would the world do if filled with such a melancholy class of people! Our asylums would not be large enough to accommodate the patronage; for we could not stand the great trial of hearing things of a pitiful nature all the time.

Still we, as a nation, can profit by these very examples. Through them we may choose whichever course we prefer. By talking with both the mirthful and sad we at once know which of the two is the welcome visitor.

Why not throw off the mantle of all that which tends to cast clouds over our life and seek blessed sunshine instead? How much better it is to be living in an atmosphere of happiness, mirth and thankfulness.

Each and every one of us has our own burdens to bear, and let us do it as heroically as possible. Above all things, let us not spend our precious moments nursing sorrow. Life is short and our time should be well spent. We are placed here to accomplish some good. Let us answer the call.

Lucia Harrison.

Morton House Bouquet

3 for 25c, \$55 per 1,000
Ten cts. straight, \$70 per 1,000

High grade in every respect, representing the choicest material and best workmanship which money can command.

Handled by all jobbers and by the manufacturers,

Geo. H. Seymour & Co.
Grand Rapids

LIVINGSTON HOTEL

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

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

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.

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

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

Copper Country Butchers Picnicing To-Day.

Hancock, June 19—A meeting of the Portage Lake butchers was held here Friday evening and the Knights of the Knife and Steel decided to hold their annual picnic in Hancock this year on Wednesday, June 21. The meeting was well attended by butchers from this place and Houghton and the South Range also sent a delegation down. Enthusiasm was high in the meeting, for all former picnics of the butchers have been rousing affairs and the members of the craft are determined to make the one this year one of the best.

The regular order of the day will be observed. The shops will all be closed and the doings will begin early in the morning and continue until late at night. All of the butchers in the county will be the guests of their Portage Lake brethren and the parade will be a monster one. The Quincy band has been engaged for the occasion and that organization will head the parade, which will start from the Copper Range depot at 9 o'clock in the morning. It will pass through the streets of the town and end up at the Hancock grove.

At the grove the butchers will go in for a good time. Daniel Holland, orator of the day, will address his brother tradesmen and there will also be several other numbers on the programme, which will be rendered in the pavilion. The other events for the grove have not yet been announced but the regular killing contest will be held and there will be other features of entertainment. Another meeting of the butchers will be held next Monday night in the City Hall, this place, when arrangements for the picnic will be perfected.

The following selections of officers and committees were made Friday night:

President of the Day—Thomas A. Payn.

Secretary—John Ruelle.

Treasurer—Matt Kangas.

Grand Marshal—Christ Miller.

Orator—Daniel Holland.

Executive Committee—Thomas A. Payn, John Ruelle, Daniel Holland, Christ Haller, Thomas P. Payne, Timothy Reagan, William Gamble, Matt Kangas.

Committee of Arrangements—John Buzzo, Edward Payne, Henry Ratz, Joseph R. Monkoski.

Committee on Music—Thomas P. Payne.

Committee on Park—Christ Heller.

Sports—Henry Goudreau, William Noetzel, John Ruelle, Ben Tamlyn.

Advertising—S. Barabee, William Gamble, John Ruelle.

Copemish Out After New Enterprises.

Copemish, June 20—The village of Copemish has now a Business Men's Association whose object is to develop the town and foster the industrial and other interests of the community. The organization comprises the rank and file of the enterprising business men of the place, and when it is stated that the motto of the organization is "In unity there is strength,"

it can readily be seen that the Copemish business men realize that to keep pace with the progress of the times they should combine for the betterment of local conditions and the growth of their town.

The Copemish business men are enterprising. They know that they have a good town, one of the best in this section of the State, a town that is growing, a town whose natural advantages are superior to many other cities of its size, and it is the determination of these business men to exert every effort to build up the city and to extend its influence. Copemish is a commercial center of no mean proportions. It forms the junction of the Ann Arbor and Manistee & Northeastern railroads and is the center of a rich farming country which is being very rapidly developed. As the timber passes away it is realized that Copemish will be a central point of a valuable agricultural and fruit territory.

There are many advantages which tend to permit the increase of the industries of the place, which will be gradually developed as the Business Men's Association grows in influence and resources. This Association is proud of the town, and the members want the outside world to know it. They do not want their light hid under a bushel, and they extend an invitation to the world to come and see what a good town Copemish is. There is plenty of room for all.

The business men realize that once they all pull together Copemish can attain the prestige that it deserves. They are therefore resolved to unite firmly and to accomplish things which only a united community can acquire. The Association has an eye single to the future welfare and growth of the village and its members are determined to bring the town to the front in an industrial way and socially as well.

R. G. Barnes, Sec'y.

They Are Puzzlers.

Among the hard things in this world to understand are mules, women, gasoline engines, automobiles and wireless telegraphy.

Some one sends the Tradesman a report of the Hillsdale convention of the U. C. T. ten days after the meeting was held, which found a convenient resting place in the waste basket. The Tradesman is always glad to publish news, but declines to be made the vehicle of disseminating ancient history.

J. B. McIntosh, of Owosso, has been promoted to the general superintendency of the Clough & Warren Piano Co., of Adrian. He has been traveling representative of the firm for some years. From this time on he will devote less time to road work and more to the factory.

J. D. Cook, who formerly conducted a confectionery business at 142 W. Fulton street, is succeeded by Lee Williams.

The Grain Market.

The wheat market has shown an advance of about 2c per bushel for the week. The visible supply has shown a decrease in wheat for the week of 1,424,000 bushels and in corn of 457,000 bushels and oats 230,000 bushels. Harvest is progressing finely in the South and Southwest, and new wheat is beginning to arrive and the quality is fine. Considerable wheat has already been cut in Southern Ohio and Indiana and harvesting will commence in Michigan within a week. Some reports of damage come from the Northwest but the spring wheat crop as a whole is doing fine.

We have had a strong and active market in corn with an advance of two or three cents per bushel. Receipts of corn are quite liberal and grading is fairly good. The demand for cash corn is sufficient to care for all arrivals. The amount of corn in the visible supply is low at only 2,921,000 bushels, or about half what it was last year same date. The growing crop is doing fairly well but reports of excessive moisture in some sections.

Oats have shown some strength in sympathy with other grains. Receipts are quite liberal and the growing crop is doing finely. The demand for cash oats is good, but we can see nothing to warrant a strong advance at this time, as we are practically within three or four weeks of new oats.

L. Fred Peabody.

Grand Rapids in the Furniture Trade.

According to the industrial census which has just been made there were thirty-eight establishments in Grand Rapids during 1904 engaged in the manufacture of furniture, employing 6,654 wage earners and producing \$9,409,097 worth of goods. The wages of the employes amounted to \$3,239,748, and the capital credited to the industry is \$8,004,713. The value of the furniture output in Grand Rapids leads all other industries in the city, and is about one-third of the total which the census enumerators have discovered.

The furniture industry throughout the State is large. There are more factories outside of Grand Rapids than in the city, although the aggregate of their production, as well as the number of wage earners employed, is only about half of what is credited to the factories of this city. According to the census there are 134 factories making furniture in Michigan. They had 13,260 wage earners and their products were valued at \$18,421,735. This represents an increase over 1900 of 1,390, or 11.7 per cent., in the number of wage earners, and of \$3,807,229, or 26 per cent., in the value of products. The total value of the product of all factories of every class in Grand Rapids is \$31,032,589, and this city is credited with 389 factories.

Annual Report of the National Grocer Co.

At the annual meeting of the National Grocer Co. the following were elected directors of the corporation for the ensuing year: Amos S. Mus-

selman, F. C. Letts, Wm. C. Phipps, C. Elliott, H. S. Griggs, H. N. Higginbotham, F. J. Buckley, M. D. Elgin, B. B. Cushman.

Immediately after the stockholders' meeting, the newly-elected Board of Directors organized by electing the following officers:

President—Amos S. Musselman.

First Vice-President—F. C. Letts.

Second Vice-President—Wm. C. Phipps.

Third Vice-President—C. Elliott.

Treasurer—H. S. Griggs.

Secretary and Auditor—B. B. Cushman.

A dividend of 3 per cent. was declared on the common stock, payable June 16, to stockholders of record on June 6.

The financial statement issued April 20 disclosed total resources of \$2,499,099.38 and liabilities of \$798,719.44, showing a net worth of \$1,700,379.94. After paying the 3 per cent. dividend on the common stock and the regular 3 per cent. semi-annual dividend on the preferred stock July 1, there will still be \$95,379.94 left to the credit of the common stock.

The Old, Old Story.

Chicago, June 20—Edward Bickett, a non-union teamster employed by the National Express Co., was subjected to barbarous torture early today by four union teamsters who are on strike. Bickett was attacked in front of the teamsters' union headquarters. After being knocked down by the men three fingers of his right hand were broken and two of his finger nails torn off. The victim appealed to the men to have mercy, but his cries were in vain, and when the assailants left he was unconscious in the street, where he was found later by a policeman.

There is nothing spectacular about Charles J. Bonaparte, who is soon to become Secretary of the navy. He pays strict attention to his law business daily from 9 a. m. to 5 p. m., after which he goes, in winter, to an old-fashioned residence in the swell section or in summer to a large estate near Baltimore. He is not athletic, loves the simple life and finds keen pleasure in reading and walking, is a total abstainer and never uses tobacco. He does not like to travel, and, strange to say, has never taken a long sea trip in his life. His friends are wondering how he will accept his first aquatic trip. They all expect him to have mal de mer. He does, himself.

It is suggested that when Japan secures the billion dollar indemnity from Russia it may make an offer to purchase the Philippine Islands from the United States. There was great criticism because the American Government bought the Islands from Spain without the consent of the inhabitants, and there would probably be just as great criticism if the Islands were to be sold without their consent. The prospects are that the American flag will continue to float over the Philippines until it is displaced by a Filipino flag.



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

Michigan State Pharmaceutical Association.

President—W. A. Hall, Detroit.
 Vice Presidents—W. C. Kirchgessner,
 Detroit; Charles P. Baker, St. Johns; H.
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 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.

Distilling Attar of Roses.

In Bulgaria, during the month of October, slips are cut from all old rose bushes and buried in trenches about a foot wide and covered with fertilized soil. About eighteen months afterward these slips reach maturity and come to blossom. The first crop is harvested in the latter part of May and the second one month later.

Twenty-two pounds of these blossoms are added to nineteen gallons of water and placed in a copper still set in masonry. A fire is lighted underneath and kept up until the water boils. Then the temperature is gradually reduced, and in one hour and a half twelve quarts of liquid remain.

This product is then redistilled and the attar of roses obtained. The net product is small when compared to first bulk.

A St. Louis paper recently printed the following, of interest in this connection:

"Mr. George W. Vanderbilt has erected a still for the purpose of extracting the attar from the damask roses which are raised in his conservatories.

"If his experiments are successful this summer he intends buying several thousand acres of land in the South for the exclusive culture of roses of the attar variety.

"Near this tract of land will be erected a large distillery with scientific equipment, and under Mr. Vanderbilt's management it will doubtless be a commercial success, thus transplanting an important Bulgarian industry to the United States."

Some Peculiarities of Topeka Whisky.

Topeka drug store whisky is famous from San Francisco to Augusta. Outside of Kansas it is used only as material for jokes. In Topeka it is used for sickness. People from little towns over the State come here to take bottles of it home to drink. By these ignorant ones it is used as a beverage.

It has been tried upon Indians on circus days. No Indian was ever known to take two drinks at the same drug store. Experienced redskins drink lemon extract.

Last circus day Standing-Bull-Milk-in-the-Face, a famous chieftain from Holton, took a drink at a local drug

store. He went to jail and got \$10 next morning. He had money and paid his way out. In the station he took a drink of ice water. The water loosened the dried whisky in his stomach and before he had taken thirty steps from the station he was drunk again. He was fined \$25 for the second offense. Judge Hamilton worked the compound interest fine system on him. When he finally got out he took the train home, singing lustily, with seven bottles of lemon extract, a pint of red ink and a half pint of pure alcohol nestling under his diaphragm. But he was not drunk that time.

A liquor is made in the basements of drug stores of Kansas City and St. Joseph from ground glass, tobacco juice, alcohol, pepper, linseed oil and St. Vitus ointment. It is sent across the State line through tunnels lest a few drops should spill and kill the vegetation. When it arrives in Topeka it is called whisky.

Topekans very rightly do not drink it as a beverage. They use it as medicine. From the large number of people who have been cured of cramps, rheumatism, colic, insomnia, aurora borealis and pip by the use of drug store whisky, there can no longer remain in the mind of any one the least doubt of the efficacy of the remedy so far as these ailments are concerned.

After the Topeka public learned that Missouri cellar whisky was valuable as a medicine, they began to experiment and discovered that beer, alcohol and gin also had medicinal properties, long unknown and hidden, but none the less worthy.

At the present time there are over forty drug stores in Topeka which count upon these remedies for the greater part of their sales. Pills and plasters have gone out of fashion. The city has taken up Gukenheimer and cork screws.—Topeka Herald.

Newspaper Mixers.

We have repeatedly had occasion to call attention to the danger of the formulas and advice printed in the "beauty" and "household" columns of the daily papers. The "jolly mixers" of the popular press daily publish lotions and bleaches in total disregard of all laws of chemistry or pharmacy. Corrosive poisons in face lotions, incompatibilities of all kinds, and chemical crimes abound. One young lady cheerfully directs the "dear reader" to pulverize a substance always sold in liquid form; another gives a formula the chief ingredient of which is oil of bitter almonds.

An interesting question here presents itself. Suppose a reader were to take the penny advice and in consequence sustain injuries more or less severe. Who would be held liable for the damage, the paper, the girl beauty doctor, or the pharmacist who furnished the materials? Although the justice of the matter seems sufficiently plain, we are willing to predict on general principles that the pharmacist would get the worst of it.

As the apparel oft proclaims the man, so does a business man's stationery.

Simple Treatment for Burns.

In cases of burns and scalds there are three maxims to be observed: (1) Remove the clothes with care; (2) exclude the air; and (3) prevent collapse. Great care must be exercised in removing any clothing attached to the skin; indeed, it is often best to cut the clothes off; apply oil—usually carron oil—composed of equal parts of linseed-oil and lime-water, with strips of clean rag, which should be well saturated with the oil; over these apply a good quantity of cotton-wool, and then a flannel bandage. Care must be taken to prevent shock by wrapping the patient in a warm blanket, and cautiously administering stimulants, and, if the pain is acute, a soothing opiate draught will be ordered. If oil is not at hand, then use flour, whitening or chalk made into a paste, and apply over the scald. If the skin is only reddened, the dressings may be soaked in a weak solution of sodium bicarbonate, which will afford most relief to the pain. Robert Jones.

Label Laughlets.

It is rather amusing at times to read the different drug labels that come here to be printed; that is, the manner in which the copy is prepared. Here are just a few samples from memory. In part of the directions for Corn Cure it reads: "Apply each night for four nights and remove the corn." How simple. Another for toothache: "Saturate cotton and insert in cavity." For the gums: "Rub a little on the finger." For rheumatism: "Take a tablet three times a day until cured." Another reads: "Sure cure for Big Head, guaranteed to cure in ten minutes; take one tablet every twenty minutes." Another, a hair tonic: "Removes and prevents dandruff, making it fine and glossy." And one reads: "Repeat in twenty minutes if not relieved in half an hour."

The Drug Market.

Opium—Continues firm on account of reported small crop.

Morphine—Is unchanged.

Quinine—Is dull and weak.

Alcohol—On account of higher price for corn has been advanced 2c per gallon.

Oil Peppermint—Is weak and is tending lower on account of the near approach of the new crop, which is reported will be large.

Canary Seed—Is tending higher on account of reported damage to the growing crop.

Dutch Caraway Seed—Continues to advance.

Gum Shellacs—Are scarce and higher.

Linseed Oil—Is very firm on account of the position of the seed.

Salicylic Acid, "Natural."

The so-called "natural" salicylic acid can be satisfactorily made on the small scale (Merek's Report): Place oil of wintergreen in a porcelain evaporating dish with twice its bulk of water, and heat. Add to this a concentrated solution of sodium hydrate until the oil is completely taken up; dilute with water and heat. Then add

to this mixture hydrochloric acid diluted with an equal volume of water and wash the precipitated acid on a filter with warm water until it shows no reaction with silver nitrate. By this method 380 grains of acid were obtained from 480 grains of oil. At \$2.50 a pound for the oil, salicylic acid can be produced for little more than twenty cents per ounce.

Revival of an Old Flim-Flam Game.

Gaylord, June 20—A lumberjack recently entered a drug store here with a gallon jug, and asked for half a gallon of alcohol. The woodsman explained to the clerk that he had been in another drug store and got all the spirits they had in stock, a half gallon, while he wanted a gallon. The clerk proceeded to fill up the vacant space in the jug and returned it to the customer, who now asked to be "trusted." When he was informed that he was in a "cash" store he told the dealer to take out his half of the goods, which was done, only to find that the first half of the jug had been filled with water.

Join the "Don't Worry Club," even if you are the only member in your town.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.

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

Base Ball Supplies

Croquet
 Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.

GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Aldum		Beechthitos		Tinctures		Moschus Canton.		Snuff, Macaboy		Paints		Spts, Turpentine...		Market	
Aceticum	60 8	Erigeron	1 00 1 10	Aconitum Nap's R	60 50	Myristica, No. 1	28 30	Snuff, S'h DeVos	0 51	Red Venetian	1 1/2 2 0 3	Red Venetian	1 1/2 2 0 3	Red Venetian	1 1/2 2 0 3
Benzolcum, Ger.	70 75	Gaultheria	2 25 2 35	Aconitum Nap's F	60 50	Nux Vomica po 15	0 10	Soda, Boras	9 11	Ochre, yel Mars	1 1/2 2 0 4	Ochre, yel Mars	1 1/2 2 0 4	Ochre, yel Mars	1 1/2 2 0 4
Boricum	26 17	Geranium	0 0 0 0	Aloes	60 50			Soda, Boras, po	9 11	Ochre, yel Ber	1 1/2 2 0 3	Ochre, yel Ber	1 1/2 2 0 3	Ochre, yel Ber	1 1/2 2 0 3
Carbolicum	42 45	Gossipii Sem gal	50 60	Amica	60 50	Pepsin Saac, H &	0 1 00	Soda, Carb	1 1/2 2 0 2	Putty, commer	1 1/2 2 0 3	Putty, commer	1 1/2 2 0 3	Putty, commer	1 1/2 2 0 3
Citricum	30 10	Hedeoma	1 40 1 50	Albes & Myrrh	60 50	P D Co	0 1 00	Soda, Bl-Carb	3 7 5	Putty, strictly pr	2 1/2 2 0 3	Putty, strictly pr	2 1/2 2 0 3	Putty, strictly pr	2 1/2 2 0 3
Hydrochlor	3 7 5	Juniperia	40 20 1 20	Asarotida	60 50	Picis Liq N N 1/2	0 2 00	Soda, Ash	3 7 5	Vermillon, Prime	13 15	Vermillon, Prime	13 15	Vermillon, Prime	13 15
Nitricum	80 10	Lavendula	90 20 75	Atropine Belladonna	60 50	gal doz	0 2 00	Soda, Sulphas	2 2 60	American	13 15	American	13 15	American	13 15
Oxalicum	10 12	Limonis	90 20 1 10	Aurant Cortex	60 50	Picis Liq qts	0 1 00	Spts, Cologne	2 2 60	Vermillon, Eng.	75 80	Vermillon, Eng.	75 80	Vermillon, Eng.	75 80
Phosphorium, dil.	40 15	Mentha Piper	3 40 3 50	Benzoin	60 50	Picis Liq pints.	0 60	Spts, Ether Co.	50 55	Green, Paris	14 18	Green, Paris	14 18	Green, Paris	14 18
Salicylicum	42 45	Mentha Verid	5 00 5 50	Benzoin Co	60 50	Pil Hydrarg po 80	0 50	Spts, Myrcia Dom	2 2 00	Green, Peninsular	13 15	Green, Peninsular	13 15	Green, Peninsular	13 15
Sulphuricum	1 14	Morruhuac gal.	1 25 1 50	Barosma	60 50	Piper Alba po 35	0 20	Spts, Vin Rect bbl	0 7	Lead, red	6 7	Lead, red	6 7	Lead, red	6 7
Tannicum	75 80	Myrcia	3 00 3 50	Cantharides	60 50	Pix Burgun	0 7	Spts, Vi'l R't 1/2 gl	0 7	Lead, white	6 7	Lead, white	6 7	Lead, white	6 7
Tartaricum	38 40	Picea Liquida	10 12	Capsicum	60 50	Plumbi Acet	12 15	Spts, Vi'l R't 10 gl	0 7	Whiting, white S'n	90	Whiting, white S'n	90	Whiting, white S'n	90
		Picea Liquida cal	10 12	Cardamon	60 50	Pulvis Ip'e et Opil	30 1 50	Spts, Vi'l R't 5 gal	0 7	Whiting, Gliders'	95	Whiting, Gliders'	95	Whiting, Gliders'	95
		Ricina	92 96	Cardamon Co	60 50	Pyrethrum, bxs H	1 00	Strychnia, Crystall	05 1 25	White, Paris Am'r	61 25	White, Paris Am'r	61 25	White, Paris Am'r	61 25
		Rosmarini	92 96	Castor	60 50	P D Co. doz.	0 75	Sulphur Subl	2 1/2 3 4	White's Paris Eng	cliff	White's Paris Eng	cliff	White's Paris Eng	cliff
		Rosae oz	5 00 6 00	Catechu	60 50	Pyrethrum, pv	20 25	Sulphur, Roll	2 1/2 3 4	Universal Prep'd	1 10 1 20	Universal Prep'd	1 10 1 20	Universal Prep'd	1 10 1 20
		Succinl	40 45	Cinchona	60 50	Quassia	80 10	Tamarinds	8 10						
		Sabina	90 1 00	Cinchona Co	60 50	Quina, S P & W.	22 32	Terebenth Venice	28 30						
		Santal	2 25 4 50	Columba	60 50	Quina, S Ger.	22 32	Theobromae	45 50						
		Sassafras	75 80	Cubebae	60 50	Quina, N. Y.	22 32	Vanilla	9 00 8						
		Sinapias, ees, oz.	6 65	Cassia Acutifol	60 50	Rubia Tinctorum	12 14	Zinc Sulph	7 8						
		Tigil	1 10 1 20	Cassia Acutifol Co	60 50	Saccharum La's	22 25								
		Thyme	40 50	Digitalis	60 50	Salacin	4 50 4 75								
		Thyme, opt	0 1 60	Ergot	60 50	Sanguis Drac's	40 50								
		Theobromas	15 20	Ferri Chloridum	60 50	Sapo, W	12 14								
				Gentian	60 50										
				Gentian Co.	60 50										
				Gulaca	60 50										
				Gulaca ammon	60 50										
				Hyoscyamus	60 50										
				Iodine	60 50										
				Iodine, colorless	60 50										
				Kino	60 50										
				Lobelia	60 50										
				Myrrh	60 50										
				Nux Vomica	60 50										
				Opil	60 50										
				Opil, camphorated	60 50										
				Opil, deodorized	60 50										
				Quassia	60 50										
				Rhatany	60 50										
				Rhei	60 50										
				Sanguinaria	60 50										
				Serpentaria	60 50										
				Stromonium	60 50										
				Tolutan	60 50										
				Valerian	60 50										
				Veratrum Veride.	60 50										
				Zingiber	60 50										
					20										

Drugs

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

We are dealers in Paints, Oils and
Varnishes.

We have a full line of Staple Druggists'
Sundries.

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

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

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

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

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED		DECLINED	
Rolled Oats		Some Spring Wheat Flour	
		Cheese	
Index to Markets			
By Columns			
Col			
A		1	
Axle Grease		2	
B		Plums	
Bath Brick		Pineapple	
Brooms		Pumpkin	
Brushes		Good	
Butter Color		Fancy	
C		Gallon	
Confections		Raspberries	
Candles		Standard	
Canned Goods		Russian Caviar	
Carbon Oils		1/2 lb. cans	
Catsup		1 lb. cans	
Cheese		Col'a River, tall	
Chewing Gum		Col'a River, flats	
Chicory		Red Alaska	
Chocolate		Pink Alaska	
Clothes Lines		Sardines	
Cocoa		Domestic, 1/4 s	
Cocoanut		Domestic, 1/2 s	
Cocoa Shells		Domestic, Must'd	
Coffee		California, 1/4 s	
Crackers		California, 1/2 s	
D		French, 1/4 s	
Dried Fruits		French, 1/2 s	
E		Shrimps	
Farinaceous Goods		Standard	
Fish and Oysters		Good	
Fishing Tackle		Fancy	
Flavoring extracts		Strawberries	
Fly Paper		Standard	
Fresh Meats		Fancy	
Fruits		Tomatoes	
G		Fair	
Gelatin		Good	
Grain Bags		Fancy	
Grains and Flour		Gallons	
H		C	
Herbs		Perfection	
Hides and Pelts		Water White	
I		D. S. Gasoline	
Indigo		Deodor'd Nap'a	
J		Cylinder	
Jelly		Engine	
L		Black, winter	
Licorice		C	
Lye		Breakfast Foods	
M		Pillsbury's Vitos	
Meat Extracts		Bordeau Flakes	
Molasses		Malta Vita	
Mustard		Grape Nuts	
N		Malta Ceres	
Nuts		Cream of Wheat	
O		Egg-O-See	
Olives		Mapl-Flake	
P		Excella Flakes	
Pipes		Excella, large pkgs.	
Pickles		Vigor	
Playing Cards		Force	
Potash		Zest	
Provisions		Zest, 36 small pkgs	
R		Ralston	
Rice		Cases	
S		Bulk, per 100	
Salad Dressing		Rolled Oats	
Saleratus		Rolled Avena	
Salt Soda		Steel Cut	
Salt		Monarch	
Salt Fish		Monarch, 100lb sacks	
Seeds		Quaker, cases	
Shoe Blacking		Cracked Wheat	
Snuff		Bulk	
Soap		Catsup	
Soused		Columbia, 25 pts	
Spices		Columbia, 25 1/2 pts	
Starch		Snider's quarters	
Sugar		Snider's pints	
Syrups		Snider's 1/2 pints	
T		C	
Tea		Acme	
Tobacco		Carson City	
Twine		Pearless	
V		Elsie	
Vinegar		Emblem	
W		Gem	
Washing Powder		Ideal	
Wicks		Jersey	
Woolenware		Riverside	
Wrapping Paper		Warner's	
Y		Brick	
Yeast Cake		Edam	
		Leiden	
		Limburg	
		Pineapple	
		Sap Sago	
		Swiss, domestic	
		Swiss, imported	

3

CHEWING GUM	
American Flag Spruce	55
Beeman's Pepsin	60
Black Jack	60
Largest Gum Made	60
Sen Sen Breath Perf.	55
Sugar Loaf	55
Yucatan	55
CHICORY	
Bulk	5
Red	7
Eagle	4
Frank's	7
Schener's	6
CHOCOLATE	
Walter Baker & Co.'s	
German Sweet	22
Premium	28
Vanilla	41
Caracas	35
Eagle	28
COCOA	
Baker's	35
Cleveland	41
Colonial, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Huyler	45
Van Houten, 1/4 s	12
Van Houten, 1/2 s	20
Van Houten, 1/4 s	40
Van Houten, 1/2 s	72
Webb	28
Wilbur, 1/4 s	41
Wilbur, 1/2 s	42
COCOANUT	
Dunham's 1/4 s	26
Dunham's 1/2 s & 1/4 s	26 1/2
Dunham's 1/4 s	27
Dunham's 1/2 s	28
Bulk	13
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Common	11
Fair	12
Choice	15
Fancy	18
Peaberry	18
Santos	
Common	11 1/2
Fair	12 1/2
Choice	15
Fancy	18
Maracalbo	
Fair	15
Choice	18
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
Q. G.	25
F. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	13 50
Dilworth	13 00
Jersey	13 50
Lion	13 50
McLaughlin's XXXX	13 50
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gross boxes	95
Felix, 1/2 gross	1 15
Hummel's foil, 1/2 gro.	85
Hummel's tin, 1/2 gro.	43
CRACKERS	
National Biscuit Company's	
Brands	
Butter	
Seymour Butters	6 1/2
N Y Butters	6 1/2
Salted Butters	6 1/2
Family Butters	6 1/2
Soda	
N B C Sodas	6 1/2
Select	6 1/2
Saratoga Flakes	13
Oyster	
Round Oysters	6 1/2
Square Oysters	6 1/2
Fluke	7 1/2
Argo	7
Extra Farina	7 1/2
Sweet Goods	
Animals	10
Assorted Cake	11
Assorted Novelty	8
Bagley Gems	9
Belle Rose	9
Bent's Water	17
Butter Thin	13
Chocolate Drops	17
Coco Bar	11
Cocoanut Taffy	12
Coffee Cake, N. B. C.	10
Coffee Cake, Iced	10
Cocoanut Macaroons	18
Cracknels	11
Currant Fruit	11
Chocolate Dainty	17
Cartwheels	10
Dixie Cookie	9
Fluted Cocoanut	11
Frosted Creams	9
Ginger Gems	9
Ginger Snaps, N B C	7 1/2
Grandma Sandwich	11
Graham Crackers	11
Honey Flingers, Iced	12
Honey Jumbles	12
Iced Honey Crumpet	12

4

Imperial	.....	9
Indiana Belle	.....	15
Jersey Lunch	.....	8
Lady Fingers	.....	12
Lady Fingers, hand made	.....	25
Lemon Biscuit Square	.....	9
Lemon Wafer	.....	16
Lemon Snaps	.....	12
Lemon Gems	.....	10
Lem Yen	.....	11
Marshmallow	.....	16
Marshmallow Cream	.....	17
Marshmallow Walnut	.....	17
Mary Ann	.....	8½
Malaga	.....	11
Mfch Coco Fsd'honey	.....	12
Milk Biscuit	.....	8
Mich. Frosted Honey	.....	12
Mixed Picnic	.....	11½
Molasses Cakes, Scol'd	.....	9
Moss Jelly Bar	.....	12
Muskegon Branch, Iced	.....	11
Newton	.....	12
Oatmeal Crackers	.....	9
Orange Slice	.....	16
Orange Gem	.....	9
Penny Assorted Cakes	.....	8
Pilot Bread	.....	7
Pineapple Honey	.....	15
Ping Pong	.....	9
Pretzels, hand made	.....	8½
Pretzettes, hand m'd	.....	8½
Pretzettes, mch. m'd	.....	7½
Raisin Cookies	.....	8
Revere	.....	15
Richmond	.....	11
Richwood	.....	8½
Rube Sears	.....	9
Scotch Cookies	.....	10
Snowdrops	.....	16
Spiced Sugar Tops	.....	9
Sugar Cakes, scalloped	.....	9
Sugar Squares	.....	9
Sultanas	.....	15
Superba	.....	8½
Spiced Gingers	.....	9
Urchins	.....	11
Vienna Crimp	.....	9
Vanilla Wafer	.....	16
Waverly	.....	10
Zanzibar	.....	10
CREAM TARTAR		
Barrels or drums	.....	29
Boxes	.....	12½
Square cans	.....	32
Fancy caddies	.....	35
DRIED FRUITS		
Apples		
Sundried	..... 4 @	4½
Evaporated	..... 6 @	7
California Prunes		
100-125 25lb boxes	.....	3
90-100 25lb boxes	.....	3½
80-90 25lb boxes	.....	4
70-80 25lb boxes	.....	4½
60-70 25lb boxes	.....	5
50-60 25lb boxes	.....	5½
40-50 25lb boxes	.....	6½
30-40 25lb boxes	.....	7½
¼c less in 50lb cases.		
Citron		
Corsican	..... @	15
Currants		
Imp'd. 1lb pkg	..... 6½ @	7
Imported bulk	..... 6½ @	7½
Peel		
Lemon American	.....	12
Orange American	.....	12
Raisins		
London Layers, 3 cr	.....	1 50
London Layers, 4 cr	.....	1 95
Cluster 5 crown	.....	2 60
Loose Muscatels, 2 cr.	.....	5
Loose Muscatels, 3 cr.	.....	6
Loose Muscatels, 4 cr.	.....	6½
L. M. Seeded, 1 lb 6½ @	.....	7½
L. M. Seeded, ½ lb 5 @	.....	6
Sultanas, bulk	.....	9 8
Sultanas, package	.....	9 8½
FARINACEOUS GOODS		
Beans		
Dried Lima	.....	7
Med. Hd. Pk'd	..... 1 75 @	1 85
Brown Holland	.....	2 25
Farina		
24 1lb. packages	.....	1 75
Bulk, per 100 lbs.	.....	3 00
Hominy		
Flake, 50lb sack	.....	1 00
Pearl, 200lb. sack	.....	3 70
Pearl, 100lb. sack	.....	1 85
Maccaroni and Vermicelli	.....
Domestic, 10lb box	.....	60
Imported, 25lb box	.....	2 50
Pearl Barley		
Common	.....	2 00
Chester	.....	2 20
Empire	.....	3 25
Peas		
Green, Wisconsin, bu.	.....	1 15
Green, Scotch, bu.	.....	1 25
Split, lb.	.....	4
Sago		
East India	.....	3½
German, sacks	.....	3½
German, broken pkg.	.....	4
Tapioca		
Flake, 110lb. sacks	.....	3½
Pearl, 130lb. sacks	.....	3
Pearl, 24 1lb. pkgs	.....	5
FLAVORING EXTRACTS		
Foote & Jenks		
Coleman's	..... Van. Lem.	
2oz. Panel	..... 1 20	75
3oz. Taper	..... 1 00	10
No. 4 Rich. Blake	..... 2 00	1 50

6

MUSTARD

Horse Radish, 1 dz ... 1 75
Horse Radish, 2 dz ... 3 50
Bayle's Celery, 1 dz ...

OLIVES

Bulk, 1 gal. kegs ... 1.00
Bulk, 2 gal. kegs95
Bulk, 5 gal. kegs90
Manzanilla, 8 oz.35
Queen, pints25
Queen, 19 oz45
Queen, 28 oz70
Stuffed, 5 oz90
Stuffed, 8 oz ... 1.45
Stuffed, 10 oz ... 2.30

PIPES

Clay, No. 216 ... 1 70
Clay, T. D., full count ... 65
Cob, No. 3 ... 85

PICKLES

Medium
Barrels, 1,200 count ... 5 00
Half bbls., 600 count ... 3 00

Small

Barrels, 2,400 count ... 7 00
Half bbls., 1,200 count ... 4 00

PLAYING CARDS

No. 90 Steamboat ... 85
No. 15, Rival, assorted ... 20
No. 20, Rover enameled ... 10
No. 572, Special ... 1 75
No. 98, Golf, satin finish ... 2 00
No. 808 Bicycle ... 2 00
No. 632 Tourn't whist ... 2 25

POTASH

48 cans in case
Babbitt's ... 4 00
Penna Salt Co's ... 3 00

PROVISIONS

Barreled Pork
Mess ... 13 00
Fat Back ... 14 00
Back Fat ... 14 50
Short Cut ... 13 50
Bean ... 12 50
Fig ... 15 00
Brisket ... 15 00
Clear Family ... 12 50

Dry Salt Meats

S P Bellies ... 9 1/2
Bellies ... 9 1/2
Extra Shorts ... 8 1/4

Smoked Meats

Hams, 12lb. average ... 11
Hams, 14lb. average ... 11
Hams, 16lb. average ... 11
Hams, 18lb. average ... 11
Skinned Hams ... 11 1/2
Ham, dried beef sets ... 13
Shoulders, (N. Y. cut)
Bacon, clear ... 10 1/2 @ 11 1/2
California Hams ... 7 1/2
Ponied Boiled Ham ... 12 1/2
Boiled Ham ... 17 1/2
Berlin Ham pr'd ... 8
Mince Ham ... 10

Lard

Compound ... 5 1/4
Pure ... 8
60lb. tubs, advance ... 1 1/2
50lb. tubs, advance ... 1 1/4
20lb. pails, advance ... 1 1/4
10lb. pails, advance ... 1 1/4
5lb. pails, advance ... 1
3lb. pails, advance ... 1

Sausages

Bologna ... 5
Liver ... 6 1/2
Frankfort ... 7
Pork ... 6 1/2
Veal ... 8
Tongue ... 9 1/4
Headcheese ... 6 1/2

Beef

Extra Mess ... 9 50
Boneless ... 10 50
Rump, new ... 10 50

Pig's Feet

1/4 bbls. ... 1 10
1/2 bbls., 40lbs. ... 1 85
3/4 bbls. ... 3 75
1 bbl. ... 7 75

Tripe

Kits, 15 lbs. ... 70
1/4 bbls., 40 lbs. ... 1 50
1/2 bbls., 80lbs. ... 3 00

Casings

Hogs, per lb. ... 28
Beef rounds, set ... 16
Beef middles, set ... 45
Sheep, per bundle ... 70

Uncolored Butterine

Solid, dairy ... 10
Rolls, dairy ... 10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2 ... 2 50
Corned beef, 14 ... 17 50
Roast Beef ... 2 00 @ 2 50
Potted ham, 1/4 ... 45
Potted ham, 1/2 ... 85
Deviled ham, 1/4 ... 45
Deviled ham, 1/2 ... 85
Potted tongue, 1/4 ... 45
Potted tongue, 1/2 ... 85

RICE

Screenings ... 2 1/2 @ 2 1/4
Fair Japan ... 3 1/4 @ 4
Choice Japan ... 4 1/2 @ 5
Imported Japan ... 4
Fair Louisiana hd. ... 4 1/2
Choice La. hd. ... 4 1/2
Fancy La. hd. ... 5 1/2
Carolina ex. fancy ... 6 1/2

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SALAD DRESSING

Columbia, 1/2 pint ... 2 25
Columbia, 1 pint ... 4 00
Durkee's large, 1 doz. ... 4 50
Durkee's small, 2 doz. ... 5 25
Snider's large, 2 doz. ... 2 35
Snider's small, 2 doz. ... 1 35

SALARATUS

Packed 60lbs. in box ...
Deland's ... 3 00
Dwight's Cow ... 3 15
Emblem ... 2 10
L. P. ... 3 00
Wyandotte, 100 lbs. ... 3 00

SAL SODA

Granulated, bbls ... 85
Granulated, 100lb cases ... 90
Lump, bbls ... 75
Lump, 145lb kegs ... 95

SALT

Common Grades
100 3lb sacks ... 1 95
50 5lb sacks ... 1 85
28 10 1/2 sacks ... 1 75
56 1lb sacks ... 30
28 lb sacks ... 15

Warsaw

56 lb. dairy in draw bags ... 40
28 lb. dairy in draw bags ... 20

Solar Rock

56lb. sacks ... 20

Common

Granulated, fine ... 80
Medium fine ... 85

SALT FISH

Cod
Large whole ... @ 7
Small Whole ... @ 6 1/2
Strips or bricks, 7 1/2 @ 11
Pollock ... @ 3 1/2

Halibut

Strips ... 14
Chunks ... 14 1/2

Herring

Holland
White Hoop, bbls ... 70
White Hoop, keg. 65 @ 70
White Hoop mchs ... @ 75

Round, 100lbs ... 75
Round, 40lbs ... 1 75
Scaled ... 15

Trout

No. 1, 100lbs ... 7 50
No. 1, 40lbs ... 3 25
No. 1, 10lbs ... 90
No. 1, 8lbs ... 75

Mackerel

Mess, 100lbs. ... 13 50
Mess, 40lbs. ... 5 80
Mess, 10lbs. ... 1 65
Mess, 8lbs. ... 1 36

No. 1, 100lbs. ... 12 00
No. 1, 40lbs. ... 5 25
No. 1, 10lbs. ... 1 55
No. 1, 8lbs. ... 1 28

Whitefish

No. 1 No. 2 Fam
100lb. ... 9 50 5 50
50lb. ... 5 00 2 10
10lb. ... 1 10 52
8lb. ... 90 44

SEEDS

Anise ... 15
Canary, Smyrna ... 6
Caraway ... 8
Cardamom, Malabar ... 1 00
Celery ... 12
Hemp, Russian ... 4
Mixed Bird ... 4
Mustard, white ... 3
Poppy ... 3
Rape ... 4 1/2
Cattle Bone ... 25

SHOE BLACKING

Handy Box, large, 3 dz. ... 50
Handy Box, small ... 25
Bixby's Royal Polish ... 85
Miller's Crown Polish ... 85

SNUFF

Scotch, in bladders ... 37
Maccaboy, in jars ... 35
French Rapple, in jars ... 43

SOAP

Central City Soap Co.
Boro Naphtha ... 4 00

J. S. Kirk & Co.
American Family ... 4 05
Dusky Diamond, 50 8oz ... 2 80
Dusky D'nd, 100 6oz ... 3 80
Jap Rose, 50 bars ... 3 75
Savon Imperial ... 3 10
White Russian ... 3 10
Dome, oval bars ... 2 85
Satinet, oval ... 2 15
Snowberry, 100 cakes ... 4 00

LAUTZ BROS. & CO.

Acme soap, 100 cakes ... 2 85
Naphtha soap, 100 cakes ... 4 00
Big Master, 100 bars ... 4 00
Marseilles White soap ... 4 00
Snow Boy Wash P'r ... 4 00

Proctor & Gamble Co.
Lenox ... 2 85
Ivory, 6 oz. ... 4 00
Ivory, 10 oz. ... 6 75
Star ... 3 10

A. B. Wrisley
Good Cheer ... 4 00
Old Country ... 3 40

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Soap Powders

Central City Soap Co.
Jackson, 16 oz ... 2 40

Gold Dust, 24 large ... 4 50
Gold Dust, 100-5c ... 4 00
Kirkoline, 24 4lb. ... 3 80
Pearline ... 3 75
Soapine ... 4 10
Babbitt's 1776 ... 3 75
Roseine ... 3 50
Armour's ... 3 70
Wisdom ... 3 80

Soap Compounds

Johnson's Fine ... 5 10
Johnson's XXX ... 4 25
Nine O'clock ... 3 35
Rub-No-More ... 3 75

Scouring

Enoch Morgan's Sons.
Sapallo, gross lots ... 9 00
Sapallo, half gross lots ... 4 50
Sapallo, single boxes ... 2 25
Sapallo, hand ... 2 25
Scourine Manufacturing Co.
Scourine, 50 cakes ... 1 80
Scourine, 100 cakes ... 3 50

SODA

Boxes ... 5 1/2
Kegs, English ... 4 1/2

SOUPS

Columbia ... 3 00
Red Letter ... 90

SPICES

Whole Spices
Allspice ... 12
Cassia, China in mats ... 12
Cassia, Canton ... 16
Cassia, Batavia, bund. ... 28
Cassia, Saigon, broken ... 40
Cassia, Saigon, in rolls ... 55
Cloves, Amboyana ... 22
Cloves, Zanzibar ... 14
Mace ... 55
Nutmegs, 75-80 ... 45
Nutmegs, 105-10 ... 35
Nutmegs, 115-20 ... 30
Pepper, Singapore, blk. ... 15
Pepper, Singap. white ... 25
Pepper, shot ... 17

Pure Ground in Bulk

Allspice ... 16
Cassia, Batavia ... 28
Cassia, Saigon ... 48
Cloves, Zanzibar ... 18
Ginger, African ... 15
Ginger, Cochiti ... 18
Ginger, Jamaica ... 25
Mace ... 65
Mustard ... 18
Pepper, Singapore, blk. ... 17
Pepper, Singap. white ... 28
Pepper, Cayenne ... 20
Sage ... 20

STARCH

Common Gloss
1lb packages ... 4 @ 5
3lb packages ... 4 1/2
6lb packages ... 5 1/2
40 and 50lb. boxes 2 1/2 @ 3 1/2
Barrels ... @ 2 1/2

Common Corn

20lb packages ... 5
40lb packages ... 4 1/2 @ 7

SYRUPS

Corn
Barrels ... 22
Half Barrels ... 24
20lb cans 1/2 dz in case ... 1 55
10lb cans 1/2 dz in case ... 1 50
5lb cans 2 dz in case ... 1 65
2 1/2lb cans 2 dz in case ... 1 70

Pure Cane

Fair ... 16
Good ... 20
Choice ... 25

TEA

Japan
Sundried, medium ... 24
Sundried, choice ... 32
Sundried, fancy ... 36
Regular, medium ... 24
Regular, choice ... 32
Regular, fancy ... 36
Basket-fired, medium ... 31
Basket-fired, choice ... 33
Basket-fired, fancy ... 43
Nibs ... 22 @ 24
Siftings ... 9 @ 11
Fannings ... 12 @ 14

Gunpowder

Moyune, medium ... 30
Moyune, choice ... 32
Moyune, fancy ... 40
Pingsuey, medium ... 30
Pingsuey, choice ... 30
Pingsuey, fancy ... 40

Young Hyson

Choice ... 30
Fancy ... 36

Oolong

Formosa, fancy ... 42
Amoy, medium ... 25
Amoy, choice ... 32

English Breakfast

Medium ... 20
Choice ... 30
Fancy ... 40

India

Ceylon, choice ... 32
Fancy ... 42

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TOBACCO

Fine Cut
Cadillac ... 54
Sweet Loma ... 34
Hiawatha, 5lb pails ... 56
Hiawatha, 10lb pails ... 54
Telegram ... 30
Pay Car ... 33
Prairie Rose ... 49
Protection ... 40
Sweet Burley ... 44
Tiger ... 40

Plug

Red Cross ... 31
Palo ... 35
Hiawatha ... 41
Kyo ... 35
Battle Ax ... 37
American Eagle ... 33
Standard Navy ... 37
Spear Head 1 1/2 oz. ... 47
Spear Head, 14 1/2 oz. ... 44
Nobby Twist ... 55
Jolly Tar ... 39
Old Honesty ... 43
J. T. ... 34
Peter Heidsieck ... 38
Boot Jack ... 80
Honey Dip Twist ... 40
Black Standard ... 40
Cadillac ... 40

Smoking

Sweet Core ... 34
Flat Car ... 32
Warpath ... 32
Bamboo, 16 oz. ... 25
1 X L, 5lb ... 27
1 X L, 16 oz. pails ... 31
Honey Dew ... 40
Gold Block ... 40
Flagman ... 40
Chips ... 33
Kiln Dried ... 21
Duke's Mixture ... 40
Duke's Cameo ... 43
Myrtle Navy ... 44
Yum Yum, 1 1/2 oz. ... 39
Yum Yum, 1lb. pails ... 40
Cream ... 38
Corn Cake, 2 1/2 oz. ... 22
Corn Cake, 1lb. ... 22
Plow Boy, 1 1/2 oz. ... 39
Plow Boy, 3 1/2 oz. ... 39
Peerless, 3 1/2 oz. ... 35
Peerless, 1 1/2 oz. ... 38
Air Brake ... 36
Cant Hook ... 30
Country Club ... 32-34
Forex-XXXX ... 30
Good Indian ... 25
Self Binder, 16oz, 8oz 20-22
Silver Foam ... 24
Sweet Marie ... 32
Royal Smoke ... 42

TWINE

Cotton, 3 ply ... 20
Cotton, 4 ply ... 20
Jute, 2 ply ... 14
Hemp, 6 ply ... 13
Flax, medium ... 20
Wool, 1lb. balls ... 6

VINEGAR

Malt White Wine, 40gr 8
Malt White Wine, 80gr 11
Pure Cider, B & B ... 11
Pure Cider, Red Star ... 11
Pure Cider, Robinson ... 10
Pure Cider, Silver ... 10

WICKING

No. 0 per gross ... 30
No. 1 per gross ... 30
No. 2 per gross ... 50
No. 3 per gross ... 75

WOODENWARE

Bushels ... 1 10
Bushels, wide band ... 1 60
Market ... 35
Splint, large ... 6 00
Splint, medium ... 5 00
Splint, small ... 4 00
Willow, Clothes, large ... 7 00
Willow Clothes, med'm ... 6 00
Willow Clothes, small ... 5 50

Bradley Butter Boxes

2lb size, 24 in case ... 72
3lb size, 16 in case ... 68
5lb size, 12 in case ... 63
10lb size, 6 in case ... 60

Butter Plates

No. 1 Oval, 250 in crate ... 40
No. 2 Oval, 250 in crate ... 45
No. 3 Oval, 250 in crate ... 50
No. 5 Oval, 250 in crate ... 60

Churns

Barrel, 5 gal., each ... 2 40
Barrel, 10 gal., each ... 2 55
Barrel, 15 gal., each ... 2 70

Clothes Pins

Round head, 5 gross bx ... 55
Round head, cartons ... 75

Egg Crates

Humpty Dumpty ... 2 40
No. 1, complete ... 32
No. 2, complete ... 18

Faucets

Cork lined, 8 in. ... 65
Cork lined, 9 in. ... 75
Cork lined, 10 in. ... 85
Cedar, 8 in. ... 55

Mop Sticks

Trojan spring ... 90
Eclipse patent spring ... 85
No. 1 common ... 75
No. 2 pat. brush holder ... 85
12lb. cotton mop heads ... 1 40
Ideal No. 7 ... 90

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Pails

2-hoop Standard ... 1 60
3-hoop Standard ... 1 75
2-wire, Cable ... 1 70
3-wire, Cable ... 1 90
Cedar, all red, brass ... 1 25
Paper, Eureka ... 2 25
Fibre ... 2 70

Toothpicks

Hardwood ... 2 50
Softwood ... 2 75
Banquet ... 1 50
Ideal ... 1 50

Traps

Mouse, wood, 2 holes ... 22
Mouse, wood, 4 holes ... 45
Mouse, wood, 6 holes ... 70
Mouse, tin, 5 holes ... 65
Rat, wood ... 80
Rat, spring ... 75

Tubs

20-in., Standard, No. 17 ... 00
18-in., Standard, No. 2 ... 00
16-in., Standard, No. 3 ... 00
20-in., Cable, No. 1 ... 7 50
18-in., Cable, No. 2 ... 6 50
16-in., Cable, No. 3 ... 5 50
No. 1 Fibre ... 10 80
No. 2 Fibre ... 9 45
No. 3 Fibre ... 8 55

Wash Boards

Bronze Globe ... 2 50
Dewey ... 1 75
Double Acme ... 2 75
Single Acme ... 2 25
Double Peerless ... 3 50
Single Peerless ... 2 75
Northern Queen ... 3 00
Double Duplex ... 2 75
Good Luck ... 2 65
Universal ... 2 65

Window Cleaners

12 in. ... 1 65
14 in. ... 1 85
16 in. ... 2 30

Wood Bowls

11 in. Butter ... 75
13 in. Butter ... 1 15
15 in. Butter ... 2 00
17 in. Butter ... 3 25
19 in. Butter ... 4 75
Assorted, 13-15-17 ... 2 25
Assorted 15-17-19 ... 3 25

WRAPPING PAPER

Common Straw ... 1 1/2
Fibre Manila, white ... 2 1/4
Fibre Manila, colored ... 4
No. 1 Manila ... 4
Cream Manila ... 3
Butcher's Manila ... 2 1/4
Wax Butter, short cut ... 13
Wax Butter, full count ... 20
Wax Butter, rolls ... 15

YEAST CAKE

Magic, 3 doz. ... 1 15
Sunlight, 3 doz. ... 1 00
Sunlight, 1 1/2 doz. ... 50
Yeast Foam, 3 doz. ... 1 15
Yeast Cream, 3 doz. ... 1 00
Yeast Foam, 1 1/2 doz. ... 58

FRESH FISH

Jumbo Whitefish ... 11 @ 12
No. 1 Whitefish ... 8
Trout ... 8
Halibut ... 10
Ciscos or Herring ... 5
Bluefish ... 10 1/2 @ 11
Live Lobster ... 25
Boiled Lobster ... 25
Cod ... 12 1/2
Haddock ... 8
No. Pickrel ... 8
Pike ... 9
Perch, dressed ... 7
Smoked White ... 12 1/2
Red Snapper ... 8
Col. River Salmon ... 11
Mackerel ... 15 @ 16

OYSTERS

Cans Per can
F. H. Counts ... 40
Bulk Oysters ... 2 25
F. H. Counts ... 2 25

Shell Goods

Clams ... 1 25
Oysters ... 1 25

HIDES AND PELTS

Green No. 1 ... 10
Green No. 2 ... 9
Cured No. 1 ... 11 1/4
Cured No. 2 ... 10 1/4
Calfskins, green No. 1 ... 13 00
Calfskins, green No. 2 ... 11 1/2
Calfskins, cured No. 1 ... 13 1/2
Calfskins, cured No. 2 ... 12
Steer Hides, 60lbs over 11 1/2

Another and Greater

5 @ 10c SALE

Our January sale was so warmly welcomed by retailers looking for the goods with which to avoid a dull period that we immediately began preparations for another and greater sale of 5 and 10 cent goods.

The results of months of effort by a buying organization that reaches into every market of the world are in our July catalogue—which includes over 12,000 items to retail at 5 and 10 cents and is the only complete list of such goods.

Our July catalogue begins with eight solid pages of the big things syndicate 5 and 10 cent stores are always hunting for to use in their windows in which these stores do all their outside advertising.

This extraordinary sale of 5 and 10 cent window leaders alone makes our July catalogue intensely interesting to the merchant who wants to solve the summer problem of how to keep income greater than outgo.

And there are hosts of other Yellow Page Items—the Butler name for bargains that are really big—besides our entire line revised in goods and prices to fit your July needs.

Get our July catalogue, No. J544, and begin at once to make yourself sure of a busy and profitable July and August.

BUTLER BROTHERS

WHOLESALE OF EVERYTHING—By Catalogue Only

NEW YORK

CHICAGO

ST. LOUIS

Special Price Current

AXLE GREASE



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

BAKING POWDER

JAXON
1 1/2 lb. cans, 4 doz. case.. 45
1 1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/2 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 pkgs., 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31

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

Worden Grocer Co. brand
Ben Hur 35

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritans 35
Panatellas, Finas 35
Panatellas, Bock 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/2 lb pkg, per case 2 60
35 1/2 lb pkg, per case 2 60
35 1/2 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 @ 5 1/2
Hindquarters 7 1/2 @ 9
Loins 9 @ 16
Ribs 8 @ 14
Rounds 7 1/2 @ 8
Chuck's 5 @ 6
Plates @ 4

Pork.

Loins @ 9 1/2
Dressed @ 6 1/2
Boston Butts @ 7 1/2
Shoulders @ 7 1/2
Leaf Lard @ 7 1/2

Mutton

Carcass @ 8 1/2

Lamb's

Carcass 5 1/2 @ 8

Karo

CORN SYRUP

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

CLOTHES LINES

Sisal

60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra.. 1 50

Jute

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

40ft. 1 10
72ft. 1 25
90ft. 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. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.

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 SOAP

FEEL THAT GRIT

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

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 1/2 to 2 in 7
1 1/2 to 2 in 9
1 1/2 to 2 in 11
2 in 15
3 in 30

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 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.

SALES

For Sale—Stock of groceries and fixtures, invoices about \$2,500, at Hicksville, O.; 300 people; three other groceries; good location, opposite postoffice. Address J. E. Coburn, Hicksville, O. 696

Ohio drug store for sale. Growing city of 18,000; low rent, long lease, opposite postoffice, good stock, nice fixtures, no fountain; full prices. Fine opportunity for cut rate business, invoices about \$3,000. The Waldorf Pharmacy, Marion, Ohio. 695

For Sale—Nice clean hardware stock in one of the best towns in Michigan. Population 1,500. Address No. 694, care Michigan Tradesman. 694

For Sale—Good established mercantile business, invoicing about \$2,000. Address S. W., 79 S. Division St., Grand Rapids. 692

Wanted—To buy stock goods, dry goods, shoes and clothing, for cash. Write Box 363, Rockford, Mich. 691

A snap investment in a stock which will pay dividends within the next four months. Located in the greatest dividend paying district in the United States. Only 50,000 shares of the stock on the market. \$100 invested now in this stock will make you \$1,000 within six to eight months' time. An opportunity of a lifetime to large or small investors. Ladies or gentlemen, investigate. It will not cost you a cent. Highest references furnished on application. Don't delay your answer if you want to get in on a snap. J. E. Meyer, Box 621, Salt Lake City, Utah. 689

For Sale—Grocery stock in live college town; write for particulars. Address C. E. Likens, University Place, Neb. 685

Wanted—To buy a general stock of dry goods, shoes and groceries from \$5,000 to \$8,000, in town of 800 to 2,000 inhabitants. Address Lock Box 830, Belding, Mich. 686

For Sale—Racket store in one of the best towns in Central Michigan, 3,500 inhabitants. The greatest beet and sugar producing county in the State. Gasoline works, asphaltum works and two large cold storage plants. Reason for selling, want to go West. Address No. 682, care Michigan Tradesman. 682

To Rent—Finest store in Sault Ste. Marie. Can do business of \$200,000 yearly with \$15,000 capital. One of the best openings in Canada for first-class dry goods or department store. Over \$250,000 paid out monthly in wages. Address Box 339, Sault Ste. Marie, Ont. 683

For Sale—Richmond Paper Mills, Richmond, Ind. Address Richmond Paper Mills, Richmond, Ind. 684

For Sale—Fine saddle mare. Groulx & Bidwell, Big Rapids, Mich. 681

For Sale—Brick yard, all complete, now running; good market; fine retail trade established; good reasons for selling. Address W. C. Davie, Tacoma, Wash. 679

Chance to sell for cash, all machinery in your factory or mill mortgaged or otherwise. Hastings Metal & Machinery Co., Hastings, Mich. 680

Chadron, Nebraska. Population about 3,000. Wants general merchandise, furniture and dry goods stocks. Investigate at once. Write P. B. Nelson. 693

For Sale—A small stock of drugs. Only stock in town of 350 inhabitants. Address No. 698, care Michigan Tradesman. 698

For Sale—Good tailor business, with building in prosperous town of 15,000 inhabitants. Will sell building without business. Building \$2,000. Address John Getz, Morenci, Mich. 697

For Sale—Drug stock, first-class, in good town. Doing good business, \$1,500. Address Quinine, care Michigan Tradesman. 677

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

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

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

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—Stock of groceries and fixtures, invoices about \$2,500, at Hicksville, O.; 300 people; three other groceries; good location, opposite postoffice. Address J. E. Coburn, Hicksville, O. 696

Ohio drug store for sale. Growing city of 18,000; low rent, long lease, opposite postoffice, good stock, nice fixtures, no fountain; full prices. Fine opportunity for cut rate business, invoices about \$3,000. The Waldorf Pharmacy, Marion, Ohio. 695

For Sale—Nice clean hardware stock in one of the best towns in Michigan. Population 1,500. Address No. 694, care Michigan Tradesman. 694

For Sale—Good established mercantile business, invoicing about \$2,000. Address S. W., 79 S. Division St., Grand Rapids. 692

Wanted—To buy stock goods, dry goods, shoes and clothing, for cash. Write Box 363, Rockford, Mich. 691

A snap investment in a stock which will pay dividends within the next four months. Located in the greatest dividend paying district in the United States. Only 50,000 shares of the stock on the market. \$100 invested now in this stock will make you \$1,000 within six to eight months' time. An opportunity of a lifetime to large or small investors. Ladies or gentlemen, investigate. It will not cost you a cent. Highest references furnished on application. Don't delay your answer if you want to get in on a snap. J. E. Meyer, Box 621, Salt Lake City, Utah. 689

For Sale—Grocery stock in live college town; write for particulars. Address C. E. Likens, University Place, Neb. 685

Wanted—To buy a general stock of dry goods, shoes and groceries from \$5,000 to \$8,000, in town of 800 to 2,000 inhabitants. Address Lock Box 830, Belding, Mich. 686

For Sale—Racket store in one of the best towns in Central Michigan, 3,500 inhabitants. The greatest beet and sugar producing county in the State. Gasoline works, asphaltum works and two large cold storage plants. Reason for selling, want to go West. Address No. 682, care Michigan Tradesman. 682

To Rent—Finest store in Sault Ste. Marie. Can do business of \$200,000 yearly with \$15,000 capital. One of the best openings in Canada for first-class dry goods or department store. Over \$250,000 paid out monthly in wages. Address Box 339, Sault Ste. Marie, Ont. 683

For Sale—Richmond Paper Mills, Richmond, Ind. Address Richmond Paper Mills, Richmond, Ind. 684

For Sale—Fine saddle mare. Groulx & Bidwell, Big Rapids, Mich. 681

For Sale—Brick yard, all complete, now running; good market; fine retail trade established; good reasons for selling. Address W. C. Davie, Tacoma, Wash. 679

Chance to sell for cash, all machinery in your factory or mill mortgaged or otherwise. Hastings Metal & Machinery Co., Hastings, Mich. 680

Chadron, Nebraska. Population about 3,000. Wants general merchandise, furniture and dry goods stocks. Investigate at once. Write P. B. Nelson. 693

For Sale—A small stock of drugs. Only stock in town of 350 inhabitants. Address No. 698, care Michigan Tradesman. 698

For Sale—Good tailor business, with building in prosperous town of 15,000 inhabitants. Will sell building without business. Building \$2,000. Address John Getz, Morenci, Mich. 697

For Sale—Drug stock, first-class, in good town. Doing good business, \$1,500. Address Quinine, care Michigan Tradesman. 677

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

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

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

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

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

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—32-station Lamson Cable Cash System, in fairly good condition; price \$25 per station. Address Herpolsheimer Co., Grand Rapids, Mich. 646

Want Ads. continued on next page.

I AM THE AUCTIONEER
who has never had a failure. Let me be the doctor and put new life into your business. Consult me today.
R. H. B. MACRORIE AUCTION CO., Davenport, Ia.

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MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

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Saginaw Business Men Alive To Their Best Interests.

Saginaw, June 19—The Saginaw Board of Trade considered a large number of important matters at its last meeting. A large number of applications for membership were received, thus showing increased interest in the organization and its work under its energetic new head, Hon. Wm. S. Linton.

After the reading of the minutes of the previous meeting and some other minor business, the matter of Saginaw's coming semi-centennial celebration was taken up. S. E. Symons told of his very pleasant visit to Flint a few days ago, on the occasion of Flint's semi-centennial celebration and Old Home-Coming day. He described the interesting features of the parade, portraying the Flint of fifty years ago and the thriving little city of to-day, and told of the large number of people the two days' event had attracted to that place, with the desirable publicity that had been accomplished. The Flint celebration cost only about \$9,000, and it was a notable event. It was the sense of the Board that a Board of Trade committee be appointed to co-operate with the committee named by the Common Council and the Retail Merchants' Association in the matter of Saginaw's semi-centennial celebration. President Linton appointed as such Board of Trade Committee Hon. Wm. B. Baum, E. A. Robertson and J. W. C. Pendell. A special Board of Trade Committee to represent the Board individually may also be appointed later. It was suggested that it would be a good thing for each association in the city, fraternal, business bodies, etc., to appoint a committee to co-operate with the other committees for this occasion. The celebration will be held in the summer of 1906.

On motion the Court street M. C. Railroad depot matter was taken up, and it was decided to press the subject on the attention of the Railroad Company. A committee composed of Messrs. Julius C. Vogt, Julius Ippel and Emil Achard was appointed to call on the local representatives of the Michigan Central and have it brought before the railway management.

A communication was received from the National Hay Association, calling the attention of the Board to the fact that the Association would hold its annual meeting at Toledo, O., on July 18, 19, 20, and inviting it to send representatives. In response to the invitation President Linton appointed as delegates to this meeting Messrs. E. C. Forrest, Geo. C. Warren and Henry Carr.

A letter was received from the State authorities in regard to the mustering out of Company C. This stated that Saginaw would be given the first section of the new engineering corps if it desired it. President Linton said it is important to the city to have the section organized here if possible, and the matter was referred to a committee of six, composed of Messrs. Wm. G. Gage, C. S. Bliss, C. M. Ireton, C. H. Peters,

G. Leo Weadock and Arthur F. Lewis. These gentlemen will go over the ground and take the matter up with Governor Warner.

A letter from Major Beach was read in which he stated that the middle ground, at Saginaw, had been specified in the Saginaw River dredging contracts as a place where dredged material may be dumped. This is the method proposed for filling up this valuable piece of property and building it up to be ready eventually for park purposes.

Michigan Central Rate Too High.

Lansing, June 20—At the meeting of the Retail Grocers' Association last evening at the City Hall, the question of the annual picnic was brought up and a rate to Bay City and return of \$1.10 was submitted by the Michigan Central Railroad. It was unsatisfactory to the members, and will be rejected. Rates are to be secured from the Grand Trunk by the way of Durand to Bay City and also to Port Huron, and they will probably go over this road to one of these places. It is possible, however, that the Michigan Central may make another rate which will be acceptable to the Association.

It is understood that a new trading stamp company of Toledo is doing business here, and that some of the grocers are going to use them. No action was taken last night, but the sentiment of the meeting was against their use.

A meeting will be held next Monday night, at which time the picnic location will be decided.

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

Buffalo, June 21—Creamery, 18@20½¢; dairy, fresh, 14@17¢; poor, 12@14¢.

Eggs—Fresh, 16@17¢.

Live Poultry—Fowls, 12@12½¢; ducks, 12@13¢; geese, 10@11¢; springs, 20@22¢.

Dressed Poultry—Fowls, 13@14¢; old cox, 10¢.

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@28¢; mixed and red, 23@25¢.

Rea & Witzig.

"Too much dry goods for the women, too much wet goods for the men." This is the terse explanation of the divorce evil advanced by a Southern judge.

If you are going to do a man at all, be sure you do him good.

Business Wants

BUSINESS CHANCES.

For Sale or Rent—Cheap, good, general blacksmith and wagon shop centrally located, doing good business in live town; will sell stock if you prefer to rent; have owned and operated shop 33 years. Reason, poor health. Address H. Willis, Plymouth, Mich. 701

For Sale—10,000 acres timber land on 3 Forks of Kentucky River. Will divide to suit purchaser. Some fine propositions. Also good investments in coal lands. F. A. Lyon & Son, Beattyville, Ky. 702

For Sale—First-class bakery, restaurant, ice cream and soda fountain business, only bakery and soda fountain in thriving Michigan town of 1,800. Good brick building, furnished rooms above. Will sell building or rent. Doing good business. Will sell cheap if taken at once. Good reasons for selling. Address No. 699, care Michigan Tradesman. 699

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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michigan Tradesman. 652

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—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

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

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

For Sale—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. L. Vost & Co., Detroit, Mich. 250

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

For Sale—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 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

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

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

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

Wanted—To buy stock of general merchandise, \$10,000 to \$15,000. Outside of Chicago. Address No. 620, care Michigan Tradesman. 620

Our 16, 18 and 21 ft. family launches make an enjoyable outfit. We build all kinds of pleasure boats. Main office and works, McHenry, Ill., on Fox river, connecting with Fox Lake regions. Hunter-Weekler Boat Co., 138 Washington St., Chicago, Ill. 619

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

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 trade will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

POSITIONS WANTED.

Experienced lady desires position as clerk in general store, speaks German and English. Good references. Also understands bookkeeping. Address Box 105, Loyal, Wis. 660

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

Traveling man would like to manage business interests for well-known manufacturer or jobber, for Maine. A1 reference. "M. B." care C. A. Vincent, 273 Middle St., Portland, Me. 690

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—Tinner, by the year, assortment and job worker. Rutter's Hardware, Warsaw, Ind. 700

Wanted—Unregistered drug clerks to write Aug. T. Fleischmann, former Secretary Missouri Board of Pharmacy, for 1,000 selected Board of Pharmacy questions and answers. Price \$1. Aug. T. Fleischmann, (M. T.) Kansas City, Mo. 687

Wanted—Salesmen everywhere to carry good selling line of children's turn and McKay shoes as a side line on commission. Address No. 688, care Michigan Tradesman. 688

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—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.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our terms are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490