

MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JUNE 28, 1905

Number 1136

William Connor, Pres. Joseph S. Hoffman, 1st Vice-Pres.
William Alden Smith, 2d Vice-Pres.
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The William Connor Co.

WHOLESALE CLOTHING
MANUFACTURERS

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

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

Commercial Credit Co., Ltd.

Widdicomb Building, Grand Rapids
Detroit Opera House Block, Detroit

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

Collection Department

R. G. DUN & CO.

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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader.
C. E. McORONE, Manager.

We Buy and Sell Total Issues

of
State, County, City, School District,
Street Railway and Gas
BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

Have Invested Over Three Million Dollars For Our Customers in Three Years

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 The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to
CURRIE & FORSYTH
Managers of Douglas, Lacey & Company
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The Tradesman Company

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GRAND RAPIDS, MICHIGAN.

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THE WAY IT LOOKS.

The Equitable Life Assurance Society has been occupying the boards until the public has become rather tired of it and considerably disgusted with it. To use a common and equally disgusting phrase, it has been washing its dirty linen in public and the stench, to repeat a street description of it, out-stenches that of the traditional glue factory. Like the king in Hamlet its offense is rank, it smells to heaven—so rank, in fact, that it now looks as if, with all the cleansing vigorously going on, it will never again regain its old place in the confidence and trust of the people. On general principles the first thing to be done was to throw out the disreputable management and give the whole concern an airing. It has been done, but after all the burnt policy-holder, like the burnt child, dreads the fire and gradually, if not all at once, there will be some lively transferring to other companies. In fact, there is a growing belief that the Equitable is not as equitable as it was supposed to be and that the quicker it gives way to companies that are, the better it will be for all concerned.

It is much to be questioned whether the election to the presidency of a Cabinet officer of the Government at a salary of \$150,000 will go far in re-establishing public confidence, especially that part of the public now holding that company's policies. "It's a good round sum"—too good and too round for a single salary—and leads squarely to the reflection that a company that can afford to pay an officer that salary can better afford to let the old figures stand where they were and ease up a little on the rates of insurance. It smacks too much of the application of the same principle which beggars the stock raiser and starves the beef consumer in order that the manipulating go-between may flaunt his dishonesty in the faces of those he has cheated at each end of his trade-line. That is the way it looks to the public keeping track of the proceedings and it remains to be seen how far this

"looks" is going to make or mar the fortunes of the Equitable Life Assurance Society.

The press and the people are interested just now in the Government ownership of various properties. Shall Philadelphia own her gas works? Shall Chicago operate her street car lines? Shall the United States assume control of her railroads? If the stifling smoke is any sign of fire in the localities indicated it looks as if there were something wrong somewhere. The Equitable is not the only Aegean stable that needs cleaning; but aside from the wrong doing, real or imaginary, it now looks as if the thing most needed is to have some competent body, public or private, so to control the interests in hand that the individuals of a long and much-suffering public shall be taken into such consideration that each shall, without discrimination against or favor, come at last to his own and have rates so fixed that riding may cease to be the luxury it now is and that favoritism shall no longer exert its powerful and baneful interest over the business affairs of the country. The happiness and the prosperity of the many, not of the few, is the one thing sought for to-day and just in proportion as that one thing is made attainable so success will crown the efforts of those who are working for it.

New York City has an ordinance providing for a maximum penalty of six months' imprisonment for carrying a revolver without a permit. Under it a young man was sentenced the other day to three months in the penitentiary. There would be far less crime if similar ordinances were enacted and enforced in all communities. The man who carries a weapon is extremely likely to use it without sufficient provocation.

When the representatives of Japan and Russia get together there is, of course, no certainty that they will agree upon terms of peace. There are many points upon which differences may arise. The whole world is, however, so eager that the war should terminate and so many powerful influences will be exerted in that direction that both sides must be impelled to make reasonable concessions.

Fresh eggs have long been regarded as not only extremely nourishing but absolutely pure food, but this belief, it appears, must be abandoned as a mistake. Prof. Metchnikoff, of the Pasteur Institute in Paris, has declared on oath that the interiors of the freshest eggs teem with disease breeding bacilli.

GOOD FOR THE GOVERNOR.

Governor Warner has shown his friendship for Grand Rapids on many occasions, but in no case has he done the city more yeoman service than in refusing to pardon the notorious McGarry, whose friends are making a desperate attempt to free him from his position as gardener at the Ionia House of Correction.

A pardon for McGarry would be a travesty on justice, because it would lead to the inference that he either had an unfair trial or received too severe a sentence. There are no grounds for either belief. He was given the benefit of every doubt and allowed every latitude by the court. When the verdict was pronounced he cursed the judge and jury and uttered anathemas which should place him behind the bars for the remainder of his natural life. One of the jurors in the case ventured the opinion that, if he was not convicted by the testimony of the prosecution, the lying, flimsy defense he concocted was in itself sufficient to convict him.

McGarry's real character—or lack of character—is shown in the manner in which he induced his stenographer to perjure herself in his behalf. This is the greatest crime it is possible for any man to commit and no punishment is too severe for a man who will resort to such disreputable acts to accomplish his ends. It is true that McGarry was not tried on these charges, but their truth is a matter of common knowledge and court record and possibly these facts may have some influence with Governor Warner in declining to liberate a man whose record shows that his presence is a menace to good government.

One of the largest manufacturers in this country writes the Tradesman as follows: "I note your editorial in the issue of June 21 and think that your remarks are true and that they are called for, with the single exception that I believe that a large majority of the members of unions are good honest men and that they are forced into the unions from fear of ostracism or personal injury if they remain outside, but, alas! these good members, while I believe they are in the majority, do not control the conduct of the unions. They are simply in them in the hope of having peace and do not attend meetings, or, if they do, are hounded if they dare to oppose the dastardly tactics of the agitator, walking delegate, business agent and worthless fellows who, to my mind, are responsible for the awful and unlawful things done in the name of unionism."

Brooding over troubles only hatch-
es out new ones.

STARTLING CONFESSION.**Embezzled \$18,000 and Disgorged \$14,000 on Being Detected.**

"The methods of the house were slipshod and nobody seemed to care. I observed that for a time, and then it struck me that I could make some money on the side. I have been doing that for nearly five years. I wanted to accumulate a lot of money and then retire."

Such was the statement of Oliver Braman, a trusted employe of Gray, Toynton & Fox, of Detroit, after having confessed to embezzling \$18,000 from the house.

When arrested Braman's exclamation was:

"I am a fool! I wanted to quit last January. Why didn't I do it?"

He was asked how he first came to divert the funds of the firm, and he replied:

"When I first came to be employed by Gray, Toynton & Fox I was honest and straightforward, but it was so easy to make some money on the side. Some of the employes had friends to whom they would sell goods, say for \$10, and make a cash slip for \$1 or \$2. I do not say that they embezzled or pocketed the money; they simply accommodated their friends.

"It looked so easy, and I just helped myself. Now I am sorry I did it. If I had quit my position last January, as I fully intended to do, I might be better off to-day. Fool that I am! I was too greedy."

Startling as was the unpleasant discovery it was eclipsed by the news that Braman had voluntarily returned \$14,000 of the stolen money and that the remainder would be forthcoming soon.

Braman had neither squandered nor spent the small fortune, but, on the contrary, had carefully banked it, and thus was accumulating wealth for himself.

Braman's defalcations were detected in a peculiar way. For the past four years he had always made it a point to be in the ware-rooms of the firm during the forenoon to wait upon his customers. A short time ago, however, he took a week's vacation, instructing a fellow employe to transact his business. At the end of the week he was unavoidably delayed and remained away longer than anticipated.

That one day brought the disclosure. One of his customers came in and purchased \$30 worth of goods. The local manager waited on him.

"Charge it," observed the customer. The manager consulted the books and found that the customer had no account. He told him so.

"What?" exclaimed the buyer. "I have no account here? Why, I have had an account here for years and always settled promptly!"

The incident opened the manager's eyes. Similar incidents occurred during the same morning and suspicion as to Braman's honesty grew almost to a certainty. It was decided to engage the services of the O'Neill Detective Agency to secure the evidence.

Col. O'Neill neatly trapped the dishonest city salesman. One of Braman's customers was taken into the secret and told to make a large cash purchase. He was provided with marked money. Braman waited upon him and, as was anticipated, suppressed the sale. Two witnesses had been previously concealed in the store, and from the time that the customer left him until he was arrested he was never lost sight of for a minute.

He left the store, went to the bank as if to deposit the money, and changed his mind, and was about to return to the store when the detectives nabbed him. He was taken to O'Neill's office and searched. The marked money was found on his person. For two hours Col. O'Neill wrestled with the young man, sticking to him like a leech until his prisoner broke down and made a full confession. But even then O'Neill did not let up. He talked to him, "sweated" him, spoke kindly to him, threatened him, until Braman thrust his hands into his coat pockets, pulled forth his bank books and signed checks on three local banks amounting to \$14,000—all the ready cash he had. He mopped the sweat off his brow as he finished his signature on the last check.

He admitted that the total amount of his defalcations was \$18,000.

"What did you do with the balance?" he was asked. For a time the young man hung his head. Then he hesitatingly told that he was engaged to be married to an estimable young lady in a town near Ionia, and that most of the money not accounted for had been expended for presents to the lady. Among other things, Braman told that he had purchased a \$1,500 piano for his sweetheart, and he begged like a child to be allowed to keep the instrument, not so much for the instrument's sake, but to spare him the shame of demanding the return of it from the young woman.

Col. O'Neill, however, would make no compromise, and Braman could secure his liberty only by a promise to return the piano and the other presents.

Braman lived with an aunt at 162 Howard street. His habits were most exemplary. He neither smoked, nor drank, nor gambled, nor kept bad company. He lived almost like a miser and simply stole the money for the money's sake.

"We dismissed Braman from our service," said Manager Gray, "but decided not to prosecute him."

The firm did everything possible to hush up the matter.

The suppression of Braman's theft might have been successful had not a controversy arisen between Detective O'Neill and Gray, Toynton & Fox. The latter were willing to pay Col. O'Neill only a nominal fee for his services, while the detective claims a more adequate recompense and, it is reported, has started a suppressed suit in the Circuit Court for the payment of \$2,000, 10 per cent. of the money recovered and expenses.

Great Heat from Big Mirrors.

Even looking glasses, the favorite furniture of the Frenchman's drawing room, are exploited in the industrial world by the French, who are said to admire mirrors enough to use them on their coffins. Scientifically the new invention reads that reflected solar heat is used to obtain extremely high temperatures in a new furnace. The inventor expects to secure a heat of 3,500 C., which is higher than that of the electric furnace. The reflector is built up of more than 6,000 mirrors, arranged side by side in parallel rows, each measuring about 4x5 inches. The width at the top is 35 feet, at the base 18 feet and the depth is 35 feet.

Crackers and Fine Biscuit

put up in attractive air tight packages convenient for summer outings and picnics. You should have a stock on your shelves now. Write to us for quotations.

Aikman Bakery Co.
Port Huron, Mich.

Quality Counts

And the wise retailer knows it.
That's why our orders for

Hanselman's Candies

show a greater percentage of increase every month. Such retailers tie to a line of candies that make steady customers. Better let us show you our line.

Hanselman Candy Co.
Kalamazoo, Mich.

Sales Increased

TWENTY-FOLD

This is a conservative estimate on the wonderfully increased sales of our Package Chocolate in the past 12 months.

Ask for our new price list.

Straub Bros. & Amiotte
Traverse City, Mich.

Specialties
in

Fireworks

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

UNXLD PENNY ASSORTMENT—1 Dozen Each—144 Pieces

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

UNXLD NICKEL ASSORTMENT—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.

Summer Goods Active Feature in Hardware.

The trade in summer goods constitutes the greater part of the activity in the hardware market and the demand for lawn mowers, haying tools, screen doors and the more expensive classes of refrigerators continues unabated. Jobbers and retailers are buying a trifle more sparingly, however, in some of the other lines, as they are not certain how much demand there will be for general hardware until the beginning of autumn. The uncertain position of the pig iron market is also causing merchants some uneasiness in regard to the advisability of buying heavily at this time of the year. If the raw material market takes a sharp upward turn next month, however, it is likely that hardware buying will increase greatly.

General hardware prices are still well maintained, and even manufacturers of wire products, including nails, are firm in their views, although some Western jobbers are making concessions to retail merchants when their surplus stocks appear to be growing too large. The continued prosperity of the country and the promise of good crops are causing dealers to take a hopeful view of the situation and it is more than probable that the fall purchases will be made long before the usual time.

The garden hose and pipe trade continues excellent, owing to the continuance of hot weather, and windmills are selling very freely in the rural and suburban districts. Builders' hardware is also extremely active, especially in the Chicago and other Western markets. Despite the fact that many of the factories and mills are almost swamped with the unusual volume of business in summer goods, jobbers have no cause for complaint regarding the promptness with which manufacturers are making shipments and even the Chicago interests are taking care of their orders on schedule time, regardless of the difficulties encountered in the teamsters' strike.

Until a few weeks ago business in country communities was far larger than in the big cities, but the city trade has improved so materially within the last month that such is no longer the case. Country business has not fallen off, however, but continues at the same pace, and the outlook for the remainder of the summer months is still bright.

Dull Season for the Vehicle Factories.

Flint, June 26—The present outlook is that the vehicle factories in this city will go into July, and possibly clear through to the end of the

month, on their maximum production. This is something unprecedented in the industrial history of the city, even when the vehicle plants here were not nearly so well provided for in the way of facilities for handling business as they are to-day. The present season is the best that has ever been experienced by the local concerns, which have been pushed to the limit of their resources since the beginning of the year. Every factory is running to its full capacity and at no time since the season opened have they been more crowded with work than they are at present. The prospect of an unusually long season is very gratifying, but none the less disconcerting to the manufacturers, as it will necessitate a rearrangement of their regular annual schedules covering the taking of inventories and the making of plans and preparations for the business of the coming season, in view of the prospective short duration of what is known as the "dull" season during the summer.

Resolutions of Respect.

At a special meeting of the stockholders of the Rapid Heater Co. the following resolutions were adopted:

Whereas—By the unexpected visitation of Providence we are called upon to mourn the death of our beloved and honored associate, Wm. M. Graham, and

Whereas—The cordial and confidential relations between him as stockholder and director and ourselves make it fitting that we record our appreciation of his value; therefore be it

Resolved—That in his death we realize that one of God's noblemen has passed from our midst into the Great Beyond, leaving behind him a memory of business honesty and integrity, an untarnished character, an enviable record in the furtherance of every good work and a moral and social example worthy of the emulation of all; that his removal from our midst and from the position of honor and responsibility in which he had been placed, and which he so ably filled, leaves a vacancy appreciated and felt by all who knew him and by the city of Grand Rapids which he faithfully served as an exemplary citizen.

Resolved—That we extend our deep sympathy to the afflicted family of our departed friend and co-worker in the great loss they have sustained.

Most of the fault-finding of this world is done by people who are well skilled at it.

Long sentences in small advertising spaces are like large rooms in small houses.

Wanted an Old-Fashioned Tea-Kettle.

"It is wonderful," said H. C. Weber, the Detroit hardware dealer, the other day, discussing matters in connection with the hardware business, "how people will cling to old-fashioned things. I suppose that you could not name a more universal domestic article than a tea-kettle. No household is complete without one and they have been in existence since the stone age at least. Nowadays tea-kettles are made of graniteware or aluminum, being purposely light so that water can be boiled quickly.

"The other day a lady ordered a tea-kettle that set me guessing. She wanted one of the old-fashioned kind with an iron breast and porcelain lined. Thirty years ago they were in vogue, but the demand for lighter materials crowded them out and now they are very scarce, being no longer manufactured. Sometimes an article may remain in stock for years and be overlooked, but we could not find one. Finally I went to the Michigan Stove Works, where they wanted to know if I was hunting relics. Finally I induced them to have their stock room searched and in about an hour a clerk came in with the very kettle I wanted. It was the only one of that pattern he could find and had probably been there for years. In spite of its weight the lady for whom I procured it declares that she would not use any other."

Pointed Paragraphs.

Most people are sorry only after it is too late.

It's easier not to want things than it is to get them.

For every mean man who dies at least two more are born.

A fortune awaits the genius who will invent a borrowless umbrella.

The quickest way for a girl to get rid of her ideal is to marry him.

If you are looking for trouble and can't afford an automobile, buy a mule.

Speaking of sure things there is, in addition to death and taxes, the rent collector.

A married man always has a hard luck story on tap when his wife asks him for money.

Every girl imagines she would be a queen in society but for the fact that she has more sense than beauty.

Some men go to war and bleed for their country and some others stay at home and bleed their country.

There are times when the still small voice of conscience sounds as if it had been filtered through a megaphone.

No minister need hope to preach a sermon that will attract half as

much interest as the few words he says at a wedding.

An indication of Japan's resources is the announcement that nearly \$60,000,000 of the money raised in the United States by the sale of the last issue of Japanese bonds will remain in New York banks and trust companies for an indefinite period. It will be drawn only as required and the intimation is that it will not be needed very soon. The Japanese people have been very patriotic and generous in their support of the war, which has been an exceedingly costly undertaking, but with one accord each according to his means has willingly paid the taxes imposed and borne the burdens with a loyalty that is most commendable. Such a people are hard to beat. The support of those at home gives courage to those who are fighting for their country on land and sea.

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free. Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

PILES CURED

DR. WILLARD M. BURLESON

Rectal Specialist

103 Monroe Street Grand Rapids, Mich.



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.



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

There is nothing known that he does not use for private diseases of both sexes, and by his own special methods he cures where others fail. If you would like an opinion of your case and what it will cost to cure you, write out all your symptoms enclosing stamp for your reply.

ANDREW B. SPINNEY, M. D.
Prop. Reed City Sanitarium, Reed City, Mich.

MILLERS AND SHIPPERS OF

Established 1893
WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed

Corn Meal

Cracked Corn

STREET CAR FEED

Mill Feeds

Oil Meal

Sugar Beet Feed

MOLASSES FEED

GLUTEN MEAL

COTTON SEED MEAL

KILN DRIED MALT

LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

AROUND THE STATE

Movements of Merchants.

Kalamazoo—Maul & Johnson succeeded Joel W. Mead in the meat business.

Detroit—Charles Feldman will discontinue his bazaar business on July 1.

Muskegon—Fortier & Mountain have moved their stock of drugs to Rothbury.

Port Huron—Emling & Wetrick have opened a new tea store in the Citadel building.

Central Lake—C. B. Turner & Co. have added a line of musical goods to their furniture stock.

Portland—Love Sisters are succeeded in the millinery business by Clara H. Smith & Co.

Leetsville—Towers & Cole Bros. will continue their grocery business under the style of P. H. Gosling.

Detroit—The G. & R. McMillan Co. has opened a branch store at the corner of Jefferson avenue and Boulevard.

Saginaw—The grocery and drug business formerly conducted by Chas. W. Ziegler will be continued by Ziegler & Teck.

Jackson—W. P. Schenk & Co., of Chelsea, have purchased a bazaar stock at this place and Herman Dancer has been placed in charge.

Saginaw—The E. St. John Co., which carries a line of books, stationery and wall paper, has changed its style to the J. E. Anderson Co.

Ypsilanti—Trim & MacGregor have purchased the Dillon stock of clothing at Detroit, shipping the same to their store at Somerset Center.

Marshall—Ward Bros. have sold their clothing stock to Ethan Allen, of Harbor Springs, who will continue the business at the same location.

Battle Creek—J. C. Bryce has purchased the interest of H. P. Boyce in the meat market at 237 Marshall street and will conduct the same in the future.

Reed City—D. C. Harter, who has been in the grocery business here for the past eight years, has sold his stock and business to Robert Pryde and E. H. Marvin.

Detroit—Wm. Dupont, Andrew R. Cunningham and Frederick J. Henning have formed a copartnership under the style of the Standard Drug Co. to engage in the drug business at 27 Monroe avenue.

Cedar Springs—The L. E. Haring general stock has been purchased by Chas. Mather, of Chicago, who will continue the business at the same location. Mr. Mather is a son-in-law of L. P. Sorenson, of Lakeview.

Pontiac—The Harrison block is nearing completion and will be ready for occupancy by July 10. Kudner & Malcolm have agreed to occupy the south side and the north side will be occupied by a dry goods merchant of Wyandotte, Mr. Leibb, who says he intends putting in a \$10,000 stock.

Detroit—A corporation has been formed under the style of Sprich, Osborn & Co. for the purpose of dealing in books, with an authorized capital stock of \$10,000, all of which has been subscribed and \$1,250 paid in in cash.

Pentwater—The general stock of the Gamble-Lattin Co., Ltd., has been acquired by the Lattin estate and the business will be continued at the same location under the style of the Hub Mercantile Co. Mynor Lattin will manage the business.

Middleton—W. S. Sleight, dealer in confectionery, cigars and tobacco and canned goods, has sold his stock to M. Wiseman, meat dealer, who will consolidate the same with his business. Mr. Sleight will re-engage in the same business in Greenville.

Lansing—Charles A. Creyts, clothier, has petitioned the United States District Court to be adjudicated a bankrupt. He gives as his debts unsecured claims amounting to \$3,556.41 and his assets about \$794 in household goods and real estate interests. He claims \$469 exemptions.

Muskegon—Bedard & Lilley, of Fruitport, have established a drug store on Pine street, in the Newton block. Dr. Jos. Bedard will have charge of the new store, while Clyde Lilley will be in charge of the store at Fruitport. Fred Brundage furnished the stock for the new store.

Lake Linden—John P. Thill, for the past two years a clerk in the store of the Lake Linden Co-operative Society, has resigned his position and left for Chicago, where he will purchase a stock of new goods with the intention of opening a store of his own in the near future. Mr. Thill expects to handle hardware, crockery and notions.

Memphis—N. Jarvis has rented his store building to Marks & Ormsby, of Port Huron, who will put in a general stock of goods about July 1. Both these men are well known here, Mr. Marks having bought cattle throughout this section when he owned a meat market in Port Huron, while Mr. Ormsby was at one time a resident of this village.

Manistique—E. W. Corrington, who has been running a racket store in the Sattler block, has sold a half interest in his business to O. O. Follo, of Rapid River. The transfer will be made July 1, but Mr. Follo will not take an active interest in the business until about January 1. The new firm will put in a full line of men's furnishings and shoes.

Muskegon—By October 1 the wholesale grocery firm of George Hume & Co. expects to occupy the new warehouse which it will build on the corner of Morris and N. Third streets. The new building will be of brick and will be three stories in height. It will have a frontage of 80 feet and will be 120 feet long. It will be built expressly for use as a wholesale house.

Traverse City—J. W. Slater recently traded his furniture store at Thompsonville to J. W. Hilliker for his farm, valued at \$7,000. After about thirty days' experience Mr. Hilliker decided he did not like the

business, and Mr. Slater decided that his branch store was necessary to his other business. Therefore J. W. Hilliker exchanged the furniture store with J. W. Slater for real estate in this city.

Stanton—M. W. Stevenson has purchased the business block in this city known as the Gardner building, the corner store of which he has for years occupied with his clothing and dry goods store. The building has been owned for many years by Detroit parties, who have allowed the property to run down. Mr. Stevenson will have it thoroughly repaired and restored to first class condition throughout.

Pontiac—George Andrews, one of the proprietors of the International Candy Co., has disposed of his interest in the two stores conducted here and will move to Detroit, where he will engage in business July 1. He will conduct a cigar store at 21 Lafayette avenue. Crest Pratt succeeds Mr. Andrews in the Pontiac business, associating himself with John A. Spears, under the name of the International Candy Co.

Traverse City—Fitch, McCoy & Co. have dissolved, E. R. McCoy retiring from the hay, feed and grain interests of the firm, but continuing in the wholesale commission fruit and produce business, while the feed and grain business will be continued under the style of John Fitch & Co. Mr. McCoy will handle the fruit and produce business in the several towns north of Cadillac and Traverse City, as for the past three years, as well as local business.

Manufacturing Matters.

Sutton's Bay—J. H. Diepenbrock is putting in a plant here to manufacture excelsior.

Lansing—The Lansing Foundry Co. has increased its capital stock from \$20,000 to \$30,000.

Detroit—The Kennedy-Dibble Co., which manufactures neckwear, will be succeeded by the Kennedy-Command Co.

Ypsilanti—S. B. Hutchinson, manufacturer of veneers at this place and also at Onaway, faces an involuntary petition in bankruptcy. This is the man who was supposed to have made millions in the trading stamp business.

Greenville—A corporation has been formed under the style of the Greenville Gas & Gasoline Engine Co., capitalized at \$15,000, all subscribed and \$1,500 paid in in cash. The new company will manufacture and sell gas engines.

Coldwater—B. H. Calkins & Son, manufacturers of cooperage, have merged their business into a stock company under the style of the B. H. Calkins & Son Co. The corporation is capitalized at \$30,000, of which \$20,000 has been subscribed and \$500 paid in in cash and \$19,500 in property.

Charlotte—The Columbian Cigar Co. has been incorporated to manufacture cigar vending machines. The corporation is capitalized at \$50,000, of which \$26,500 has been subscribed

and \$100 paid in in cash and \$24,500 in property.

Three Rivers—A corporation has been formed under the style of the King Beet Tool Co. for the purpose of manufacturing and selling beet tools. The company is capitalized at \$10,000, of which \$7,400 has been subscribed and \$4,400 paid in in cash and \$3,000 in property.

Detroit—The National Pipe & Hose Coupler Co. has been incorporated for the purpose of manufacturing and selling pipe and hose couplers, with an authorized capital stock of \$100,000, all of which has been subscribed and \$15,750 paid in in cash and \$75,000 in property.

Mt. Pleasant—J. F. Butcher & Co. have merged their business into a stock company under the style of the National Body Co. for the purpose of manufacturing and selling buggy bodies. The corporation is capitalized at \$50,000, all of which is subscribed and \$40,000 paid in in property.

Richmond—A corporation has been formed under the style of the Farmers Elevator Co. for the purpose of dealing in hay and grain. The company is capitalized at \$14,000, \$7,000 common and \$7,000 preferred stock, the amount subscribed being \$10,920, all of which is paid in—\$221 in cash and \$10,699 in property.

Detroit—A corporation has been formed under the style of the Murdock Company for the purpose of manufacturing machines for cutting glassware. The company is capitalized at \$200,000, \$150,000 common and \$50,000 preferred stock, of which \$100,000 has been subscribed and \$2,000 paid in in cash and \$73,000 in property.

Kalamazoo—The machinery of the Illinois Envelope Co. is now being installed in the new factory building here and the plant will be ready for operation by August 1. Workmen who have been employed in the company's plant in Centralia, Ill., are anxious to move to Kalamazoo, but no agent has up to the present time been able to find houses for them.

Allegan—Henry Rowe, formerly manager of the Rowe Bros. Manufacturing Co. here, has gone to Newaygo, where he has organized the Henry Rowe Manufacturing Co. to make automatic turnings, dowels and vegetable crates of several kinds. The company has a working capital of \$2,000 and a building fully equipped with machinery. This building was constructed and the machinery installed by a bonus company a few years ago, and Mr. Rowe's company gets two years' rent free.

Commercial Credit Co.

CREDIT ADVICES
COLLECTIONS AND
LITIGATION

LIMITED

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



The Produce Market.

Bananas—\$1 for small bunches, \$1.50 for large and \$2 for Jumbos. The movement is fully up to expectations considering the abundance of other fruits.

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. Dairy grades are 1c higher than a week ago, having been marked up to 16c for No. 1 and 14c for packing stock. While the receipts are naturally heavy at this time the demand keeps fully up with it as the packers are buying everything that is offered at a reasonable price. Packing stock that is full grass, fresh and sweet is taken in unlimited quantities by the packers.

Cabbage—Louisiana commands \$1 per crate, Mississippi fetches \$2 per crate. Kentucky commands \$1.25.

Carrots—\$1 per box.

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 market is weak and it would not be surprising if there should be a decline of half a cent or so on case count stock. This will depend on several things, however. The quality of the eggs coming now is not as good as a few weeks ago. The weather being warmer makes the shrinkage large and stock does not candle up nearly so well.

Gooseberries—\$1.25 per 16 qt. case.

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—75c per bu.

Honey—Dealers hold dark at 10¢ and white clover at 13¢.

Lemons—Californias have been marked up to \$5 and Messinas have advanced to \$5.50. The demand has improved greatly within the last week or so and the supplies, while not short, are none too large to meet the call in good shape. The lemon trade has been slow all summer so far and the dealers are glad to see a little life injected into it. From now on there should be a brisk movement.

Lettuce—75c per bu.

Onions—90c per crate for Bermudas or Texas; \$1.25 per 70 lb. sack for Louisiana.

Oranges—The market has advanced 25c per box during the past week. Navels have become so scarce as to be hardly quotable. The trade in oranges runs very good considering the season and jobbers have little difficulty in keeping stocks cleaned up. Mediterranean Sweets, \$3.25@3.75;

Seedlings, \$3@3.50; Valencias, \$3.25@3.75.

Musk Melons—Cantaloupes fetch \$3.50 per crate of about 50. Rockysford command \$5.

Parsley—25c per doz. bunches.

Pineapples—The market has advanced about 25c per crate, being now quotable as follows: 18, \$4; 24, \$3.75; 30, \$3.50; 36, \$3; 42, \$2.75; 48, \$2.50.

Pieplant—50c for 40 lb. box.

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

Pop Corn—90c for rice.

Potatoes—New stock commands 50¢@60c per bu. and \$1.50@1.75 per bbl. The market is in bad shape and the quality of most of the receipts is not first-class. Old stock is still selling freely at very low prices. Much of the old is better than the new and the trade prefers it, especially when the price is so reasonable on the old 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, 75¢@\$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 week practically sees the finish of the home grown crop, which has been very disappointing to both grower and shipper, owing to the combination of wet weather and sudden heat, which cooked the berries and injured their keeping quality to that extent that shipping any distance was practically impossible. The price ranges from 90¢@ \$1.25 per crate, according to quality.

Summer Squash—90c per basket.

Tomatoes—\$1 per 4 basket crate.

Turnips—\$1 per box.

Water Melons—20¢@30c apiece, according to size.

Wax Beans—The price ranges around \$1.50 per bu. The quality of the receipts thus far has been anything but good.

Took in Three New Members.

Petoskey, June 26 — Petoskey Council U. C. T., No. 235, had their regular meeting Saturday night and three candidates were initiated—Oren H. Shafer, Fred. H. Bennett and Robert P. McKenzie. We have two more applications waiting. After the business meeting the Council celebrated in honor of having secured the Grand Council for 1906, and we had a fine spread with a large attendance. Speeches, toasts, stories and cigars were enjoyed by all.

John M. Shields, Sec'y.

Towers & Cole Bros. have engaged in the grocery business at Elk Rapids. The stock was furnished by the Judson Grocer Company.

A. O. Wortman has engaged in the grocery business at 272 West Bridge street. The National Grocer Co. furnished the stock.

The Grocery Market.

Sugar—The refiners dropped their quotations 30 points last week—20 points on Wednesday and 10 points on Friday. This is the season of the year when the demand for refined sugar should be very active, but for some time the trade has been pursuing a strictly hand-to-mouth policy, taking only such supplies as were actually needed to meet immediate requirements. Even the cuts established last week do not appear to have revived confidence in the market and it is the general belief that until the difference between the cost of raw and refined is reduced to a fair basis the trade will refuse to buy freely. While no reason was given for such a change of methods, it was inferred it may have some connection with the recent news from Washington that the Bureau of Corporations is preparing to probe the various big sugar companies of the United States in order to furnish the President with facts on which he may base recommendations for legislation. Both wholesale and retail dealers are also to be questioned in order to show whether the various combinations have lowered or increased the price to consumers. The fact of the matter is that the difference between refined and raw sugar has been too great. The refiners contend that this has been due to the fact that they are working on high priced raw sugar. Now that they have been in the market recently and bought raws at a more favorable price the refined has declined in consequence. Another view of the market held by some of the jobbers is that the price of refined was so much above raw that European sugar could be brought into this market in competition with the American. Whichever of these views is the correct one is not important. The fact remains that the difference between the refined and the raw prices is now about normal. This would indicate a stable market. However, the season for the largest demand is at hand and it would not be surprising if this heavy call would cause a stiffening of the market and possibly a higher figure within the next three or four weeks while the early fruit crops are being marketed. Then further threatening of the European sugar might cause the market to go the other way. The retailer can take his choice of the views given, but it is always the safest thing to buy in moderate quantities.

Tea—Up to date the settlements of Japan teas are only half of those of a year ago and it seems certain that the crop will be short. American markets are quiet and the prices have ruled somewhat low, due to the heavy carry-over of Japan teas. This has had a depressing effect on the market for the new goods and buyers are slow to take hold. Importers say that this year's crop is better, both cup and style of leaf, than for some years past.

Coffee—The general tone is rather easy than otherwise. Options eased off slightly, although spot Rio and Santos remain practically unchanged.

Reports of large receipts are heard from Brazil. Mild coffees are steady and unchanged and so are Java and Mocha.

Canned Goods—There is a firmer tone to the tomato market and some jobbers have advanced quotations of standards about 5c. To say that the market is that much higher, however, is a risky thing as the price of tomatoes is likely to fluctuate with little apparent reason. The demand for peas is still very good. Corn is moving well and the market shows a firm tone. New asparagus is on the market, but the demand is light. Baltimore packers are busy on all the early vegetables and the output will probably be an average one or better. All reports indicate a shortage in the salmon pack this year. Some jobbers have very small stocks of high grade goods. It is reported that the buying of the new pack of California canned goods is only moderate. As noted before prices have been made by both the California Fruit Company Association of "trust" and the independent packers. The prices on "cherries" made by the Association are so high as to be almost prohibitive. Pears are also held at a high level. There is no great interest taken in these fruits in this market at present as the supplies of last year are not cleaned up. When they are out of the way something more will be done in the new crop.

Dried Fruits—Currants are wanted only by bakers' supply people. Prices are unchanged. Seeded raisins are very dull at unchanged prices. Loose raisins are scarce but dull and unchanged. Apricots are nearly exhausted on spot. A few here and there in jobbers' hands comprise practically the whole supply. Futures are quiet at ruling prices. Prunes are in light demand at unchanged prices. As to futures, they are not being offered on a 2½c basis as freely as they were. There are offerings at 3c, but no sales. Peaches on spot are dull and in light supply.

Fish—Cod, hake and haddock are in light demand, but the receipts at fishing points are heavy and the market is weak. Salmon is unchanged. The demand is fair in a consumptive way, but the trade are waiting for the opening of sockeye and red Alaska. Herring are unchanged and in dull demand. Whitefish and lake fish are unchanged and in fair demand. Although the trade agreed that new mackerel were already too high, both new shores and new Irish advanced during the week, shores 50c per barrel and Irish \$1. The reason is that the early spring fishing in both localities is nearly over and proved to be smaller than was expected, in Ireland especially. The advance has improved the demand and the trade are taking more fish at the higher price than they took at the lower. Sardines are in good demand. Prices are still unchanged and low, but the market is by no means weak, and is reasonably sure to advance.

One who delights in fraud will sooner or latter turn out to be a rascal.



Summer Girl and Summer Man Receive Much Attention.

These are the days when the dry goods establishments are all showing their prettiest goods for the benefit of the Summer Girl and the haberdashers are all catering to the needs of the Summer Man.

Numerous are the handsome linen suits to be seen in the windows. Linen is to be all the rage for the season, and there is nothing neater for outing purposes. To be sure, repeated launderings prove the ruin of a gown fashioned of the material turned out by the flax loom, but it's an ill wind that blows nobody any good, and the havoc wrought by the washee-man makes business for the linen draper. A shirt waist suit of linen costs a penny—or maybe two of 'em—but the "separate" skirts are inexpensive and, with the omnipresent shirt waist, make a charming toilet. Happy is she whose purse compasseth one of the elegant embroidered suits. They are certainly a joy to the possessor. They would seem to partake of the extravagant, but really they are not when the many places and occasions for which they are suitable are taken into consideration.

As said, linen is the favorite; but there are also very pretty garments in pique and a few in duck.

Some of the tub skirts exhibit embroidery or strap trimming, but everything shows some form of pleating at the feet—either side plaits or box plaits. And many of the wool skirts are voluminous with accordion pleating. This last is pleasing if it is full enough, but if the goods is niggardly used, the effect is anything but attractive.

A white washable dress calls for white head-covering and white foot-covering, and so the milliners and the shoemen are in clover. The hand-embroidered chapeaux come as high as \$15—and even above that figure. There are a variety of styles of white Oxfords seen in the shoe windows. Some have the large eyelets for drawing white ribbons through, to be tied in a daring bow on the instep, while the conservative dresser may choose the ordinary-sized eyelets, with which go the common white tagged shoestrings. Some of these low shoes have the blucher cut, others the plain top. Heels receive much attention. 'Tis really quite a momentous question with the Fair Sex—this one of heels—both as a matter of choice and of necessity. If a girl be very thin and tall she naturally does not wish to add one inch to her already attenuated appearance. If she be of the roly-poly order of femininity she must "see to it" that her heels help her out in her efforts to add height to her dumpy little figure. And the shoe dealer is a "very present help in time of trouble" when it is a

matter of heels. A girl must, indeed, be "well-heeled," in these days of mercenary tendencies, if she expects to walk into the average young man's affections! The Cuban, the Military and the tiny heel of her French sisters are here to select from. And it may be built up of consecutive layers of heel-leather or it may be covered with the same material as the shoe. The latter lift looks the daintier. Good taste dictates white hosiery for white Oxfords, the lace hose being especially fetching. They are extremely cobweb-y of mesh.

If a parapluie is wished for the white suit the dealer should counsel a white one. If this is not desired sell a cherry red or a Royal blue. Some girls purchase a small-sized rain-stick and carry it for both rain and shine. In consequence of the craze for going without hats that has overtaken the "younger generation," the umbrellaman should reap a rich harvest; he should make hay while the sun shines, for by the bleak days of fall the sun will have gone under a cloud!

* * *

A long glass floor case inside a display window has drawn much attention to itself the past week at The Giant. This novel arrangement was effected by setting up the show case inside the ample window space, the case, as customary, being delivered in the knock-down shape. So far as I have seen in town, such a window is new with the May people. The whole window—show case and all—was given up to men's straw hats, Panama hats playing a conspicuous part. Interest was enhanced by the addition of several large photographs of these hats under the deft manipulation of the natives. The handsome dummy—he of Gay-boy fame—was clad in a natty light business suit and was standing behind the counter, in the act of taking down a hat from the tall nickel display fixture behind him.

One of the photographs bore the explanation:

Indians Selling Hats.

Catacaus, Peru.

A nest of hats was labeled:

Original Package Containing

Two Hats Imported Expressly for

President Roosevelt.

Recent Business Changes in the Buckeye State.

Chillicothe—The M. Boggs Co. is succeeded in the wholesale grocery business by the Eldridge-Higgins Co. Chillicothe—Vaughters, Kramer & Co., wholesale grocers, have sold out their stock.

Columbus—The A. G. Harden Manufacturing Co., which manufactures furniture, is succeeded by Harden & Winders.

Dayton—Benson & Kloeb will continue the cigar and tobacco business formerly conducted by Benson & Kooster.

Dayton—H. L. Miller succeeds George L. Haas in the retail meat business.

Dayton—The retail grocery business formerly conducted by Chas. F.

Strait will be continued in future by A. B. Kiger.

Eaton—Zering & Co. are succeeded in the grocery business by Jas. M. Noakes.

Toledo—The millinery business formerly conducted by Miss E. M. Burgner will be continued in future by Mrs. C. B. Hertzler.

Toledo—The Western Woodworking Co. is succeeded in the manufacture of boxes by the Western Box Co.

Cleveland—F. W. Wilson, dealer in hand implements and seeds, has made an assignment.

Dayton—The creditors of the Interstate Food Co., which manufactured stock foods, have filed a petition in bankruptcy.

Lafayette—Kaufman Bros. are succeeded by C. R. Bell in the sale of general merchandise.

Recent Business Changes in the Hoosier State.

Elkhart—The Model Clothing & Hat Co. has been incorporated under the same style.

Evansville—The Hohenstein-Hartmetz Furniture Co., which manufactures furniture, has been incorporated.

Evansville—Wesley Nichols has sold his stock of groceries to Fisher & Lohman.

Kokomo—Byers & Parkhurst are succeeded in the grocery business by R. E. Hutson.

New Albany—E. C. Rockenback & Son will continue the drug business formerly conducted by Mrs. Emma Rockenback.

Pendleton—The Pendleton Hardware Co. is succeeded by Alfred Harter.

Red Lion—Lawrence Furlong is succeeded by Mrs. Hulda Furlong in the sale of general merchandise.

Shelbyville—The boot and shoe business formerly conducted by John Shelk will be continued under the style of the John Shelk Shoe Store.

Indianapolis—The stock of the Wm. R. Watson Hardware Co. is in the hands of a receiver.

Indianapolis—A receiver has been appointed for the Wells Manufacturing & Supply Co.

Jeffersonville—Mrs. Mary Denhard is succeeded by the Denhard-Rubey Co. in the furniture and house furnishing business.

From interviews with officers of those Russian ships that managed to reach Vladivostok it appears that the Russian fleet was not a formidable fighting force. To begin with it is said the vessels were in poor condition. The crews were worn out with the voyage of eight months. They lacked drill and discipline and there were few good gunners among them. Worst of all the ammunition was exhausted after the first day's fight. Admiral Rojestvensky is condemned for his ineffective strategy with the situation. All the evidence appears to demonstrate that the Baltic fleet was purely a bluff and never had a chance to win when it encountered the splendid fleet and the splendid crews under Admiral Togo's command.

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800 GENESEE AVENUE.

A. BAUMGARTEN.
SHOES, RUBBERS, AND FELT GOODS.

SAGINAW, MICH. May 26, 1905

Messrs. Hirth, Krause & Co.
Grand Rapids, Mich.
Gentlemen,
Replying to yours of the 18th inst. I would say that thus far the "Rough Rex" shoes have given entire satisfaction. Do think them the best on the market for the money at the present time.
Respectfully,
A. Baumgarten

HIRTH, KRAUSE & CO., Grand Rapids, Mich.

Second Notice of the Monster Picnic.

Grand Rapids, June 27—Some time ago a circular letter was mailed to several prominent butchers and grocers in your city with a view to awakening an interest in the first State picnic, which we hope will become an annual holiday hereafter and be held in different cities of the State. Our committees have completed all arrangements for making this picnic a success. One and one-third fare, plus 25 cents, on the certificate plan has been granted by all railroads in the United States, and if your city can be interested to the extent of running special trains, no doubt a still lower rate can be obtained.

The West Michigan State Fair grounds have been secured, where a barbecue will be in full swing, supplemented by all kinds of fun and sports. There will be bands of music, automobile and horse racing, ball games, balloon ascension and other attractions—enough to keep you busy all the time.

In the forenoon a monster parade of white-uniformed butchers and grocers will march through the principal streets. This feature alone will be worth coming miles to see. Will you kindly give notice of this event to your newspapers and confer with holiday enthusiasts in your city, thereby making this the greatest gathering of business men ever held in the State? Please report progress to our Secretary.

S. J. Hufford,
Chairman Joint Committee.
Jos. Bowditch,
Secretary Joint Committee.

Prospects Good for Fine Beet Sugar Crop.

Saginaw, June 26—Work in the beet fields in the vicinity of Saginaw is now in full sway and the hundreds of Russians brought from the West will have their hands full from now until the end of the season. The acreage is such that the Carrollton factory is assured of a good run this fall. The heavy and long-continued rains caused a delay of about three weeks in the planting, but the fine weather of the past week or so has been utilized to the utmost, and seeding was practically finished the past week. C. T. Fenton, agriculturist of the Saginaw Sugar Co., who has lately spent much time in the fields, reports the outlook as promising. Beets planted on higher ground are up and growing nicely. He states that sugar beets planted late will do much better than other late planted crops, as the first frosts of autumn are beneficial to the sugar beet and needed to ripen them properly.

Three Factories Join in Building Foundry.

Lansing, June 26—Ground was broken last week for the new plant of the New Way Motor Co. The building, which is to be constructed on Sheridan street, will be 34x400 feet in size. The company is one of the newer gasoline engine concerns of the city and manufactures an air cooled motor, which is meeting with great success throughout the country.

Work on the extensive building to

be used jointly by the Olds Motor Works, the American Suction Gas Producer Co. and Olds Gasoline Engine Co. is progressing favorably. When finished this will be one of the most complete foundry equipments in the State. It is being constructed at a cost of \$125,000. The addition to the Olds Gasoline Engine Co.'s plant has been completed, and is now in use. This company is now equipped to build the largest types of engines, and in connection with the gas producer manufactured

by the above mentioned company, which is controlled by practically the same people and interests, expects to revolutionize the engine business in this country. At present the company is bidding on some very large contracts with excellent prospects of landing them.

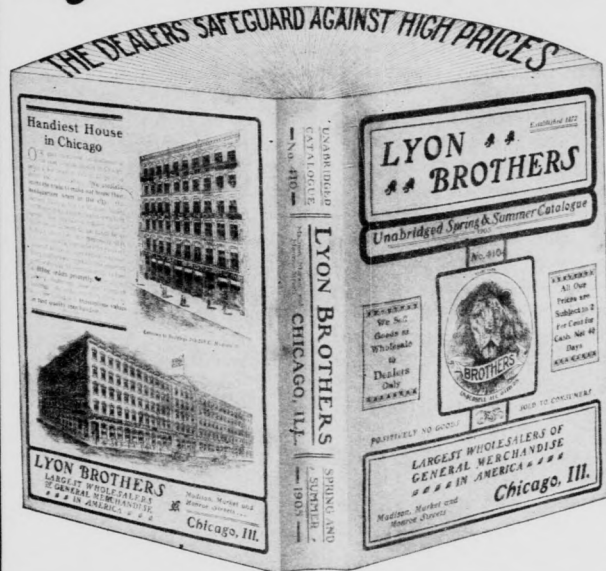
A Testimonial.

A Benton Harbor man writes the following testimonial to a well known patent medicine company: "It gives me extreme pain to recommend your

medicine. Before my wife began taking your tonic she was so weak that she could scarcely stand on the floor, but after taking one bottle of it she has had the floor all the time and can throw a flatiron with all of the accuracy of the best shotputters of the university. Please send me six bottles for personal use and self defense."

A reformer is usually a man who tries to convert others to his own way of thinking.

Your Business Growth and Lyon Brothers' Catalogue



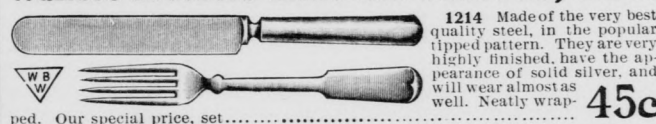
go hand in hand. We save you **10 to 15 per cent** on best grades of merchandise, adding to your retail profit and increasing your trade. Write at once for our

Unbridged Spring and Summer Catalogue No. C 410

Sent free to *dealers only* on request, or with an order for any of the goods listed below.

These prices indicate the savings we make you; send a trial order and test the values for yourself

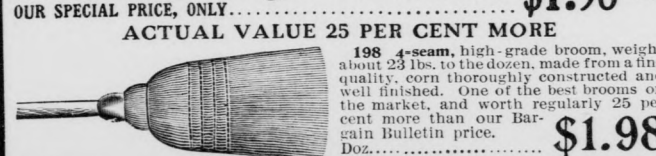
Wallace Brothers' Knife and Fork Sets, 45c per set



OUR "BANNER" KNIFE AND FORK ASSORTMENT 72c doz.



A Tremendous Saving on 4-Seam Brooms \$1.98 doz.



SOMETHING NEW

Three-Piece "Surprise" Kitchen Set



83c
DOZEN
111 Consisting of 1 paring knife, 1 kitchen knife, and a new patented can opener. Extra fine Norwegian tempered steel ground to a fine cutting edge, 3 and 3 1/4-inch blades, waterproof handles and nickel plated ferrules. Length of can opener 1 1/2 inches. Each set in pasteboard box. Doz. sets..... **\$0.83**
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at a big reduction from regular cost. Only **54c per set** Order a supply at this special price.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 28, 1905

OUR LACK OF REPOSE.

Really it is remarkable, is the cold storage supply of positive knowledge always lurking behind the door ready to pop out authentic, oracular and unimpeachable the instant the seal on the door of some tremendous problem is pried loose by the will of God or man; it is immaterial which.

The old query: Which man has the surer cinch, the one who is college bred or the one who isn't? dodges into absolute oblivion when any really great question comes to the surface, and we are, all of us, immediately competent to speak by authority. More than that, woe to the indiscretion which prompts even the semblance of opposition to the solution we offer.

Elucidation is the long suit of every man whenever an emergency arises, so that, given a crisis, mere loyalty and public spirit command that you or I or the other fellow shall pronounce the last word and at once. We can not afford to wait for statistics because statistics have no standing anywhere; neither can we bide our time until the experienced and skilled expert has had his say because of the natural conviction that experts are only men who bank on common sense—and when it comes to that, there is but one brand of horse sense and we have it.

Thus it happens that the average man is, as great occasion may demand, a landscape architect, a chemist, a mining engineer, an editor, a mechanical engineer, a lawyer, a hydraulic engineer, a physician or what not at the drop of the hat. Something has got to be done, it must be done now and we—whichever one of us happens to be first on the ground—are bound to administer first aid to the injured.

We beg and scold and threaten our General Government for an appropriation to deepen our river's channel so that we may operate steamboats to the lake, and then we get even by telling the War Department how the work should be done. We beseech our State government to do something to protect the purity of our river's flow of water, and then we become fairly dippy in an effort to help the authorities to solve the

problem. At a considerable expense our city employs an engineer to plan and do things for the general good and meanwhile we exercise our divine right to speak our mind.

A winter's accumulation of snow and ice or an unexpected cloudburst floods our city in a night and almost simultaneously comes an entire regiment of minute men armed and equipped with theories and plans calculated to abolish cloudbursts and like disasters forever and forever.

These outbreaks are sincere and honest but painfully spasmodic and irritating. They have the quality of nervous prostration and emphasize the great national disease of our country—lack of repose.

Eternal vigilance is the price of safety, an ounce of prevention is worth a pound of cure, a bird in the hand is worth two in the bush, early to bed and early to rise, etc., and so on, a myriad of wise old copy-book saws might be proven to be true if the average American would but have faith in himself and try to exhibit a little executive ability.

Bear in mind, as citizens, that you have the most perfect systems of transit and communication at your command; that it is possible for you to obtain the latest and best results in mechanism on the shortest possible notice; that whatever there is of value in any science may be yours for the asking; that as taxpayer you have been contributing annually toward the production of men who are learned, strong and forceful in their respective stations in life and that these men may be summoned whenever and as often as necessary. Above all, remember that these conditions exist by virtue of your own good citizenship and that they constitute resources which are always available to any community needing them and may be utilized without unnecessary delay or at prohibitive expense.

Practice repose. Do not get fidgetty; that is, do not get nervous over your resources. Show that you appreciate those resources and are not afraid or too penurious to use them. Prove that you have executive ability and devote your nervous energy toward demonstrating that, as citizens, you are able to compel upright, honest and effective use of those facilities and resources.

"No matter what other functions of life a woman is intended or permitted to perform alone, she needs a man on a railroad journey." Thus speaks a philosopher, but there is one Grand Rapids woman who has reason to disagree with him. She started the other day on a wedding journey. With her nice new husband she left the train at Kalamazoo just for a little walk about the station. When they were ready to resume their journey they found the train had gone on its way to Chicago without them, separating them from their baggage and personal effects. The woman thinks she could easily have done as well alone.

Hustle keeps you awake while others sleep.

AN ORDER TO THE SHERIFF.

Governor Folk, of Missouri, having put his hand to the plow, has determined to cut through or plow under one of the leading evils attendant upon modern disaster and has sent a letter to Sheriff Herpel, of St. Louis county, directing him to arrest the race track people there who are violating the law. He affirms "that a number of persons have been openly committing felonies by registering wagers or bets on horse races in defiance of law, and that it is purposed to continue this felonious conduct, which condition is one that can not be and will not be tolerated in Missouri."

It is a long distance from here to St. Louis county; but to-day the world is small and it is safe to bet two bits at least that, while the Governor's intentions are the best in the world and while they meet the hearty approval of the good people of that somewhat distinguished territory, he will hardly put a stop to an American peculiarity which, if not inborn, is rapidly getting to be considered exactly that. As Missouri is generally understood, it has not always been a State amenable to the best conditions of good order. For a good many years, if not a part of the "wild and woolly," she has been the debatable ground where the barbarian has made it lively for the "ef-fete" to assert itself and now for a creature of the ballot box, whom a temporary political accident has placed in power, to abuse that power is hardly to be put up with, especially when in asserting itself it interferes with what has come to be considered a leading custom of the country. If it had been so expressed as to put an end to the race course the condemnation would have been bad enough, but to undertake to interfere with the right to bet is going a step too far; and the spirit of 1776, urged on by that of 1620, will see if this minion of the law will change the American eagle into a buzzard! It will not be surprising, then, if, in Missouri, the race course still continues in favor and if betting still remains one of the privileges of daily life.

It hardly need be stated here that the sister states of Missouri will watch with unflinching interest the contest which Governor Folk has entered upon. It is a fault, a vice, if that is the apter word, which is by no means confined to Missouri. To the center of the Middle West, if not of the country at large, the wickedness is not confined, and outside of that tract of territory the advice, "Bet your small change first," is appreciated if not heeded. Age does not hesitate to declare its willingness to back up its statements with its "bottom dollar." Maturity is ready to "plank a D on it." An "X" or a "V" is the limit of the lad climbing his teens, while reckless boyhood, beginning with a nickel, ends with billions, if he find such a sum necessary to down his opponent.

The idea seems to be that betting and reasoning are synonymous terms and the bigger the bet the more unanswerable the argument. Half of

the street talk is thus made up, and it makes little difference what is the topic discussed. "The papers say that the Russian Bear has concluded to come to terms." "Yes, but that does not make it so. Bruin is coming out right side up and don't you forget it." "Is that so! You haven't twenty-five dollars that you want to risk on that, have you?" "Yes, fifty if you say so." "That's what I do." It is "a go," and the betters go on with the other common affairs of every-day life. Humanity in Maine does it. The Golden Gate is guilty of it. New Orleans stands ready to "go in" with the well understood game. Hawaii asks with much concern where she comes in and the Philippines "hello" the amount that they will stand for. The fact is we are a nation of betterers and it makes no difference whether we are in St. Louis county, Missouri, or in some other county somewhere else the betting is in us and we are going to bet.

Is the Western Governor to enter upon his Waterloo? It is to be hoped not. It is altogether evident that he has the courage of his convictions and that he is determined to grapple with the monster which is and has been having too much to do with blackening this country's good name. How far that monster has been successful requires no extended statement; but if the end of the mischief has come and come to stay it will be because the good citizens of St. Louis county and of Missouri and of the Middle West and of the United States of America join hands with him to crush out the vice of modern life and modern civilization. He can not do it alone. It is a matter already beyond the law, and until the time comes when "I'll bet" ceases to be the accepted phrase of the street, the trading centers and the home circle, the flurry out in Missouri will furnish a joke to the jester and pass on like the unrespected wind. Like charity—indeed that virtue could assume no more pleasing form—it must begin at home. The trivial bet must be banished from the dinner table—it is the forbidden sign of the equally forbidden thing signified—from the parlor, from the nursery. The school ground must not tolerate it. The pulpit must do its best to banish it from its precincts. Society must bar against it its doors. In a word, it must be countenanced nowhere if the order of the sheriff is to be recognized and betting in Missouri or out of it is to be banished from the land.

The Pennsylvania Railroad has issued orders for the exercise of special care in handling cars containing explosive and inflammable material. This is a result of the terrible wreck at Harrisburg, when dynamite killed many passengers. The orders are well enough as far as they go, but there must always be danger connected with the transportation of explosives on lines where passenger traffic is conducted.

A little smile will break up some mighty big clouds.

MICHIGAN, MY MICHIGAN.

Origin and History of Our State Song.

Being somewhat familiar with the facts relative to the authorship of this song, the writer was requested, on behalf of the State Pioneer and Historical Society, to prepare a paper giving a history of this subject, to be read before said Society, at its annual meeting in June, 1905. Owing to a recent harsh and invidious criticism by some ignorant young writer in the Sunday Free Press of Dec. 16, 1900, under the caption: "A Song That Should Be Assassinated," which aroused the indignation of many old Michigan veterans and admirers of this famous State song—which critic was promptly squelched by the vigorous and scorching reply of Prof. Pattengill, in the Michigan School Moderator of January 17, 1901—and as many false and erroneous claims have been made and published as to the authorship of this song and tune, I gladly avail myself of this opportunity to give a brief statement of the facts relating to this subject, to emblazon in the history of our State and preserve in our records and, if possible, set at rest all controversy about it.

In the first place, the words and music of the popular German song: "O Tannenbaum, O Tannenbaum," etc., so well rendered in English by Longfellow in his translations of German songs, in: O hemlock tree! O hemlock tree! How faithful are thy branches! Green not alone in summer time, But in winter's frost and rime! O hemlock tree! O hemlock tree! How faithful are thy branches! etc. were first published by the author of the original words and music at Coblenz, in Germany, about the year 1840 and, according to the fifth edition of the Cyclopaedia of German Song, by August Hartel, a noted compiler and composer of German songs, published at Leipzig, Germany, the words and music are credited to Karl Anschütz, royal musical director at Coblenz, in which he sought to glorify as an emblem of faithfulness the evergreen tree, so popular among all Germans at their family Christmas festivals, in which the evergreen Christmas tree is always the center of attraction and interest, and recalls to the German heart so many dear and pleasant memories of family ties.

After the first publication of this ever-popular tune many other songs were adapted to it, notably the Latin college song, "Lauriger Horatius;" "Maryland, my Maryland," and our famous State song, "Michigan, my Michigan."

Shortly after the great battle of Fredericksburg of Dec. 11 to 14, 1862, Miss Winifred Lee Brent, afterwards Mrs. Henry F. Lyster, of Detroit, first composed and wrote the following song, adapting it to the tune of "O Tannenbaum, O Tannenbaum," previously mentioned:

I.
Home of my heart, I sing of thee,
Michigan, my Michigan.
Thy lake-bound shores I long to see,
Michigan, my Michigan.
From Saginaw's tall whispering pines,
To Lake Superior's farthest mines,
Fair in the light of memory shines
Michigan, my Michigan.

II.
Thou gav'st thy sons without a sigh,
Michigan, my Michigan.
And sent thy bravest forth to die,
Michigan, my Michigan.
Beneath a hostile Southern sky
They bore thy banner proud and high,
Ready to fight, but never fly,
Michigan, my Michigan.
III.
From Yorktown on to Richmond's wall,
Michigan, my Michigan.
To Williamsburg we point with pride—
There stemmed and stayed the battle's
Michigan, my Michigan.
To Williamsburg we point with pride—
Our Fifth and Second, side by side,
There stemmed and stayed the battle's
Michigan, my Michigan.
IV.
When worn with watching traitor foes,
Michigan, my Michigan,
The welcome night brought sweet repose,
Michigan, my Michigan.
The soldier, weary from the fight,
Sleeps sound, nor fears the rebel's might,
For "Michigan's on guard to-night!"
Michigan, my Michigan.

V.
Afar on Shiloh's fatal plain,
Michigan, my Michigan,
Again behold thy heroes slain,
Michigan, my Michigan.
"Their strong arms crumble in the dust,
And their bright swords have gathered
rust;
Their memory is our sacred trust,"
Michigan, my Michigan.

VI.
And often in the coming years,
Michigan, my Michigan,
Some widowed mother'll dry her tears,
Michigan, my Michigan,
And, turning with a thrill of pride,
Say to the children at her side,
At Antietam your father died
For Michigan, our Michigan.

VII.
With General Grant's victorious name,
Michigan, my Michigan,
Thy sons still onward march to fame,
Michigan, my Michigan;
And foremost in the fight we see,
Where'er the bravest dare to be,
The sabres of thy cavalry,
Michigan, my Michigan.

VIII.
Dark rolled the Rappahannock's flood,
Michigan, my Michigan,
The tide was crimsoned with thy blood,
Michigan, my Michigan.
Although for us the day was lost,
Still it shall be our proudest boast:
At Fredericksburg our Seventh crossed!
Michigan, my Michigan.

IX.
And when the happy time shall come,
Michigan, my Michigan,
That brings thy war-worn heroes home,
Michigan, my Michigan,
What welcome from their own proud
shore,
What honors at their feet we'll pour,
What tears for those who'll come no
more,
Michigan, my Michigan.

X.
A grateful country claims them now,
Michigan, my Michigan,
And deathless laurel binds each brow,
Michigan, my Michigan;
And history the tale will tell
Of how they fought and how they fell
For that dear land they loved so well,
Michigan, my Michigan.

Mrs. Lyster, the accomplished and patriotic author of this song, was the wife of the eminent physician and surgeon, Dr. Henry F. Lyster, of Detroit, who joined the Second Michigan Infantry at its organization on April 25, 1861, as assistant surgeon; who was promoted in July, 1862, to surgeon of the 5th Michigan Infantry, and to brigade surgeon in July, 1863; was wounded in action at the battle of the Wilderness, Va., May 5, 1864, and was finally mustered out on July 28, 1865. In a footnote on page 877 of "Michigan in the War" it is claimed that Dr. Lyster attended on the field at Blackburn's Ford, July 18, 1861, the first Michigan soldier wounded in the war, being Private Mathias Wollenweber, of Co. A, 2d Michigan Infantry, also that he amputated the left arm of Private Frederick Wustenber, of Co. A, 2d Michigan Infantry, at Bull Run, July 21, 1861, the first amputation made in a Michigan regiment in the war.

Of this song the verses numbered 1, 2, 4, 5, 8, 9 and 10 were composed and written by Mrs. Lyster, the last three lines of the fifth verse being a quotation from the German war poet,

Theo. Koerner, and the remaining verses, 3, 6 and 7, were later composed and inserted by Mrs. Lyster's mother, Mrs. Jane W. Brent, widow of Captain Thomas Lee Brent, of the U. S. Army, who died at Fort Leavenworth, Kansas, in 1858. She was the accomplished and patriotic daughter of the distinguished Federal Judge Ross Wilkins, who presided at the first war meeting held in Detroit in 1861, and was a sister of Colonel William D. Wilkins,* whose memory is so affectionately cherished by all who knew him.

The accompanying printed copy of this song is one of a number Mrs. Brent had printed for distribution among the soldiers of St. Mary's Hospital, at Detroit, upon the occasion of an entertainment given by them, when the verses were sung for the first time in public. Later Gen. Poe, then home from the front on a short visit, who was a son-in-law of Mrs. Brent, and then the distinguished commander of the famous Second Michigan Infantry, and who before his death, in 1895, had achieved an international reputation as a great military engineer, when he heard this song read to him thought the lines too good to be allowed to drop into oblivion, and at once proposed to have it published, to which Mrs. Lyster and her mother finally consented, upon condition that their names should not be mentioned in connection with it. Accordingly, Gen. Poe took a copy to the Detroit Tribune, which paper published it anonymously about the latter part of December, 1862. In the following April, 1863, the versatile Second Michigan Infantry, which, after the capture of Lebanon, Ky., by the Michigan Brigade, had taken possession of a rabid rebel newspaper plant, at once converted it into a lively and patriotic Union paper, which they named the Union Vidette, and put it in charge of Lieut. Chas. R. Galpin as editor and manager, and George McConnelly, both of Co. C, two printers from Battle Creek. In this paper the song, Michigan, my Michigan, was reprinted and first published in the army at the front. It at once became very popular with Michigan troops and with all patriotic people throughout this State. It seemed to at once touch a sympathetic chord of the patriotic hearts of Michigan people, then anxiously throbbing with hopes and fears for the outcome of the great and bloody struggle for the preservation of the union of states, in the accomplishment of which every nerve and faculty of the State and municipal Government, and the flower of Michigan's young manhood at the front, were strained to the utmost; and the beautiful and highly poetic lines of the first stanza,

Home of my heart, I sing of thee,
Michigan, my Michigan.
Thy lake-bound shores I long to see,
Michigan, my Michigan.
From Saginaw's tall whispering pines,
To Lake Superior's farthest mines,
Fair in the light of memory shines
Michigan, my Michigan.

were sung at every patriotic gathering of Michigan troops with the utmost fervor, often stirring the singer to tears of emotion when at the front

far from home. To the writer's personal knowledge every Michigan Legislature for the past thirty years has sung this song at all their patriotic gatherings at the capitol.

A recent remarkable evidence of the wonderful power of this State song over the emotions and State pride of the people when heard away from home was observed by the writer at the great National Encampment of the Grand Army of the Republic at Washington in 1902, when it passed in review before President Roosevelt by State departments, each of which had some great band of music heading the column, and as each department passed the great reviewing stands in front of the White House, where many thousands of people were massed together, each department band played their most popular State song as they approached the reviewing stand, and as the Michigan department approached its band played this noble tune, while the marching veterans in the columns sang:

Home of my heart, I sing of thee,
Michigan, my Michigan, etc.
All Michiganders present at once seemed to go wild in their demonstrations of delight and applause. Shortly after the departments of Kentucky and Tennessee approached, the band of the former playing: "The Sun Shines Bright in my Old Kentucky Home," while that of the latter played: "Way Down South in Dixie," whereupon every Southerner present fairly shrieked himself hoarse with demonstrations of delight, thus giving remarkable evidence of the enduring popularity of these old songs and tunes.

That of Michigan, my Michigan, has several historical allusions, of which Michigan people may well be proud. The authors sought thereby to perpetuate the fame and renown of such Michigan regiments and individuals as had at that time greatly distinguished themselves. Hence in the third verse we find mention of the Fifth and Second, both of which regiments were highly commended and specially mentioned in General Orders for conspicuous gallantry in action and steadiness under fire under most trying circumstances at the battles of Williamsburg and Fair Oaks, where they stemmed the tide of battle and snatched victory from impending rout. In the fourth verse, the spirited line, "For Michigan's on guard to-night!" alludes to the great compliment paid to Michigan troops for their superior vigilance and steadiness under fire by the celebrated Major General Philip Kearny, of New Jersey, when he ordered General Poe, then field officer of the division, during a critical stage of the siege of Richmond in 1862, to "put none but Michigan troops on guard to-night!" In the eighth verse we find mention of the Seventh, which alludes to the great gallantry of the Seventh Infantry, for, when the engineers and pontoniers were prevented from laying a pontoon bridge across the Rappahannock River at Fredericksburg, by the incessant fire of rebel sharpshooters concealed in the stone houses opposite, this gal-

lant regiment upon the call for volunteers boldly manned the pontoons, pushed across the river under a murderous fire of the enemy, and promptly cleared the enemy out of their houses and thus opened a way for the army to cross. The mention of Antietam in the sixth verse alludes to the much-lamented death of that eminent and heroic Michigan soldier, Major General Israel B. Richardson, of Pontiac, first commander of the Second Michigan Infantry, who was mortally wounded at this fierce battle, dying a short time afterwards at Washington, with President Lincoln at his bedside, who, according to the late Chas. Stewart Draper, aide-de-camp on General Richardson's staff and also wounded at this battle, and also present, was assured by the President that had General Richardson lived he would undoubtedly have been selected as General McClellan's successor as commander of the Army of the Potomac. The seventh verse alludes to that gallant and most distinguished brigade of Michigan riders, most gloriously known throughout the war as General Custer's cavalry brigade, being the First, Fifth, Sixth and Seventh Michigan Cavalry.

Owing to the modest shrinking from publicity of the authors of this great battle hymn of the State, Mrs. Lyster and her mother, Mrs. Brent, which caused its anonymous publication at its first introduction to the public, the authorship of this song was erroneously attributed to other writers, then prominent as poet laureates of this State; while others unblushingly appropriated it as their own mental product, and to the surprise and astonishment of the real authors one enterprising Detroit music dealer and publisher boldly went so far as to copyright this song and tune as his own and publish it as words and music by himself, of which he is said to have sold a very large number.

It is interesting to note that on her mother's side Mrs. Lyster is a direct descendant of the distinguished Wilkins family, prominent in the Revolution and early formation of this Republic and in the councils of the first constitutional convention and formation of this State, while on her father's side she is descended from the equally prominent Brent family of Maryland and Virginia, noted in the early history of the Republic. From "Michigan Biographies," published under the auspices of the State Semi-Centennial Commission in 1888, we extract the following notes regarding Ross Wilkins, the grandfather of the author: "Was born at Pittsburg, Pa., in February, 1799, and was a son of General John Wilkins, who served in the wars of the Revolution and of 1812 and became quartermaster general in the U. S. Army. Judge Wilkins graduated at Dickinson College, Pennsylvania, in 1818, studied law, and was prosecuting attorney in 1820 at Pittsburg. He was appointed judge of Michigan Territory by President Jackson and opened his court June 17, 1832. In 1836 he became U. S. district judge and held that position until December, 1869, when he

resigned, never having been absent a term in thirty-two years. He was a member of the Constitutional Convention of 1835 and the two conventions of assent in 1836. He died May 17, 1872. He was an able judge." He was also one of the first regents of the State University, being greatly interested in educational matters. The writer, while a pupil in the early fifties at the then famous Barstow School in Detroit, still vividly recalls the profound impression made on his young mind by the venerable and distinguished air of the judge, with his long and snow white flowing hair and beard, on his first appearance at the school with the board of visitors. I think he impressed us all as a grand old patriarch with his dignity and air of distinction. Thus it is an interesting fact that the ancestors of the author were not only prominent in the early history of our country but were of the fathers of the Republic and of the State of Michigan. Frederick Schneider.

*The following interesting footnote about this gallant officer, is found on page 745 and 746 of "Michigan in the War." In a work devoted to tracing the career of General Stonewall Jackson in the rebellion and entitled, "Old Jack and his Foot Cavalry, or a Virginia Boy's Progress and Penown," is found the following incident which took place during the battle of Chancellorsville, in which General Jackson was killed:

A quarter of an hour previous to the discharge of the fatal shots which deprived Jackson of his life, a Federal officer who was wounded and taken prisoner appeared before him. This officer was Captain Wm. D. Wilkins, of Michigan, on the staff of General A. S. Williams, who commanded a division of the National army. The particulars of the interview between that officer and General Jackson are here given as we find them in a Northern journal:

"When captured, Captain Wilkins was placed in charge of a guard who took him a short distance to the rear, where he met General Jackson and staff. Jackson was sitting on his horse at the head of the column, surrounded by his staff. He wore a new, grey uniform. He was a spare man with a weather-beaten face and a bright, grayish blue eye. He had a peculiarly sad and gloomy expression of countenance, as though he already saw a premonition of his fate. It was but 15 minutes later that he was mortally wounded. As they came into his presence the guard announced: 'A captured Yankee officer.' Captain Wilkins asked him if he was Major General Thomas J. Jackson. On being answered in the affirmative, he raised his hat. General Jackson said: 'A regular army officer, I suppose; your officers do not usually salute ours.' Captain Wilkins replied: 'No, I am not; I salute you out of respect to you as a gallant officer.' He then asked his name and rank. On being told, he further inquired what corps and commanders were opposed in front. Captain Wilkins replied that as an officer he could not return a truthful answer to such questions. Jackson then turned to the guard and ordered them to search him. He then had in the breast pocket of his coat Hooker's confidential orders to Corps Commanders giving a plan in part of the campaign, the countersigns of the field, for a week in advance, and the field returns, giving the effective strength of the 12th Corps (Slocum's), on the preceding day. These were all exceedingly important papers.

"Fortunately, before the guard could carry the orders into execution, a terrific raking fire was opened on Jackson's column by twenty pieces of artillery from an eminence on the plank road. The first eight or ten shots flew over the heads of the column. The men and gunners dismounted, leaving horses and guns. Our artillery soon got the range with more precision, and the shell and round shot ricocheted and ploughed through this dense mass of the enemy with terrific effect. Shells were continually bursting, and the screams and groans of the wounded and dying could be heard on every side. As an instance of the terrible effect of this fire, one of the guard was struck by a solid shot just below the hips, sweeping off both his legs. A battery came dashing up, but when they got into the vortex of the fire the gunners fled, deserting their guns, and could not be made to man them. An officer, splendidly mounted and equipped, attempted in a most gallant manner to rally them. A ball struck him on the neck, completely severing his head from his body and



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leaving his spinal column standing. His body rolled to the ground and the horse galloped to the rear. One of the shells struck a caisson full of artillery ammunition, which exploded, ascending in a crater of various colored flame, and showered down on the heads of the men below a mass of fragments of shot and shell. The loss inflicted by this fire must have been terrible, placing considerable over one thousand men hors de combat, and effectually breaking up the contemplated attack of the column.

"While Captain Wilkins was being taken to the rear he devoted his attention to disposing of the important papers which he had on his person. He dare not take them from his pocket to attempt to tear them up but continuously placed his hand in his pocket and worked the papers into a ball, and as they were passing along got them into his bosom, and finally into the pit under his arm, where he carried them all that night. The next morning the guard halted to get their breakfast, and a soldier was trying to kindle a fire to cook some coffee which they had taken from our men. The wood was damp, and the fire refused to burn. The soldier swore at it until his patience gave out, when Captain Wilkins asked him if he would not like some kindlings, and handed him the important papers. The soldier took them, and, not dreaming of their importance, used them to kindle the fire."

Slow System the Dust That Clogs the Wheels.

His desk was a model of neatness, and it was a great pleasure to his employer to be able to go to his clerk and know that a paper might be discovered in a second. Each pigeon hole in the desk was marked and sub-marked; the inkstand never varied from its chosen spot an eighth of an inch; the paperweight the same. Dust was an enemy which was routed almost before it settled.

Yet this employe had not advanced to anything higher than the position that was given him four years before. Why? He was systematic, punctual, and trustworthy, but he had the phlegmatic temperament that goes with the systematic—the slow, systematic man.

In the morning half an hour would be spent dusting his desk. Then several minutes would be consumed while he mastered the difficult problem of where his paperweight should lie. And his employer looked upon him as a necessity, a sort of higher janitor. But an employer does not like to pay a man a big salary for having no dust on his desk and for keeping his papers in order. Nor does he advance one who opens his morning mail carefully and deposits the empty envelopes in the ready waste basket with an almost tender air of reverence, or one who hesitates about the exact placing of a chair.

It must not be said that the care-

less, untidy man will move faster in the business world than the kind described. But the man with the ready brain, the quick, alert movements, and with originality is the one sought by the alert employer. Upon his desk may repose dust, his papers may be scattered about in fine disorder, but his trained brain, his quickness of action and movement, win for him that which the slow man of system never gains. The office boy may be pressed into service to remove the dust or replace the papers while the busy man makes a deal with a busy customer. It is not so important to have a desk tidy as it is to display quick judgment, prompt decision and rapid action. At any rate, this is what the employer thinks.

A large firm employing many solicitors hired a young man of good appearance whose references were of the best. The three members of the firm all liked him and felt kindly disposed towards him. But his systematic nature proved his downfall. It was almost a mania with him. He reached his office early in the morning and spent an hour arranging his desk. Another half hour was spent in reading his mail. Three mornings in the week he arrived at the office with a new idea for systematizing his affairs. The ideas were all good—for instance, he spent three hours indexing a set of books in a way that would simplify his orders and their description—if he ever received any. At the end of two months he was asked to hand in his resignation.

"We are sorry to let you out," said the head of the firm, "but the business you have brought in does not pay your salary."

Arranging papers and dusting desks are not paid for at a high rate in this busy world. Besides, an employe has no right to take the time he should devote to soliciting, to book-keeping, or anything else in order to evolve and put into execution any idea he may have for simplifying his work. Let him take the time at home or during his noon hour. Other important matters stand ready for attention, and a good idea is worth less at the wrong time than a poor idea at the right time.

The employe most sought after is neither the exclusively systematic man nor the careless man. He is the happy medium, the one who ar-

ranges his papers in the first place and puts them back when he is through with them, who does not let his mind dwell on the placing to an inch of a trifle to the exclusion of weightier matters. The business world moves rapidly; so must the brain of one who is helping to move it, else he will be left behind. Small virtues never yet achieved great ends. Large faults have, when accompanied by strength in other directions. It is not so important to stop to place an article at the precise angle when the same amount of time, even if brief, might be the beginning of the end of an important transaction. System is indeed a necessity; it is the oil that smoothes the wheel of commerce. But slow system is the dust that clogs the wheels. The business qualifications rank in the order given—keen judgment, prompt decision, complete knowledge of affairs, attention to de-

tails, and this last is not to be confounded with aggravating systematization carried to an extreme.

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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.



Observations of a Gotham Egg Man.

It is a long time since we have been compelled to report such a demoralized condition of affairs as now exists in the egg market. It is a condition, however, which follows naturally from the late beginning of free production in the South and Southwest, the increase in poultry following two years of relatively high prices, and the exceptionally large storage operations conducted during April and May on a level of prices so high as to prevent as great a consumption as should have been encouraged in view of the evidence of excessive supply then apparent. The probability that storage facilities would be filled before production would fall to consumptive needs seems now to have been well founded. Already the accumulations in the warehouses at all the principal points are reported large beyond all precedent, and there is reason to believe that they are almost equally excessive throughout the interior. In this city the storage accommodations in the downtown district are already practically exhausted; most of the houses can take no more from anyone, and the others have scarcely any room that has not been positively engaged; a very few thousand cases more will fill them all to repletion. There is still, however, some room available in Jersey City. Altogether the storage accumulations in New York and Jersey City were estimated at about 550,000 cases on June 15, which is about 100,000 cases more than we had last year at the height (about August 1) and there has, since June 15, been a further gradual increase.

The storage holdings on June 15 at the four leading markets show an increase of just 33 1-3 per cent., but this percentage of increase will probably be found to become less as the season advances, even if the storage houses are hereafter filled to their utmost capacity.

There is considerable discussion on 'Change and among the trade as to what should be the basis of egg quotations when qualities fall so much and so generally as is now the case. As is well known the N. Y. Mercantile Exchange has established certain specifications by which the egg receipts may be classified as "extras," "firsts," "seconds" and "thirds." Eggs that will pass as "extras" are always very exceptional but in the spring a large part of the receipts passes as firsts. Now, however, owing to the effects of heat, and notwithstanding some lowering of the specifications, it requires exceptional quality to pass as firsts, and if the official quotation is made on the basis of technical inspection it would represent the value of only a few of the unusually fine brands, carefully candled and graded before shipment.

Under conditions such as we are now experiencing it has been the habit to ignore technicalities and quote as "firsts" the price obtainable for the better grades of Northern stock, even although they might not pass inspection above "seconds." But the trade are divided as to the propriety of this course, and personally I wish to oppose the method. It seems to me that only three proper courses are open to the makers of quotations: First to adhere closely to an unchangeable technical grading and let every lot go in its true grade at its normal value, regardless of the proportion of the different grades arriving; second, if it is desired to preserve approximate uniformity in the proportion of receipts passable in the different grades, let the Egg Committee determine the requirements for grade and change them according to the season at will; third, when qualities become so uncertain and irregular and generally defective, let the grading by Exchange terms be abandoned in quotations and the goods described in some other indefinite manner.

My belief is that the first method is nearest right and, if well understood by all, would give the most definite information as to market values; but it is open to the objection that it gives to shippers a quotation for firsts which bears a very irregular relation to the value of country collections, and which, consequently, can not be used as a basis for country purchases at some seasons, while it may so be used at other times. The second method would be perfectly legitimate and could be logically supported by those who prefer it. By it the specifications for grade could be changed from time to time according to the general quality of the eggs arriving, so that the standard grade of "firsts" would always represent about a uniform proportion of the arrivals. The third method is not so good but would be preferable to quoting as "firsts" qualities that are known to be no more than "seconds" under the rules, and ignoring the quotation for the few fancy qualities because of the lack of another name to describe them.

A new use for eggs has been found down at Coney Island. One of the attractions at that famous resort has been throwing baseballs at the head of a colored gentleman stuck through an opening in the back of a booth. An enterprising fakir there has now substituted eggs for baseballs; he sells three shots for ten cents and the colored man's head and surroundings now give a nasal demonstration of the quality of a good deal of our egg supply.—N. Y. Produce Review.

Time may be money, but mighty few of us know where to get it cashed.

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

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.

OUT OF THE RUT.

Novel Ideas Originated by New England Merchants.

Written for the Tradesman.

In lieu of trading stamps one firm has originated a cash credit system of their own, by which they allow their customers 6 per cent. in cash on amount of purchases when the purchases total \$50. They called attention to this plan recently in a very clever manner. Their advertisements were headed, "Have you seen the fountain of money in our window?" Of course, everybody likes to look at money, and a whole fountain of the "needful" must perforce prove a pleasing spectacle, so people made a point to step around and take in the novel sight.

In the window was a huge balloon-shaped structure, the upper part covered with wide-meshed wire netting and the lower part with green cloth. The upper part was filled with flying, fluttering, whirling, crisp new dollar bills, evidently kept in motion by an electric fan concealed below, a forcible way of telling people that it was money in their pockets to trade at this store.

A shoe dealer was wide awake enough to turn to excellent advertising account a forthcoming boat race, which event drew many visitors to his town. He had a number of cards printed in dark blue, with a cut of a boat on one side, the reverse side reading, "Blank is a sure winner in the Boat Race. Place your money on him." These were distributed by a corps of bright youngsters among the crowds of spectators on the river banks.

A novel plan was used by one merchant to get rid of an accumulation of left-over holiday goods. He first filled one show window with an attractive display of perfumes, soaps, atomizers and other toilet and fancy goods. Each article was ticketed with a number, and a big sign, "Given Away," was displayed. He then advertised a mark-down sale of holiday goods, and that each purchaser would be given an envelope containing a numbered ticket. If the number on the ticket was found to correspond with the number on any article in the window, the holder of the ticket was entitled to that article. He further explained that there were envelopes in the pile containing tickets numbered to correspond with each article displayed, so that each purchaser stood an equal chance of drawing a prize.

At one store slips in printed return envelopes are given out to customers asking for suggestions as to the best methods of improving their service or store arrangement, or to increase the sale of goods in any department. Prizes are offered monthly for the best five suggestions. This plan serves to bring people into the store, and leads them to give both goods and store a more thorough inspection. Of course, many worthless and impracticable suggestions are offered, but at the same time the plan results in bringing some hints of real value to the proprietors.

Their spring opening was advertised by one firm in the following unique manner: They had pieces of colored cardboard, about four inches square, made with a loop of colored cord through a hole in the upper corner. On one side of the tag was printed, in Old English type, the word "Invitation," while the other side read something like this: "You are cordially invited to be present at our Spring Opening on March 21. Our line of goods is unusually handsome this season. Come and inspect it. Blank & Co." One of these tags was hung on every door-knob in town a few days before the date mentioned, and the firm had the most successful opening in their history.

For the past twenty-five years the proprietor of a millinery store in Springfield, Mass., has made it a practice, at the end of the hat season, to give away all his left-over hats to the poor children of the city. At an early hour, on the day announced for distribution, the store is besieged by an army of children eager to share in the spoils. They are allowed to pass in, about fifty at a time, and make a hasty selection. From five hundred to one thousand hats are thus annually distributed. No doubt this is pure philanthropy on the proprietor's part, but at the same time it gives his business a well-deserved publicity, as the local papers always devote considerable space in commendation of the plan.

About the beginning of the hot weather, when trade was beginning to slack up and customers were getting ready to flit to the beaches and mountains, an alert shoe dealer determined to put forth some extra effort to nail all the trade on children's shoes possible before the flitting took place. He borrowed his idea from the familiar game of "Fish Pond." A big "fish pond" was arranged in the rear of the store, and filled with daintily wrapped paper parcels in wrappings of various colors. Each package contained something dear to the heart of youth in summer-time, balls, fishing lines, skipping ropes, knives, etc., in great variety. Every boy or girl buying a pair of shoes was entitled to fish in the pond until they landed a prize. A pretty good scheme to tickle the youngsters and set them talking about this man's shoes.

The letters "B. S. T. C." on the lower left corner of an invitation reading, "We request the honor of your personal attendance at the opening of our new store," set all the recipients to guessing as to their mysterious meaning. Friends compared interpretations, laid wagers and finally decided that the only way to satisfy their curiosity was to accept the invitation to be present. Not until the opening was in full swing could the head of the firm be induced to furnish the key. Then he said, "Now that you are all here, I'll explain the cipher message. It simply stands for 'Be Sure To Come.'"

In a suburb of Boston there is a large store which has adopted an ex-

cellent plan for drawing people in on Saturday evenings. A large music room has been fitted up with a stage and footlights, and with seating capacity for quite a large audience. Here every Saturday evening a number of illustrated songs are given, and the room is always packed with an appreciative audience. Some five or six of the brightest and most attractive salesgirls in the store have been selected to impersonate the living pictures descriptive of the songs, the costumes and other accessories being furnished by the firm. One audience is allowed to remain but half an hour, when they must vacate and give place to another, thus giving opportunity in the course of the evening for a large number to enjoy the show. Bertha Forbes.

No. 2 30 doz. Egg Cases At a Sacrifice

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

Cummer Manufacturing Co.
Cadillac, Mich.

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

We want Butter, Eggs, Poultry and Veal

We pay highest prices all the year around.

GRAND RAPIDS PRODUCE CO.

40 S. Division St.,

Citizens Phone 3083

Reference

5TH NATIONAL BANK

Bell Phone 465

Egg Cases and Egg Case Fillers

Constantly on hand, a large supply of Egg Cases and Fillers. Sawed white-wood 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.

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

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.



Demoralized Condition of the New Potato Market.

St. Louis, Mo., June 26—There seems to be none and yet there are a good demand and active enquiry for good, sound, well-sorted new potatoes, but few are to be found. Poor quality, rotted and heated stuff, is glutting the markets, lined up on the railroad tracks and on the produce streets in every market. Little or no stuff is arriving, even at the nearest markets, which does not show rot, heat and poor sorting, many of which are not worth the charges and are being sold by the railroad companies to get their freight out of them. A more deplorable condition in the new potato market everywhere never existed. Shippers, receivers, distributors and the merchants handling the potatoes, wholesale and retail alike, are losing and a great howl is going up, as nobody can handle the stuff without a loss and a heavy loss.

During the past two weeks the first question that a receiver asks is, How much is the freight? Then he goes forthwith to the railroad yards to see if the car is worth charges. Too often it is not. Especially is this true of Texas potatoes, but Texas is not alone in her troubles on potatoes. Arkansas, Oklahoma, Indian Territory and Louisiana alike are great sufferers and Why? That is the burning question and there is a reason.

In the first place, the planting of new potatoes was too heavy—especially too heavy in the face of the big old crop, which fact was well known long before planting time. Statistics and facts regarding the same were published in all of the trade journals early in January. Then, too, much publicity was given to the immense crop of new potatoes everywhere and the big acreage. This frightened the trade, especially in the face of the big stocks of old potatoes, and many of which are still left. Further, the determination on the part of the growers, associations and shippers to sell f. o. b. for cash only at their respective stations made the cautious buyer lose interest, knowing, as he did, that this plan was impossible and impracticable this year.

The season came on and no arrangements had been made to handle the crop. Potatoes were dug and loaded or held awaiting buyers, but none came. Then the movement started and where to ship and what to do with the potatoes they did not know. The heavy rains, too, before and at digging time, made the potatoes heat and rot. New shippers and shipping associations sent out poorly culled and poor quality, allowed them to be handled by inexperienced and new people in the business, with no regular trade and no established outlet.

Then, too, the growers were not

willing at first to sell at prices clearly indicated by existing conditions, thinking that the buyers and merchants were trying to buy too cheap. Besides all this, the Texas and Louisiana crops were late and came in at the same time as Arkansas, Indian Territory and Oklahoma, which three have much lower freight rates than Texas. The potatoes all came in at once, the quality and condition were poor, shippers could not handle with safety; they dare not do so; potatoes rotted over night and every time you tried to handle a car you lost money where you bought or handled on commission; it was troubles, kicks and losses on all sides.

The railroads dumped onto the markets daily several cars to get their charges out of them. This put cheap stuff into competition with what was bought and so everybody has been in perfect chaos. Growers need not think that they are the only ones who have suffered. Everybody has and the end is not here yet. On every track in the yards at the big markets potatoes are lined up and nobody wants them. Why? They are too poor, they won't keep and too often are trash and culls, field run, poorly sacked, full of dirt and yet there is an unsupplied demand for fancy, sound, clean new potatoes. The lesson is a bitter one, but "experience is the best teacher." New potatoes will do better, but, not poor stuff. Everett P. Teasdale.

Canning Eggs an Important Industry.

Few people are cognizant of the fact that canning eggs has become an important industry in the United States. Great profits are made by this process. The eggs are kept in a comparatively fresh state for an indefinite period of time and the principal purchasers are bakers and hotel chefs, who employ them in cooking. In canning the eggs they are taken from the shells and put up in the same manner that fruits and oysters are packed. They are packed in three separate forms—white and yolks mixed, whites only and yolks only. R. Crowe, a dairy expert, suggests that more attention should be given to the canning of eggs for export, as an extensive market can profitably be found for them abroad. Seeing that the average selling prices are about 16c per pound—represented by about nine eggs—and that the cost of tins and packing only amounts to about 2 cents per dozen eggs, there appears to him to be money in the business.—What to Eat.

You Can Make Gas

100 Candle Power
Strong at

15c a Month

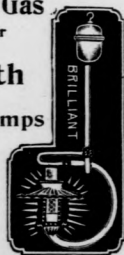
by using our

Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



Fruit Prospects Are Good



Our Friend the Farmer is Happy
So is Vinkemulder.

Line Up

with us for Peaches, Plums, Pears, etc., early.

Right Now

we are exerting every energy to supply your **Fourth of July** requirements. Hustle your orders in for Watermelons, New Potatoes, Pineapples, Oranges, Lemons, Bananas, Small Fruits and Vegetables. We are carload receivers and distributors.

The Vinkemulder Company

14 and 16 Ottawa Street

Grand Rapids, Mich.

Our weekly price list is free for the asking.



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 24—The coffee market remains about as last noted, although the tone is firmer, upon the whole, and in a speculative way prices show some advance. The spot market is firmer in sympathy and Rio No. 7 is well sustained at 7¾c. Jobbers report a rather small amount of business. In store and afloat there are 3,751,841 bags, against 2,829,691 bags at the same time last year. From July 1, 1904, to June 22, 1905, there were received at Rio and Santos 9,832,000 bags of coffee, against 10,289,000 bags at the same time last year and 12,123,000 bags the year before. Statistics are certainly in favor of a firm coffee market in the future. Consumption is steadily increasing and is fully equal to the production. The situation will be worth watching for the coming months. Mild sorts are steady and about unchanged. Good Cucuta, 9@9¼c and good average Bogotas, 10¾@11c.

We have had an interesting, almost exciting, sugar market, and for awhile it seemed as if the old "war" would break out again. The cuts made during the week leave the situation unsettled and jobbers and manufacturers are simply waiting to see what will come next, taking supplies, meantime, only sufficiently large to keep them going. Refiners are not apparently much interested in raws and the market is about steady.

No changes are to be noted in teas. The week is simply a repetition of preceding ones and neither buyer nor seller seems to have much interest in the article. Reports from primary markets are not of a character to indicate a higher range of values for the new crop.

The rice market shows continued strength and dealers are in better spirits than for a long time. Offerings are not large and, with continued good demand, the situation is well in favor of the seller. It is said the new crop in Louisiana and Texas will be one-third less than last year, and that it is very much later. Prime to choice, 4@4¾c.

In spices we have a firm and advancing tendency in pepper and a fairly active demand. Other goods are practically as last noted, but the general tone of the market is firmer than a month ago. Buyers take only small quantities.

For mid-summer there is a good call for molasses and, as stocks are light, the quantities on hand are firmly held, sellers being very unwilling to make concessions. Blackstrap sells fairly well at 9½@10c. Good to prime centrifugal molasses, 16@26c. Syrups are in limited demand and, while rates are about as last week, they are not so firm.

Canned goods show little of interest. The State of New York has been tremendously wet and big floods up in the important pea-producing counties have created great havoc. It is thought the total crop of the State will show material reduction. Corn, too, is having too much water, and the same is true of almost all vegetables. Tomatoes are practically as last noted, and the market generally retains a good deal of strength in this article, so far as the future is concerned. Salmon seems to be coming more and more to the front and the market is quite active.

The arrivals of butter this week have been ample of almost all grades, but the demand has been active and there is no great accumulation of the better sorts, if, indeed, there is any. While about 20½c seems to be the official figure, this has been exceeded in some instances and 21c has been paid. Seconds to firsts, 18@20c. There is a feeling that rates are almost too high and next week may witness some decline. Imitation creamery, 16@19c; factory, 14½@16c; renovated, 15@17c. The supply of the latter is not so large, but there is no suffering for its decrease.

Cheese is pretty ample as to its supply, but there is said to be a good big supply "up-country" that is yet to come and the market is rather easy. Small size full cream is held at 9½c; large about ¼c less, and in limited demand.

The top grades of eggs are wanted and the market is well sustained at about 17c for best Western; candled best, 15@16c; dirty stock is in abundance and works out at 10@12c.

Ants Make Gardens in Trees.

The ways of the ants are further elucidated by E. Ule, of Berlin, who has visited the flower gardens fashioned by the marvelous ants of Amazonia and Peru in the crowns of the trees. These gardens, or, perhaps, baskets, he has studied in their various stages of growth from the time when the plants are just budding until the long, slender leaves are fully developed. All the plants cultivated by the ant gardeners have extremely minute seeds or spores, which are evidently sown by the insect agriculturists in their nests.

Luck is a good thing if you don't count on it.

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.

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

Ten Reasons Why You Should Buy

Golden Horn Flour

Reason No. 8.—Prompt Shipments

Promptness is a virtue. We realize that most buyers do not purchase until they need goods and then want them promptly. We are employing every means possible to accommodate the Michigan trade by giving quickest possible delivery. We carry a full stock in Grand Rapids and can ship at an hour's notice. Our mill is located in Chicago—the natural distributing point to which this state is tributary—possessing the best shipping facilities of any city in the country. Shipments may be made by either rail or water to many points. Because of these facts we can give the best possible service in emergency cases. Buyers are coming to us when they want prompt and satisfactory service. We will accommodate you, too.

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

Because

The Quaker Process

is not duplicated in any other mill in the world. The Quaker skill is the result of lifelong work and study. No money can buy it. No cleverness can copy it.

Quaker OATS

Looks Best Sells Best
Tastes Best Nourishes Best

Is Best

That's Why

Best for you
to sell



Ideas on Proper Dress for Motor- ing.

In a recent article in regard to my summer wardrobe I promised to tell you, at no distant date, about the correct dress for motoring. At that time I had not decided in my own mind just what was right. I have myself selected a very modest outfit. As I do not expect to act as my own chauffeur, I will not need many of the stronger, rougher articles that I otherwise would. I should not consider it in any way smart to dress elaborately for motoring or for that matter for any other sport; for dressing for any sport would seem to indicate that the wearer is a novice and considers it on the same, or nearly the same, plane as a social function. If you will look back, providing you are old enough, to the introduction of any of the sports, you can doubtless recollect the elaborateness of the dress seen among its advocates during the first year or two of its advent. Take cycling, the beginning of which is within the memory of most of us, and you must remember the brilliant knickerbockers and stockings which marked the first few years of the craze. Then when golfing came in there were the pink coat, loud plaid shirts and stocks. For many years back of our memory and up to the present time as well, every rider can spot a novice in the equestrian field by his faultless and miraculous get-up.

Cycling is practically a gone-by sport for the smart set. Golfing, however, is still in full form. How many real golfers tog themselves out as they used to? We see the beginners doing it, but no others. Men who ride in the saddle for the love of riding seldom wear the fashion-plate costumes that we are told by our tailors are the correct thing. It is true that in the riding school and park many assume such conventional dress, but they are not true sportsmen; they are rather show figures.

In my opinion no one should wear especially designed garments for sports or pastimes except when it is more convenient or sensible to do so; and custom naturally weeds out that which is made for unnecessary show alone, and in the sport of motoring utility is to be thought of first and show a far second, although naturally even in this one likes to be able to appear presentable when arriving at a journey's end. I do not mean exactly that the man buying an auto coat should before he takes a ride get down and roll in the mud or daub himself over with grease, but I do mean that a spic-and-span, band-box appearance is out of place for touring through the country. When riding in the city or park, I fail to see where goggles and the huge coats are necessary unless one intends to exceed the speed limits. Of course we all expect to do this when we

are out on the road, but that is a different matter. When touring, more things are necessary than in knocking around the park, but even so the real motorist discards all that does not prove to be of practical value.

If you are to drive your own car you must wear clothes suitable not only for the driving, but for the many emergencies which may arise, and among these first and foremost for summer is the duster or long coat. These may be made from thin leather or cloth in various shades of tan, black, olive, etc. This garment is almost a necessity for either the rider or the driver. Probably next in importance comes the cap, and here one might say that the motorist goes to unnecessary lengths in wearing the present type of cap that he does, but there is good reason for it. Your headwear must be safe in all kinds of winds. You can not grab at it whenever it feels like coming off, if you are holding the wheel yourself, for such an act might mean a serious accident at a critical time. The motorist's cap is designed to fit tight and to keep its place on the head. Goggles are more or less necessary in fast driving both for the driver and the passengers. Gloves with gauntlets are best for the chauffeur, but for the rest almost any kind would be right.

As a matter of fact, comfort in the auto should be your first consideration, and the outer garments should be designed to protect you from the wind, rain, if it occurs, and dust. Beyond this I have no recommendations to make.

For the suit while motoring I can recommend nothing more highly than a rough tweed sack suit. More dressy garments are entirely out of place. In the country for short runs from one place to another, many men simply don their riding garments, which I consider very satisfactory. Beyond the articles stated above you can supply yourself with rubber over-garments, a hood to pull down over the neck and ears to keep the dust out; bellows cuffs to keep the wind from blowing up the sleeve and many other similar articles, most of which will suggest themselves before you have practiced in the motor a great while and probably before you have an opportunity for making any very long runs.

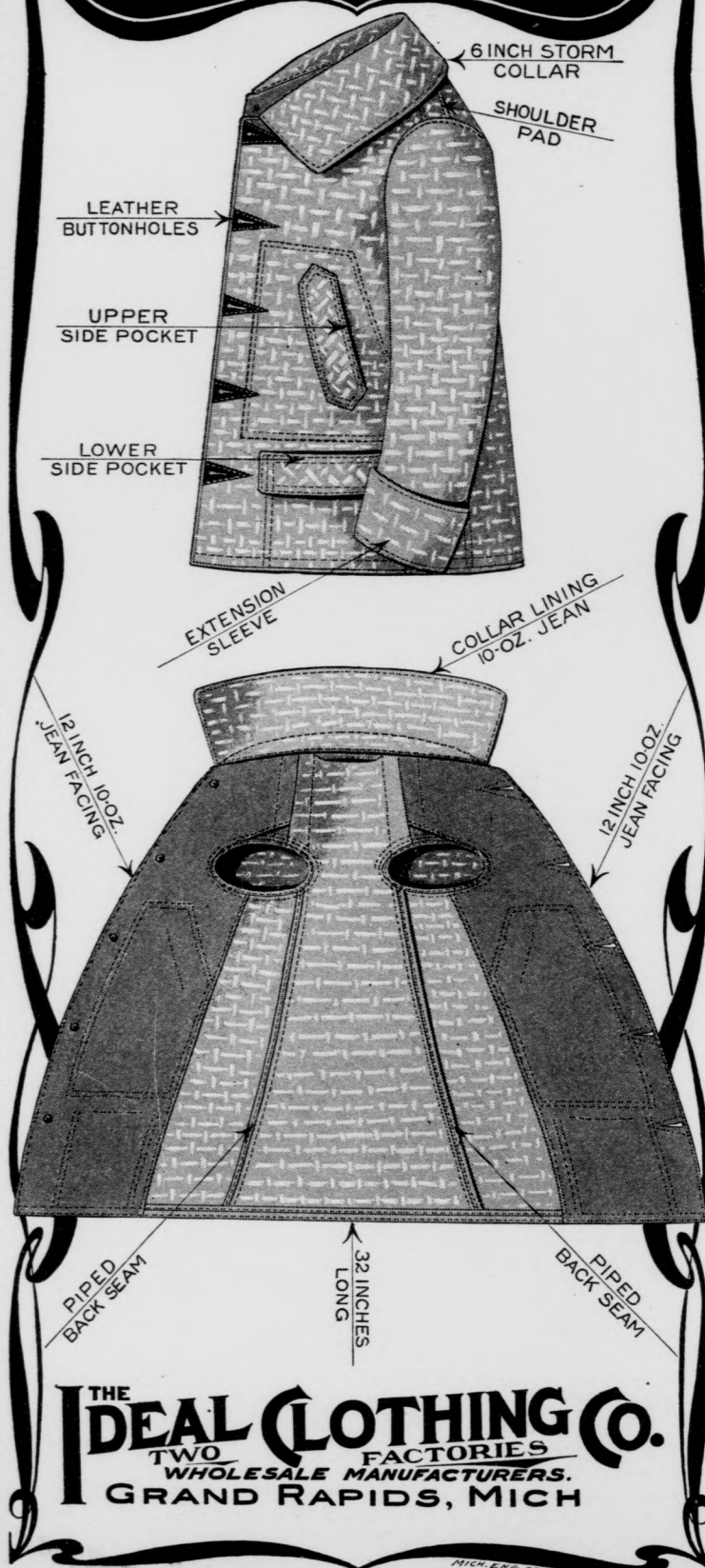
According to investigations made by a Buffalo doctor continued employment in the immediate presence of high voltage, alternating current, generating or transforming machines uniformly results in grave disturbances to the digestive organs, loss of appetite, distress after eating and whitening of the complexion to almost the color of chalk. In other words, people who work about electric plants are likely to look like candidates for the electric chair.

Customers whose confidence you have to work hardest for generally stick to you the longest.

Take care of your living, and your dying will take care of itself.

A FEW REASONS

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



General Market Conditions in the Clothing Trade.

The fall clothing situation grows in interest from week to week. In some particulars it is actually precarious, and especially so in the matter of deliveries. Salesmen have returned from the road sooner than it was planned for them to do, because, as they report, they found the customers they were calling upon latterly were, to use their own expression, "ordered up to the neck," and therefore unable to buy more; hence, why continue the expense of further visits?

Those clothiers who have placed their fall orders have bought liberally, many anticipating their season's wants because of their knowledge of clothing conditions. There are others who have yet to buy. In the big cities where clothing is manufactured many of the local retailers did not get into market for their fall needs before the first week of the present fortnight. And still there are tardy buyers yet to satisfy, and manufacturers are now uncertain of being able to take care of the business already secured. According to good judgment, based upon a thorough knowledge of conditions, it is estimated that the clothing manufacturers will not be able to deliver more than 75 per cent. of their fall sales. The demand is so largely confined to certain things that the delivery of piece goods by the mills is slow and late, thus curtailing the period for manufacturing clothing to a very brief time. And the low condition of retail stocks of heavyweights everywhere in the country puts the clothiers in a position to want their fall weights early and promptly. Doubt already exists in the buyer's mind to a grave extent on the matter of prompt deliveries. The tardy ones need no longer shut their eyes to actual conditions. It is but human nature to believe that the man who pays the manufacturer's price, a price that will leave him a reasonable profit, will get his goods first. The overshrewd procrastinator, the always-sure-to-get-what-he-wants-in-his-own-time man will not get the goods. Like the too-cheap manufacturer, he is fooling nobody but himself.

Buyers were taught a lesson this spring, which should serve them well in future, when they failed to get their orders in early on serges and gray worsteds. The shrewdly-sure, who early failed to appreciate the fact that "the country was going daft over grays" are now willing to pay big premiums to get the goods, but they will have to go without. While it is true that there is a stiff demand now on serges for immediate delivery, some favored customers being taken care of at a raise of 75 cents on a suit, there are clothiers who failed to anticipate their wants who are actually paying from \$1.50 to \$2 premium for suits manufacturers are holding for the favored ones.

In New York the tenement house law is augmenting the difficulties already attending manufacturing. Manufacturers have had to act quick-

ly in order to lessen the difficulties regarding deliveries. In a few cases this has been done by having the finishing done in the factories. Other manufacturers are securing their workers by taking long leases on their quarters in order to induce the landlords to take out the necessary license.

Manufacturers are trying to bring the finishers into the workshops, but it is very hard to get finishers, and as much of the finishing has been done in the homes of the operatives, and it is a class of help that is scarce, it appears that the real root of the difficulties is that finishers have never been paid enough for their work. Ultimately all the finishing will have to be done on the manufacturing premises and not in the homes of the people.

Retail trade conditions are very much improved in the weak spots over what was reported in our last chronicles of market conditions. In the East—New York and vicinity—where cool weather temporarily checked demand, warmer weather and price reductions have materially contributed to the betterment of business. The effort to force business, however, is not so apparent on serges and worsteds as upon woollens, chevots, crashes and homespuns, and these are liberally advertised at big reductions.

General retail trade is active on worsteds, and particularly lively on serges, gray worsteds, tropical weight worsteds, flannels and worsted chevots of the best grade. All the selling centers report a shortage of serges and desirable worsteds, and buyers find them hard to get. Where obtainable they are quickly bought and at advances which buyers are paying, as their stocks of the season's successes are light, and there are healthy signs of an increasing demand which many predict will continue through July. Two-piece "outings" are now in request and selling in both single and double breasted models in all the popular fabrics of the season.

Buyers report that, according to their cloth comparisons, manufacturers are paying less all the time for their piece goods, and that for fall they are using cheaper fabrics than ever before. This they accept as the most convincing proof of the stiff condition of the piece goods market and the hard conditions under which manufacturers are laboring to bring out qualities that will meet buyers' ideas of values. Speaking of this, one large buyer said: "I know that my manufacturers are buying cheaper cloths all the time. Where they put a dollar fabric into a certain number last fall, this season they are using a 90-cent fabric, and where they used a \$1.25 fabric before they are now using one at \$1.10, and so on through all the lines. This they have been forced to do because of the higher cost of piece goods, and when you consider that they are putting more cloth into a garment this year than they have done in many years because of the increased length of the garment decreed by fashion,

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

Wholesale Ready Made Clothing For Men, Boys and Children

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

THE WILLIAM CONNOR CO.

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

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



This is Tom
Meet Me Face to Face

The Retailer

who invests \$10 for a book containing 500 of my tested ads. gets a big ten dollars' worth of advertising copy. I write my own ads., and all 500 contained in my book have been tested. None but ads. that pulled are in. When you engage salesmen you prefer those with experience. My 500 ads. have experience. They influenced business in busy Chicago where ads. must be exceptionally good.

Any salesman who makes Chicago will tell you that Tom Murray's ads. built his business from \$30,000 a year to \$250,000 a year. Send the \$10 with your order.

Reference—Any Chicago bank or wholesaler.

TOM MURRAY, Chicago

the broader collars and lapels, and the extra cloth that has to be put into the back of a coat because of the vent, putting in a cheaper fabric does not mean a saving to the manufacturer, for we must not forget that the tailoring is very much improved, the linings and other trimmings are the best that can possibly be used, according to the price of the garment. So I figure that, although I may not be getting the same priced fabric as formerly, I am getting other things equal or better than before, and that while I am paying more for my clothing I think my end of it is better, when it comes to profits, than that of the manufacturer, who is certainly taking less profit; and I can always regulate mine according to the style and quality of the garment, putting more on the high-priced clothing and doing with a little less on the popular grades. With the manufacturer maintaining and building business and reputation on make, style and fit, the high price of wool makes it necessary for him to take the cost difference out of the fabric. It is when the clothing manufacturer bumps up against conditions which have confronted him in the goods market as they have for fall that the merchant is apt to believe that retailing is the better end of the clothing business."

Commenting on present conditions, a manufacturer said: "I am in the wrong part of this business, and I wish I was a retailer to-day. It is the retailer who is making the big profits on clothing. Buyers come in here and haggle for a long time over paying an advance of 25 or 50 cents on a suit, knowing full well that even at the small advance I ask my profits under existing conditions are smaller than before. They don't want to pay me \$10.50 for a suit this season because they got it for \$10 last year, yet they will buy that suit and sell it for \$18; and on my \$12.50 number they don't want to pay the advance of half a dollar because it was only \$12 last year, yet my customers get as high as \$20 for this suit. Now, I make no such profits as these, and the business is getting harder every year for the manufacturer. You have heard the story of the buyer who had just placed his order with a manufacturer for a lot of coats at \$10, and when the manufacturer had taken it down the buyer turned to him and said, 'Of course, you understand I want the coats lined with silk?' 'Oh, yes; that's all right,' said the manufacturer, 'we'll give you the silk lining.' 'And I want velvet collars, hand-felled, and handmade buttonholes,' continued the buyer. 'But we can't give you velvet collars and hand-work, too, at that price,' said the manufacturer; 'we have to pay for labor.' That's just it in a nutshell; some people seem to think the materials we use grow on trees and all we have to do is to go out and gather them when they're ripe, and that labor is free."

After a brief rest, since returning from the road, salesmen are now

waiting upon visiting buyers, whose number increases from day to day.—Apparel Gazette.

The Advantages of Having Pleasant Surroundings.

Progress in every field of human activity compels a corresponding progress in the shop, if it would keep step with the march of the times. The consumer is more intelligent and exacting than he used to be, and what would have satisfied him a decade ago won't satisfy him to-day. He has observed and learned, his wants are more clearly defined, and he sets himself a certain standard below which he will not go. Conducting a shop on the methods and ideals of even five years ago spells "failure" to the retailer, just as a transportation system run by horse power instead of steam or electricity could not survive present-day competition. Many a merchant complacently twiddles his thumbs and cries "good enough," when unknown to him his trade is slipping away and his rival is dealing him thumping blows. The only way to hold patronage is to make the shop as attractive and the windows as customer-pulling as the sharpest wits can suggest. Clearly, a merchant wrapped up in his own interests, as the average merchant is, can not well keep abreast of the newest and most approved in shop fitment in all the large cities. He must make it a point to study the subject either by travel and observation, or through the medium of such a series of sketches as this. The very wide interest shown in these designs and the many letters that come to us month by month prove that there are retailers a-plenty who recognize the great importance of the shop itself as a trade-gainer and trade-keeper. Other measures to draw customers, such as the personality of the merchant, solicitation by advertising and letters and the like, are mighty helps, to be sure, but unless supplemented by a spick-and-span shop which tempts a man inside every time he passes, these measures are simply sticks thrown against the tide. A retailer's best advertisement is his shop, and upon that he must bestow all his ingenuity and resourcefulness. In it his future and fortune are bound up and the moment he sees decay eating into it he must cut out the bad spot before it spreads and affects the business as a whole. It is curious that there are still some retailers who can not see the wisdom of alteration and improvement, who fancy that once in five years is the right interval for turning a shop over to the builder and decorator. Constant improvement is necessary each season.

Light finish is needful to keep the shop roomy and cheerful. All kinds of moulds, scrolls and other embellishments of this order may be used upon the woodwork, and a certain amount of such decorative treatment will be found advisable. Yet a word of warning must be given against over-ornateness. To some degree the location of the shop and the person-



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

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.

al taste of the owner must determine this question. The idea of having a gallery salesroom is novel and does not present the difficulties that one would imagine at first glance. Of course, the plan is not applicable to every building, but only to those equipped to allow it.

Changing one's windows as often as possible so as to pique the interest of the passer-by is essential to successful merchandising. Dressing a window every day is usually out of the question on account of the trouble involved, but thrice-a-week trims give the merchant a breathing spell and yet lend the needful freshness and variety to displays. Owing to the fact that the school of window dressing now followed by the best shops utilizes few goods, the fewer, the better, changing a window is not the tedious task that it was when a merchant thought it proper to put half his stock on parade. But, above all, a window should be immaculately clean and wholesome to the eye if it is to attract customers.

Personality is the weighted factor in the success of a shop. No business can reach its highest development unless it has behind it the force of some vigorous personality. The small shop, lacking the concentration of resources and grasp of system, typical of the big department store, must be a one-man enterprise, must be permeated through and through with a single dominating individuality. The merchant must keep every detail of his business under his thumb and must daily inspire his clerks with renewed zeal in their tasks. You can not expect a clerk to work harder or show more enthusiasm than his employer. If the employer be inert, can the clerk be blamed for his indifference or worse in his daily tasks?

Many lessons can be learned by a merchant from observing the shops that he enters, not only in his own trade, but in others unrelated. Frequently a single idea in arranging tables, show cases, shelves and the like may start a train of ideas in motion whose outcome means more space, more customers, more profits. Every merchant who seeks more than the conventional measure of success and who feels a wholesome pride in putting his shop in the very forefront of its class, will always be a student of other establishments, never wholly content with his own. Self-satisfaction is always fatal to progress; it means standing still instead of going forward.

Depending almost entirely upon his windows to draw buyers into the shop, it must be clear to the retailer how important the construction of the front is. Narrow windows, enabling only small, crowded displays, are a mistake, and no time should be lost in correcting it. An effective display is only possible in a window that is roomy and extends back far enough to allow free spacing and a good perspective. The smartest, freshest merchandise, unless shown amid surroundings which help to accentuate its beauty, looks skimpy to the beholder. Proper goods and

proper windows in which to display them are the twin requisites for impressing the onlooker instantly and favorably while in a receptive mood. —Haberdasher.

A Messenger Boy's "Side Lines."

"There's a little fellow who will get along," remarked a Franklin street merchant the other day, indicating a bright-faced boy just leaving the store with a big bundle in his arms. The day was warm, the bundle was heavy, but the boy's face was smiling as he passed his employer.

"I advertised for a boy," resumed the merchant, "and among the answers was one from that chap. It attracted me by its apparent ingenuousness and honesty. The letter said that the writer was unable to give any recommendation, as he had just come from the country and his parents and himself were strangers in the city. All that he wanted was a chance to prove that he would suit me. I liked his looks and engaged him as an errand boy. He did his work so well, made his trips in such short time, and was so willing that I raised him from \$4 a week to \$4.50 and then to \$5. He has been with us only four weeks and, while I do not want to lose such a good messenger, I feel that he ought to be promoted. I'll tell you why:

"At the beginning of the third week he came to me and asked if I would allow him a commission if he sold some of our goods. I told him, 'certainly,' and when he asked how much I said, '2 per cent.' 'Thank you, sir,' he responded, 'I've got an order for some already.' We supply confectioners with a line of goods, and that little fellow made use of his time when eating ice cream and drinking soda water to do business for us. He has brought us in only \$40 worth of orders, but if a little stranger can do that in so short a time, I feel reasonably sure that we will have him on the road long before he grows a mustache."

Caution and Care.

John Morley, in an address at Pittsburg, urged the American people to use caution and care in their busy lives—to do strenuous things, but to do them with forethought.

"The Scot," said Mr. Morley, "is noted for his forethought.

"A bald Scot, on a visit to London, paused to look at a display of hair tonic in a chemist's window. The chemist, himself a bald man, came out and tapped the Scot upon the shoulder:

"The very thing for you, my man," he said. 'Let me sell you a bottle of this tonic. It is the greatest medical discovery of the age.'

"It is guid, eh?" said the Caledonian.

"Good? It's marvelous. I guarantee it to produce hair on a bald head in twenty-four hours."

"Aweel," said the Scot, in his dry, cautious way; 'aweel, ye can gie the top o' yer head a rub wi' it, and I'll look back the morn and see if ye're tellin' the truth.'"

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.

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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Agents wanted in towns where not now represented. Apply to

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



Oversensitiveness Nothing But Superabundant Vanity.

Another of woman's virtues that lean to vice's side is sensitiveness. No quality in all the peculiar feminine make-up has wrought its possessor more trouble than sensitiveness, yet it has ever been accounted one of woman's chief charms. Novelists have never failed to endow their heroines with unlimited quantities of it. Poets have delighted in picturing the ideal female as a highly strung harp that vibrated to every breath of feeling that blew across it, and women themselves have played their sensitiveness across the board of life as a kind of glorified hunch that enabled them to do without reason and logic as a guide for their actions.

Undoubtedly, in its place and in small and diluted quantities, sensitiveness is a valuable quality. It is the salt that savors existence, and that also, when we get too much of it, spoils it for us. A woman whose soul was covered with a pachyderm cuticle would be as little desirable as one with a sole-leather complexion; but on the other hand, it is possible to pay too high a price for pink-and-white cheeks, and our admiration quickly turns to loathing for the woman who is all skin, no matter how beautiful it may be.

This is precisely the case with sensitiveness. To be agreeable, a woman must have some intuition, and know some things by the grace of God without being told them; but there is no other creature on earth so wearying, so afflicting, so wearing, as the woman who is all sensitiveness, and who simply travels on her feelings. In a world where we must all take as well as give, there is simply no place for her.

Yet, thanks to the overlaudation of this virtue, and the consequent cultivation of it by women, society is overrun by her. Go where you will, even to the remotest parts of the earth, you will find her there doing her level best to make the world a howling desert.

She it is who renders conversation about as hazardous an amusement as playing with dynamite. No topic is safe when she is around. She scents hidden innuendos and covert criticisms in the most casual statement. Let some one speak of a current scandal, or corruption in politics, or any other matter of every-day gossip, and she turns pale and bristles up, and you recall with horror that her aunt's husband's third cousin is divorced from his wife, or her great-grandfather was a justice of the peace, and know that she feels some personal slight was intended by your remark.

The sensitive woman is also the great bar to hospitality, because you can not always have her and you dare not leave her out in your invi-

tations. She is utterly incapable of the generosity of making an excuse. Your dining-room may be so small that you can entertain only a limited number of people at one time. You want to invite the distinguished lecturer or author to dinner, and have some people with whom he has much in common to meet him. The next time you see the sensitive woman she gives you a frigid bow, and you attempt in vain to explain. "Oh, of course," she says, "I"—with an emphasis on the I—"I did not expect to be invited when you had famous literary people. I never pretended to be brilliant," et cetera. And so it goes. You are kept in an attitude of continual apology to her, until finally you get tired of it, and you give her up for some one who has fewer feelings and more sense.

As a friend the sensitive woman is the most unsatisfactory person alive. Her precious feelings are always getting trampled upon, and you are required to make a continual poultice of yourself to heal them. You must be at her beck and call. You must on no account have another friend, for she arrogates to herself the right to have a monopoly on your affections. If you dare to withhold anything from her in regard to your private affairs, she is deeply hurt at your lack of confidence. If you refuse to take her advice, it is at the peril of your friendship. There is no restfulness, no comfort, in her; for no matter what you do, you can never be sure that you are not stabbing her sensitiveness in a vital spot. Worst of all, such a woman has a continual battle against the world and expects you to fight it out with her. Her susceptibilities are spread out all over the place, and naturally somebody is always getting on them; and she spends her life camping on the trail of imaginary grievances.

In church and club the sensitive woman is the firebrand that has started the conflagration that has cremated many a good cause. Try to do any work in a woman's organization, and the very first snag you strike is the lady whose feelings are always kept to the front. You need a chairwoman for a committee, and you want a level-headed, tactful, hustling woman with executive ability. "Oh, but we are obliged to appoint Mrs. Blank as the head of that committee," comes in a chorus from women who have been terrorized by the human porcupine before. "Of course, she does not know any more about it than a rabbit, and she will get everything in a snarl, but she is so sensitive. She'd never get over it if we didn't." So Mrs. Blank is appointed, and does as she is expected, and at the last minute some sensible woman goes in and straightens things out after the sensitive woman has got everybody tangled up and stirred up, and has herself got her dear little feelings hurt, and has taken her doll rags and gone home.

In the women's club she is deadly personal and vindictive if anybody opposes her, and the day that sees her motion laid on the table sees her resignation in the President's hands.

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.

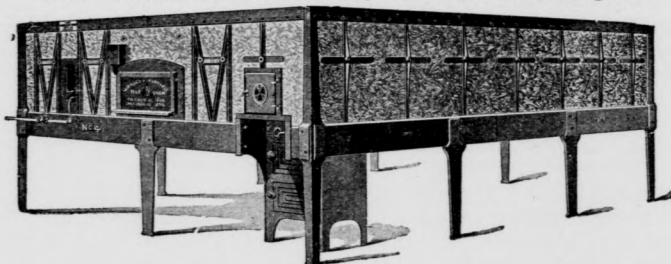
Chicago Office, 49 Wabash Ave.

1-lb., ½-lb., ¼-lb. air-tight cans.

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.

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

Argument is simply out of the question with her. So is justice. So is any consideration of anybody else's right. Everything resolves itself into a matter of feeling with her, and her feelings are in a state of chronic inflammation. Any one might think that, just as a blind man would not undertake to cross a trestle or a lame one get in front of a swift trolley-car, so the sensitive woman would be careful about taking her tender feelings into a place where they would be liable to get hurt. But she is not. She is always reckless, and occasionally foolhardy about it.

I shall never forget one instance of this kind which I once witnessed, and which was without doubt the most amusing illustration of the sensitive woman in action that could be imagined. I was invited to be present at a woman's club at a debate upon the subject of "Gladstone's Influence on the Nineteenth Century." The affirmative had a lovely time of it glorifying the Grand Old Man's services to his country, to humanity and to Christianity. All went well until the leader of the negative side, who was a highly sensitive woman, got up to reply. She was simply trembling with excitement and emotion, and she began by saying that she supposed that they thought that she was not capable of appreciating a character like Gladstone's, anyway, or they never would have put her on that side of the question; but she would just like to tell them that she was just as good a Christian as they were, and cared just as much for humanity as they did, and she guessed that when it came to feeling for people in trouble, she felt just as much as some folks that talked more and did less, so there now; and she sat down in tears, and it took the balance of the evening and two plates of chicken salad to bring her around.

Nowhere, however, does the sensitive woman shine forth with such brilliance as in the domestic sphere. Marriage is one long picnic to her. It simply bristles with opportunities for getting her feelings hurt, and rare is the day when she has to hunt around for a grievance. If her husband is busy and preoccupied she weeps because he has ceased to love her. If he neglects some little courtesy, or after a hard day's work refuses to chase around to balls and parties with her, she bemoans herself as a poor and neglected wife and laments that her husband has wearied of her. If her husband is unwary enough to praise some other woman as being pretty, interesting or well-gowned she flies into a jealous rage and demands to know why he did not marry the other woman if he admires her so much—a speculation in which the man must often secretly join her. Sensitiveness is not yet recognized as a sufficient cause for divorce, but chief among the saints and the martyrs are the men who have lived in reasonable peace with wives with feelings.

The sensitive woman is bound to sink under misfortune. She is forever complaining that her friends dropped her because she lost her

money, or went into business. This is a mistake. The real reason they dropped her was because her feelings became so swelled up that it was not safe to touch her. Even Job's friends fell away from him under similar circumstances. As a matter of fact, the world is not nearly so mercenary as it is represented. Few people value their friends for what they have, but all of us value them for the pleasure they can give us; and when they keep us on the ragged edge of anxiety lest we unwittingly offend or slight them, we let them go because it is too much trouble to keep them placated.

For the workingwoman, sensitiveness spells failure every time. Let every girl who is thinking of going into the world to earn her own living first examine herself on this point. If she is going to be ashamed of her work and take mortal offense every time anybody refers to her as a workingwoman; if she is going to insist on the spurious refinement of being called a saleslady or a cashlady; if she is going to feel cut every time the rich woman to whom she sells gloves over the counter fails to bow to her on the street; if she is going to get her feelings hurt and weep every time the man she typewrites for gets mad and swears because she has spelled a word wrong—in a word, if she is thoroughly armed with fine susceptibility at every point, then, for goodness' sake, let her stay at home and protect her feelings and keep out of the way of busy people.

The truth is that oversensitiveness is nothing but superabundant vanity, and women have cultivated it to its finest flower, because heretofore they have lived in a walled garden where this peculiar form of exotic could be cherished. A great many people deprecate the entrance of woman into the arena of public affairs on the ground that it will harden her and "dull her exquisite sensibility." Let us hope so. It is the most hopeful prophecy that can possibly be made for the future. The world will be a cheerier place in which to live when women take down the "Keep off the grass" signs by which they now surround themselves, and one can disport one's self in the garden of their souls without fear of setting a devastating foot on any sensitive plant.

Dorothy Dix.

Chinese Sewing by Machine.

The Chinese are learning to love the things of the present, among them the sewing machine, which is winning its way into China's tailor shops. Although the cost of a machine is about equal to the wages of one man for a year, the saving in labor is equal to the pay of from four to ten men, according to the work done. In Newchang it is estimated there are about 100 in use, nearly every tailor's shop being provided with one, and in the last few months of the year 100 being sold to China from a single firm in England, most of them going to some spot near the theater of war.

The best amen to a sermon is the one that comes on Monday.

Fans For Warm Weather



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Tradesman Company

Grand Rapids, Mich.

Intuition Aid to Women in the Business World.

The extent to which intuition may become a force in the business world has not been suspected until women have taken their place there. The fact that such superiority as women have achieved in business has been in places where some form of what are called the intuitive perceptions has been called into use suggests the possibility of a force—maybe a great one—which is applicable to business life and which is practically all in the possession of women. So far she has made no study of either the source of its supply or its application.

What are called intuitive processes already are common in business, especially in reading men and in determining motives. Those men who are adepts in these faculties attribute them usually to practice and the habit of observation, operating by a process of subconscious reasoning.

The definition which the man of science gives to intuition is that it is subconscious reasoning. One fact, however, points to a quality in the feminine brand of intuition which this does not cover. It is possessed in the greatest degree by the woman who is most nearly "good."

The purest and most striking cases of intuition have often been seen in the purely domestic woman often of limited intellect and education whose mental grasp could not possibly take in the steps of reasoning upon what she correctly decides. This points to a moral side of woman's intuition which fixes it as inseparable from her finer conscience and her higher sense of right and wrong.

This is the only kind of intuition which there has been any attempt to harness as a business force. Men blessed with good wives have used it with the same willing spirit and with far more faith in its being practical than that with which they participate in their wives' prayers.

A prominent detective in Chicago, whose wife is of the happily domestic type and the devoted mother of small boys, never decides on a case until he lays all the facts of it before his wife. Where they differ he never hesitates in putting her deduction against his own, with the result, he says, that her intuition is better than his training.

It is a significant fact that when a man does admit depending upon this feminine judgment in his business affairs, it is always with the testimony that she is right. Either she is, or he is to be credited with the angelic trait of never mentioning her part in it if it goes wrong.

As to how women can best apply their intuition to their own business affairs, the suggestion has been made that it is of an evanescent quality, and that the attempt which she makes to apply it to business will result in its disappearance.

A woman fresh in business life after years of domesticity was sent to a crowded station to meet an old woman who was to come in alone and whom she did not know. Crowds poured through the gate in a hurrying mass that made it impossible to

scan everybody, but she eyed everybody with the expectation of seeing the one whom she had pictured with gray hair and with the genteel look of her own mother and who would be obviously looking for somebody.

Suddenly a chipper person hurried through the gate busily talking with her companions and apparently not with the least expectation of being met. She did not have gray hair, and she was not particularly motherly looking or genteel. Her age was proclaimed only by indefinable things.

An instant's look and my friend dropped her inspection of the rest of the inpouring crowd and shot after her. "Are you Mrs. S—?" She was. "I could not possibly analyze my reason for changing my plan and running after her," she said, "except to say that there was something in the bonnet and the little plain black cloth cape which suggested the woman of that age in a small town."

A couple of years later, at a business appointment made near the front door of a crowded store, this same woman depended upon a description for recognizing the young woman she was to meet. She arrived after a slight delay and saw a girl who answered the description in part, as she had pictured it. She did not look to the right or the left, as would be expected, and in a minute after my friend had laid eyes upon her she hurried away. "My first instinct was to run after her," she said, "but I reasoned that it could not be she as she did not look around as if expecting anybody." As the time went on and the person did not appear she had the growing conviction that she had let the girl get away by failing to act upon her impulse to run after her. As it turned out she was right, and the young woman, who was not particularly anxious to give up the information for which she was being called upon, had to be found again by the follow-up system.

Here appears to be some reason for believing that woman will lose her valuable faculty when she mixes in business life and methods. The fact,

however, to which my friend attributed her failure was to the slow action of her perception, which was the result simply of overmuch physical exertion and of weariness. It appears from this that the attempt of woman to harness her intuition as her ally in her business life must be more than merely picking out places where she can apply it. It must be a study of where she is going to get her supply and how it is to be conserved against dissipation.

So far woman's most financially successful positions have been in the field of buying. That as a buyer of woman's things she is more unerring than men are as buyers of men's things there is a good deal of evidence. One remarkable case is in a large store where a wife has the department of a woman's underclothing and her husband has the men's clothing department. The positions are of equal size and importance in the ranking of departments, yet she is worth a salary of \$10,000 to her firm, and he is worth a little less than half that much.

Taste and good guessing are said to be the requisites of a buyer. From generations of close observation of women's dresses she not only has acquired an intuitive taste but a wonderful intuition as to just what the sometimes faulty taste of all sorts of women will induce them to buy.

A higher form of her intuition in a quick estimate and a ready handling of people has led so far to only general positions in clerking and in offices. Her intuition here has been useful only to herself as an individual in helping her to make often as many sales and to be as useful to her employer as her male competitor with a higher salary, in spite of the fact that she is not his equal in strength or business training. The only direct application of this form of her intuition is where a girl, sometimes of the most primitive characteristics, untaught and unformed as to principles, often shows a remarkable faculty in store detective work.

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tion possessed by woman has given her all of what might be called her ethical successes. These are in medicine both as nurse and doctor, in a few cases in law and in teaching and dealing with children. The same form of it has probably led her to an excellence in short story writing which admits of financial success also.

Col. Harvey, of Harper's publishing house, says: "Nine-tenths of the good fiction of the day is written by women. As a short story writer woman practically has the field to herself. The short story might be defined as a human atom requiring special qualities for its perfection. These qualities the cultured woman of the day possesses."

Mr. Harvey also points to the fact that women have an intuitive understanding of the obscurities of Henry James, as a sign of her gifts in this direction. Suggestive upon the same line is the fact that in library work she is said to seize upon the salient points of a book in a way that makes her classification better than that of men.

In choosing any of these avenues for usefulness the whole object is to do such a part of them that her valuable quality will be conserved rather than lost in the surrounding conditions. "Intuition is useful in law," says Miss Mary Bartelme, "but if the trying of a case before the jury is a nervous strain to a woman, then no matter how great her success might be she had better not do it."

"She may be able to go through with it as well as a man and may excel at some points, but if it is at the expense of a nervous strain then the time is not ripe for her to select this branch of the law as her line of work."

Here is the point of the whole plan upon which woman seems to need to follow to preserve her intuitive faculty in its usefulness: To choose work in which it may count, but which avoids the chance for her ever ready exhaust of her nerve force, and, above all, not to let ambition tempt her to any phase of work which requires the physical endurance of men.

Here is a point in which woman has shown a mistaken sense of loyalty to her sex and her employer. To show that she can do something that a man can do and which he does as an every day matter, and which she does at a nervous strain, is not only a reckless waste of her best material, but is the point at which she is going to part with her prized intuitive faculties. And to what end? Simply that men may assert that it was as well done as they could do it. It is a grudging assent at best.

Man by training is an economist when it comes to forces. He counts the cost, and when he proclaims a woman's victory it is with a mental reservation as to the probable cost in the background. This is the best indorsement which he gives of the most flawless performance which proceeds upon a preconceived order. If it is a matter of appreciation of art, he never is convinced of superiority

on her part. He has the weight of prejudice which makes him believe that outside of religion and children—leaving out the cooking included by the German Emperor, for the statistician will tell you that women do not equal men as cooks—man can do everything in the world better than women can do it. Aside from this he honestly has a different standard in the face of which the feminine accomplishment outside of the feminine personality has no superiority for him.

"There is no sex in mentality," claims the purist. But there is a combination of its qualities which meets the feminine ideal and another the masculine. When the balance goes a certain way each sex recognizes that which is akin to its own ideal. In the work of the best of her sex alone woman recognizes that which her soul would utter. In his own alone man recognizes the perfection of that to which he responds.

So any effort to prove her superiority or equality is a futile waste of strength and time. "You can't make the men do things," said a woman who had been happy with two husbands. No more can you make the men think things.

Here, then, is woman's first step toward conserving her best qualities: To find her best field and to be satisfied with a little less money and effort after glory and to save strength which will result in a better quality of work after awhile. Another point in considering her intuitive qualities is the source of her supply.

"Woman's intuition," says one student of woman's work, "is the accumulation of her insight of motherhood. It is a faculty which comes from her care for her children in both body and soul. She knows what her baby suffers, she knows what her

child thinks, she knows what the sufferer, old or young, needs. The recognition of right and wrong, which often enters into her intuition, is grown in the same way from the necessity of quick conclusions as to what is right or wrong for her offspring—most often with no time for reasoning out steps.

"The woman who possesses, rather than learns by motherhood, the angel quality which enables her to efface herself and live in little children can foster and help save for herself and her sex their intuitive gift, and also find her greatest usefulness in the things that have to do with children."

Schools and kindergartens are not all. "In the libraries for juveniles which are attached to the libraries of most cities," says Miss Ahren of the Library Bureau, "women are found at their best in helping to get at the wants and tastes of the children. They understand them and have an intuitive grasp of what they want while a man in this position displays only the protective faculty. In getting next to the children he is practically useless."

As nurses and doctors women again have the chance to develop this higher quality of intuition.

"In the doctor's field especially," says one of the most successful of the women practitioners, "woman does best to avoid the strain of the surgical side of her profession, which calls for the exactness and nerve necessary in operation, and stay as closely by that part of her profession in which her patience of observation and her insight into suffering help her in both her diagnosis and treatment. There is nobody who will say that this part of her profession is less valuable." Grace Clark.



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DAN DAY.

A Story With a Moral Twenty Years Old.

Written for the Tradesman.

It is an old story with a moral, both a trifle musty, and yet because the main points are of comparatively recent date with a suggestion well worth heeding it is well enough to put it down.

It begins back in New England where that terrible, northeast wind comes in from the sea, bringing death with its sleet and relentless cold. It found its victim in a sturdy school boy laughing at the driving storm and wading knee-deep through the drifted snow. It buffeted the red cheeks. It penetrated the thin, worn clothing. In spite of their vigorous activity it wet—sopping-wet—the stout legs and poorly-clad feet until, when home was reached, the harm was done and the mother of Dan Day was fearful of what the future had in store for her promising boy. For two years it was a question of life and death and then the doctor simply said a longer stay in that climate had but one result and the only hope was to get out of it as soon as possible. So Colorado, the sanitarium of the nation, whose doors are always at least ajar, let the invalid in and for the first time in two good years good wholesome life-giving air surprised Dan Day's discouraged lungs.

It was a tremendous change, however, from the rocky New England farm to the beautiful streets of Denver, for the hollow-eyed 17-year-old; but the merciful climate understood its business and went promptly to work. It fairly muffled him with sunshine the instant he came within its reach. Miles away from the foothills of the Rockies it barred back the damp, even the dews finding the intervening plains forbidden territory. No fogs there ever pitch their white tents and the clouds, wind-beaten against the mountain peaks, are not allowed to linger on their marche across those wide-reaching tablelands.

At first the boy was contented with simply breathing. There was a constant "Come on out" in the air which he could not resist and for weeks he was living in the sunshine. The idea of walking was no longer fatiguing and he loitered along the streets and then to the park, and finally one day while he swung in his hammock and read the morning paper, as he stretched and yawned, his eye caught this among the list of "Wants:—"

"A young man about 17 years old for light store work; must be intelligent, good character and of good family. Wilber Bros."

"Nothing there I'm not up to. I'm all right in regard to age and I guess my strain of Mayflower blood will tide me over the other requirements. Wonder 'f I'd better? I'm over my coughing. It doesn't tire me to walk; I can see I'm growing stronger every day; and I believe I'll try. If I get the place and don't like it or if it's too much for me, I can give it up. Here's for it," and a dark-haired, fairly well-built boy with a good chin got out of the hammock and went down town.

He found himself preceded by all sorts and conditions of 17-year-olds and was patiently keeping his place and waiting his turn when a late-comer, big and determined, walked deliberately down the line and just as deliberately was about to step in front of our friend from the New England apple orchards. No words were spoken, a sudden arm came vigorously into play and determination and deliberation with the impudence which had joined forces with the two were finding their way to the rear of the line where they belonged when the voice of authority ordered the fellow to leave the office.

The incident had a double result. It made the senior Wilber brother look over sharply the defender of his rights while that same defender was considering himself with wonder and astonishment that the scuffle didn't leave him breathless or with an extensive coughing fit to go through with. He was dwelling upon this when he found himself at the head of the line and facing the man in the chair.

"What was the trouble back there in the line?"

"Oh, nothing much. The fellow wanted to be ambitious at my expense and I didn't care to meet it. I saw your advertisement in the morning's "News" and came to apply. I am satisfied that I have the qualifications called for and would like to get the place. The advertisement calls for light store work, and it will have to be light for awhile at least. I'm from the East. The climate was too much for me. Is the place taken?"

"No; come to-morrow at ten. Good morning."

The clocks were striking ten when Dan Day knocked at the Wilber Brothers office door. There was an exchange of good mornings.

"I suppose you have recommendations?"

"No, sir. I'd like to take the place to see whether I'm equal to it and if I'm not, you won't want me and I don't want the place."

"What wages are you expecting?"

"Why, if it's the same to you, I want to find out if I can do anything. It will take me a fortnight to do that and I don't want you to pay me anything until then. If I find I can, that will be pay enough."

"You say you're from the East; what part?"

"Massachusetts."

"Folks came over in the Mayflower, I suppose?"

"Yes."

"Descendant of Winthrop?"

"No, sir; Brewster."

"Stood first in your class?"

"Second."

"Large class?"

"Two."

"Intelligent?"

"My face is my fortune."

Wilber, Sr., led the way in the laugh that followed and Dan Day was sent to the general manager.

To say that Denver never saw such a boy as Dan Day turned out to be would be as foolish as it is untrue. The city has any number of boys in every way his equal. He went to work

because he wanted the money he hoped he could earn and because he was tired of doing nothing. This United States of ours has an atmosphere that discourages the lazy and it makes little difference whether the workman is the son of a multimillionaire or of a washerwoman, he has to work for his living if he expects to be looked upon with favor by respectable people. So as his strength came back the national characteristic showed itself and the boy was soon paying his way and winning favor from all he came in contact with.

This was nothing to occasion surprise on the part of those in immediate charge of him for his constant desire to make himself useful did not wear out as it too often does with the condition which has given rise to the "new broom" proverb. This and his unvarying good humor made friends of the whole house and unquestionably had a great deal to do with the marked favor he received from the man who sent him to the general manager. There it was soon seen and remarked upon that the "Day kid" had got on the soft side of "Brother John," a state of affairs for a long time hardly known to either of the two. Whether the same birthplace had influence or whether meeting the requirements so unconditionally and so promptly, or whether the contact of Yankee spirits brought about the pleasant relationship between the boy and the man it would be difficult to say; but true it is the two—the boy and the man—were strongly drawn together and the unusual feature about it was that Brother John, somewhat distinguished for the frigidity of the atmosphere in his immediate neighborhood, seemed to forget all about it the moment he came into the vicinity of Dan Day.

Of course this occasioned comment. There was no doubt but the kid had his slice of bread well buttered. What is the "tie that binds," anyway? Has Brother John had his "affair" anyway and "is he kissing the kid for his mother?" Good thing for the kid, all right. Buggy rides and dinners on Sundays and tickets for everything worth going to. Wonder whom he will have his first jump over?

There was none of that, however. Business was business with both and if sometimes they came to the office together—and they did—or if they left the store together—which was just as often—the door was where the familiarity began or ended as they were going out or coming in. They neither saw nor knew each other when either was on duty. There was no jumping over anybody and the boy seemed to understand that if there was any promotion to be made length and excellency of service was the only way, and Brother John never interfered in the rule that held sway from the lowest position to the highest. Once when a man two grades ahead of "the kid" was suddenly compelled to leave, there was at once a guess that "Dan would get there all right." He didn't, though. The move was made along the line and Day went up a notch with the rest.

As time went by, however, the

man's fondness for the boy increased and one day when the brothers were alone, without any beating about the bush, the question came, "What are you going to do with Day, John?" followed by as prompt an answer, "Give him the chance he shows himself fit for. I guess it's all a fancy, Jim, but from that first day I saw him in the line of applicants he has made me think of Charlie. He has just that eye and that same way of saying things; and after I came to know him it seemed to me that I'd better do for him as you know both of us were going to do for Charlie. He is just about the same age. He has good blood in his veins with that same way of always being ready to help the other fellow and wanting to help the other fellow. That's what gets me every time. Of course it's looking a great ways ahead, and eighteen years old is a mighty ticklish time to build on; but if things continue to go on as they are now I'm going to play big brother with him and see him through with whatever he goes in for."

"Your strongest point as I look at it is keeping quiet until you see a little more how he's coming out."

"Yes, and then, too, I never had any use for wrecks. If Dan gets to his voting day, an honest, clean, first-class fellow, I'm ready for him; if he doesn't, I'm ready for him, by jingo! That's all there is to it, and I'm going to keep myself ready for every emergency."

He did intend to; but man though he was, with the ideal Charlie to influence him, he forgot that ideals are not found in flesh and blood, that they are not intended to be incarnate and that it is not fair nor just to measure humanity by perfection. Without intending it he passed from fraternal regard to the paternal and loved the boy as if he were in truth his son; and the boy, well, he was just Dan Day, with good blood in his veins and too much Puritan training and he got to doing things not in accordance with the teachings of the "Shorter Catechism" and, to make a long story short, he had to walk into the front office one morning and give an account of himself.

"I am told on good authority, sir, that you were taken home last night from Carter's drunk. Were you?"

"Er—er."

"Were you?"

"I—er—"

"The question is direct and calls for a direct answer. Were you taken home from Carter's saloon last night drunk? Yes or no. Were you?"

Dan Day looked into the stern face before him for a little of the leniency he knew ought to be there and finding not the slightest trace of it said nothing. Had there been a looker-on the scene would have suggested the idea of round head versus round head, both armed with the Petition of Right and both ready for the battle of Naseby. Both had the same firm-set jaw that came over in the Mayflower. The eyes of both that moment looked as their ancestors did at the battle of Marston Moor and Cromwell himself could have found no fault with either



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

Amount of Purchases Required

If living within 50 miles	purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50,	purchases made from any of the following firms aggregate	150 00
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you are through buying in each place.

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

as he looked straight into the eyes before him.

"You don't answer."

"The question is not a proper one."

"Do you presume to—"

"No, nor do I intend to have you presume—"

"Stop! We'll end this right here. Take this at once to the cashier."

The man turned to his desk as he spoke, signed his name to an order and the young fellow was taking it as James Wilber came in. A glance told him the whole story.

"Let me have the paper, Dan. I'll give it to him later, John, if it seems best. Better come to the house this evening when you both have had a chance to think it over. You had better go right out, Dan, there's somebody waiting for you.—Tisn't worth it, John," he went on after the boy had left. "Without intending it, you are expecting too much and asking too much. After you said what you did the other day I have been having the boy in my eye and he has not been doing anything outrageous."

"Came home drunk last night, that's all."

"Grenold told you that and he stretched the truth. He coaxed Dan into Carter's to get him drunk and Dan, who thought he could stand more, took two glasses of beer and finding it was more than he could carry insisted on going home. Grenold went home with him and I guess came straight from there to you. He's been after Dan ever since he's been on the inside track and now he thinks he has him. I'd give that fellow his walking ticket for just two cents! What led up to this?" glancing at the order.

"I asked him if he was drunk last night and when I insisted on an answer he said the question was an improper one."

"M—well, under the circumstances, we can easily see that it was. That's a pretty tough question to ask a boy of Dan's make-up and if you don't mind my saying so, I wouldn't have been surprised, if you and he had changed places, if you had told him to mind his own confounded business. 'T would have been just like you, now wouldn't it? Say, wouldn't it?"

"Yes, I don't know but—"

"Well, then, let's do this: I'll call Dan in, you beg his pardon and let's make Grenold walk the plank. I'm sorry Dan had to be helped home but—wasn't it some twenty years ago that another fellow had to be helped home for the same reason? We're all alike, John, and in dealing with Dan you want to remember that 'blessed are the merciful, for they shall obtain mercy.'"

R. M. Streeter.

An Ultimatum.

"See here," said the boy to the boss. "Things have got to be different, or you'll have to quit. I find that the long hours and exacting service in your establishment conflict considerably with my other interests. Summer is coming. With the closing of the Debating Society I shall have to get in training for the regular baseball season and—well, the boss quit."

DISHONESTY IN BUSINESS.

Pessimistic Outlook Upon Conditions As They Exist.

Only the other day a business man who is a former preacher, and a still enthusiastic member of the church, declared to me that the world in its business relations had to be considered wholly in the light of the times; that for the man in business to attempt anything else would be to run headlong into a stone wall.

"In my own case, look what I am compelled to do," he said. "I live in Western Iowa, and am in business there. I am in competition with men who have never had the least sense of scrupulousness. I discovered a good while ago that the man who by all odds was my closest and most dangerous competitor was getting a rebate upon all goods shipped to him over a certain railroad. That rebate was sufficient to give him an advantage over me that the closest business economy on my side without rebate could not minimize. What did I do? I knew that I could not prove the rebate in court, and I felt that a fight on it would accomplish nothing. So I am getting the same rebate myself, not because I want to violate a law, but because I am compelled to do so in order to make a living."

Dr. George Haven Putnam in a lecture on commercial morality in New York a few months ago suggested quite as much as this in a paragraph:

"We have probably all of us in our early writing exercises made frequent copies of the phrase, 'Honesty is the best policy.' This is, of course, a sound general truth, but if a too narrow application be attempted, it is likely to prove misleading. In the end honesty undoubtedly constitutes a profitable foundation, and the only profitable foundation for trade. We must remember, however, that the mills of the gods grind slowly, sometimes. The end—the logical result—of dishonest actions may not take shape until some future time when it

can not be even directly connected with the first pernicious action. We may as well admit frankly that, for the lifetime of any one man, dishonesty frequently pays."

As one of the institutions pointing the way to trickery in modern business Dr. Putnam names the incorporated concern which has in its makeup a half dozen or more men of business, or one man of business, with several of his clerks and employes as figureheads in the organization, or perhaps a single man of business with only members of his family in the grouping necessary for incorporation.

"They are ready to fight against the rightful claims of their competitors. They are ready to employ trickery to get around and evade legal obligations. It would seem as if the act of incorporation had been decided upon in the case in order that the individual merchant might be free from the responsibility of his conscience."

And yet the corporation has no life and no privilege that are not granted to it by the state! The state is creating this lawless ogre which may sap the strength of the state itself unless its lawlessness be checked and it be brought under the statutes of the state that has granted it the right to exist!

"What kind of business are you going into?" in this manner becomes a question of vital importance in the life of the young man who is halting between two or more opinions. Some of these young men have had training in the old copybook morality at second hand. It is seriously to be questioned of the parent, sticking to this old idea, whether he is not disarming his son before turning him loose an untried private in the battle of life. As Dr. Putnam says: "We may admit that, for the lifetime of any one man, dishonesty frequently pays." In a money measure it frequently pays large dividends to the purse, and socially it may distribute wide favors to the dishonest transgressor of the code of honor. So fre-

A Whole Day for Business Men in New York

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

Michigan Central "Wolverine"

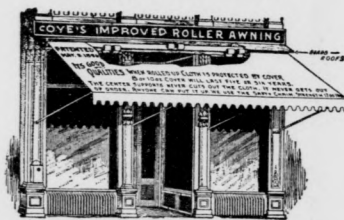
Leaves Grand Rapids 11:10 A. M., daily; Detroit 3:40 P. M., arrives New York 8:00 A. M.

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.

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

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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

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Resources Exceed 2½ Million Dollars

YOU CAN'T FOOL A BEE



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

Karo CORN SYRUP

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

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

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

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

CORN PRODUCTS CO., New York and Chicago.

quently it is a situation that the operator has everything to gain and nothing to lose that, socially and financially, society and the state have put a premium upon a strenuous trial. Are you ready to accept the terms?

There is no questioning the position of the Iowa business man who was doing business in competition with the man who had the railroad rebate. It was a rebate for the preacher-business man or the failure of his establishment in favor, perhaps, of a far less principled man. Thus one of the greatest questions to be put to himself by the young man of business is, What kind of men am I to fight in the business world? The answer will mean more to him in the adoption of his code and in the success of his own business than will any one thing upon which he will depend in the business world.

As was shown the other day, a certain firm supplying cork for life preservers was putting iron into the blocks of cork in order to stretch the weights of the belts to the required specifications of the law. Not only is this an unmistakable evidence that the honest man can not hope to compete with such methods, but it is a far greater suggestion of just how far a dishonest business house may be tempted to go in criminality. Some of the most vital of drugs and anti-toxins have been adulterated and counterfeited until the term "criminal" seems hardly enough to describe the action of these inhuman monsters. And all of this has been done to the detriment of other men in the same

business who are trying to conduct their business affairs on a reputable basis. Will the young man with a business future before him have an eye to the situation as it is, and not an eye trained to the old copy book philosophy of his grandfather?

Virtue itself is comparative. Certainly if an honest patron of a business house had to choose between one proprietor who had been a horse thief and another proprietor who had not been worse than "a little tricky," he would favor the small trickster as against the other. If the world of business and the world of public sentiment has laid down the law of the survival of the fittest according to a business code that is deserting "the square deal" one reads about, manifestly the man who is conducting his business just as squarely as conditions will allow should have all the praise and support that should be the due of the martyr. Sometimes to perish for a good cause may be immeasurably foolish in any man.

When I was a boy in grammar school I was taught that the word "honest" was an adjective that was not possible of comparison. Nowadays not only the commercial world, but the usages of everyday good English allow the phrases "more honest" and "most honest." Undoubtedly they have their missions in the commercial world. In fact, the expression "He's a pretty honest sort of fellow" has come into the vernacular all along the business line, and not even the fellow himself would likely think to take exception to the compliment.

This is not an attempt at a new philosophy. It is not a pessimistic outlook upon conditions upon which so many reformers have wasted breath and upon which they are still wasting it. To paraphrase an old and catchy title of an extremely absurd booklet, it is "Business as she is biz-zed." Dr. George Haven Putnam has deplored the condition, but has acknowledged it in all frankness as something the young adventurer into business needs to take into account. It is as old as the commercial world that business relations with one's best friend are impossible. On the other hand, the question for the young business man seems to be, How far must I go in earning the enmity and contumely of men in order to succeed in business?

John A. Howland.

Spasms of Truth.

It is a popular tendency to-day to consider frankness a great virtue. Novels and newspapers are full of characters who lead mean lives, who do others injury, and then when they are tired of their low conduct or have at last been found out, they announce with a great burst of boastfulness that they are sinners. They admit their evil-doings, just as if such emblazoned confession would atone for their wrong.

Frankness is a commercial requirement, not a virtue. Confession is indeed good for the soul, but uprightness is far better. A man may kill his brother—the confession of the murderer isn't going to bring

back the lost life. And an official may rob the public for a dozen years—no newspaper interview, however frank it may be, will pay back the stolen gold from the public coffers.

Frankness in business statements is to be commended. We need more of this quality. But don't let us be fooled by the size of type used in the heading. No frankness of past sins can take the place of the upright action that needs no confession. Frank lives should be honored more than frank confessions.

Gasses Penetrate Hot Glass.

With liquid air performing feats and doing jobs for the scientific and industrial worlds, gaseous glass is perhaps not amazing. Glass, the renowned experimentalist, M. Berthelot, has proved permeable to gases at high temperature. At temperatures below its melting point glass has been assumed impenetrable by oxygen, nitrogen and carbon monoxide and dioxide, but between 550 and 800 C. glass tubing has shown itself permeable. This passage of gases through slightly softened glass is compared to the gaseous exchanges taking place at the ordinary temperatures through the walls of India rubber tubing and the importance is emphasized of this property of glass hitherto unsuspected in many chemical and physical investigations at high temperature.

Adam had the earth at one time; let his experience be a general warning.

A Case With A Conscience

COMING now to the all-plate situation, we have a story full of interesting practicalities. Divested of all technicalities, here are the reasons why our

No. 55, Crystal

made under the Murray patents, is the case you want:

RIGIDITY: steel uprights inside of each front corner take care of any tendency toward perpendicular wobbling. All side play is avoided by the locking of front and end glass to back by patent clasps.

NO HOLES, notches or incisions of any nature in the glass, nor a particle of cement or putty.

SHIPPED K. D. and easily set up by any handy man.

NOTE our handsome combination wood and marble base. You can have regular all-marble if you prefer, but it isn't as good.

NOTE ESPECIALLY the fact that this case is not an experiment, having been in practical use for three years.

DIMENSIONS: 24 inches wide (same inside measure as 26 inch wood frame), 42 inches high. Comes in all lengths from 4 to 10 feet.

Now it's up to you and we're glad to talk if you're interested.

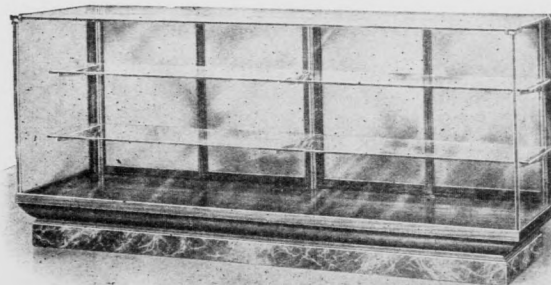
Grand Rapids Fixtures Co.

So. Ionia and Bartlett Sts.

Grand Rapids, Michigan

NEW YORK,
724 Broadway

BOSTON,
125 Summer St.





No Need of Girl Reforming This Clerk.

Written for the Tradesman.

Big Rapids, June 15—I don't suppose anything will come of it for I have never yet seen a needle that was found in a haystack, but, as accidents do happen, there is a chance that Dick Dolvey may turn up in Denver, and if he does I do wish you would be kind enough to have an eye out for him and let him feel that somebody has an interest in him. The Dolveys are among our best Big Rapids people. The boy was born and brought up here. His mother was one of your old flames, Josie Windsor, who has given him a fair share of the beauty you boys used to rave over, and Dick is all right except a leaning—just a bit too strong—towards the wine when it is red. That wouldn't be a matter that concerns us much here nor there if Edna had not got to liking him and like too many girls has come to believe that she can reform him. You are not to understand that Dick can't keep sober; but he had got into a rather wild set who have their own ideas of what they call "a high old time," and with the Windsor blood in his veins it is too much for him. Josie, that's Mrs. Dolvey, you know, put her foot down and Dick's in Denver or will be in the course of time.

The point with me is that Edna, the brightest and sweetest girl in both peninsulas, sha'n't undertake the reforming business. If Dick can and will brace up and show himself equal to the emergency, well and good. It will depend entirely upon himself; if not, then, as Hal says, his name is Mud and Miss Edna is going to give up the idea—if she has it—of changing her name to Dolvey.

Everything is lovely outdoors and in. Jerry and Hal both send regards and Edna doesn't because she's going to write them herself.

Don't fancy for a moment that Edna is pining away. She isn't and I'm taking this in hand time enough so that there won't be any. We all hope that Dick will come out all right. My own idea is that he's coming out there for a good time and when he gets enough of it he'll come home and find everybody here ready to fall on his neck and kiss him and put a ring on his hand and shoes on his feet and have the fatted calf good and ready. My notion is that if there is a fatted calf in this deal he's going to be it, and it won't be a golden one and there isn't going to be any falling down before it and worshipping it so far as Edna Woodbury is concerned.

Your sister,
May.

John Maynard, on looking the mail over, saw the Big Rapids stamp on the letter and left it until the last. Then settling down to read what his favorite sister had to say he let his mind go back to the old home back there in Michigan and wondered if the old places that knew him once would know him now and whether he would know them. Things change in ten years even in the old slowly moving places, and it was then fifteen years since he left the old peninsula.

By this time he had got in his letter as far as Edna, "the brightest and sweetest girl in both peninsulas," and that's saying a great deal as everybody knows who has been there, and when he got the drift of the let-

ter and that that bright-eyed, red-cheeked girl was trying to be a reformer, he rather concluded that he was a little interested and if that Dick had any hopes of playing any game he might possibly run against a snag. Dolvey—Dolvey, Dick Dolvey. Where had he heard the name? Why! He struck his bell and a minute later the book-keeper came in.

"It seems to me that in looking over the last payroll I saw the name Dolvey there, did I?"

"I guess you did. R. Dolvey. He's a new man that Bradford took in the other day. Seems to be all right. Boys seem to like him."

"Where's he working?"

"In the haberdashery department. Why? Anything wrong?"

"No. In a letter from the East his name was mentioned and I was wondering if we had 'im. That's all."

But sometime during the morning the head of the house of "Maynard & Gray," sauntering about the store, took a turn around among the furnishing goods. He found everything all right and he found himself especially interested in a tall, rather slenderly built young man with brown hair and complexion to match, who just then was doing some good work with a rube from the hayseed district.

There was the best chance in the world for a little fun, but if he saw it the man Dolvey wouldn't take it.

"I hev to hev a eighteen collar 't live. This's a sixteen I got on an', by grabs! the dum thing is up under one ear or 't other the hull darn time. See that! Gi' me an eighteen."

The proprietor would have laughed if he hadn't been busy with Dolvey. There was a look in his face he was rejoiced to see. He actually looked as if he shared in the old man's annoyance and wanted to remove it. He put his hand up to see what the real difficulty was and finding it said: "The trouble isn't in the collar; it's in the neckband. They're both too big and the band is too large for the collar. Is this shirt a new one?"

"Naw; had it sence Adam was a baby!"

"Then I'll tell you what you'd better do; let me sell you a shirt that'll fit—they're only 50 cents—and you'll go home feeling like a new man. I'll tell you what I'll do: I'll sell you a couple of shirts for 50 cents that'll fit you and then you'll find there will be no trouble."

"A couple of 50-cent shirts for 50 cents?"

"That's what I said."

"Why?"

"Well, in the first place, after you get what you want I'm sure of your custom. That's business. If I fit you you'll bring in your neighbor and I'll fit him. That's advertising; and I've found out that you farmers, when you get a good thing and it's what you want, insist on having it."

"What else?"—Dolvey flushed a little—"What else?"

"Well, with your beard cut as I wish it was and with clothes that fit

you you'd look enough like my father to be taken for him."

"What's yer name?"

"Dolvey."

"Where'd ye come from?"

"Michigan."

"Well, Dolvey, dew up a half a dozen o' them shirts and as many collars to match and ye don't hev to throw in a shirt. I live 'bout fifteen miles northeast o' here 'n' I don't b'lieve ye c'n dew any better'n to come aout 'n' see me Sunday. I'm Jed Watkins, of Gibson's Corners."

The proprietor did not wait for further details. "I don't know much about Dolvey," he thought as he found his way to the office, but there are several features about him that I like and I guess for Edna's sake I'll see if I can't do something in the reforming line.—Tell Mr. Bradford I want him," he said to the office boy as he passed in.

"Do you know anything about this man Dolvey?" he asked when the General Manager came in.

"Only in a general way. He hasn't been here long enough to show up much. Seems level-headed enough and, so far as I can judge, he's going to make a good man for us. Why?"

"M—well, I happened to be around by his counter and I'd got ready to see some fun I thought he was going to have with a hay-seeder and I'll be hanged if he didn't hook right on to the old duffer and make a regular customer not only of him but the whole neighborhood, wherever that is. The old man went away thinking that he'd come across his boy or one that ought to have been his; and, to tell the truth, I couldn't help wishing that I was the old man. I guess you'd better keep your eye on him. I shouldn't wonder if he turns out a fellow to cling to. The plague about too many of these chaps who come to Denver is they're lungers physically or morally, and too many of 'em with either trouble don't get here quick enough to cure 'em. For certain reasons I'd like to find out what sort of chap this man Dolvey is, and if you don't mind I'd like to have you help me."

"All right, I will."

Six weeks afterward John Maynard was making the most of a good cigar on his front piazza on Gaylord street when Bradford came sauntering up the street and seeing the proprietor turned in.

"Well," remarked the manager, "I've coralled my man and I think I got him down to about where he lives. He's from Michigan. That's in his favor—I'm from Michigan myself. Folks wanted him to go to school and take in the State University and he, thinking that too much for him and not liking books, could see but one way out of it. Folks all orthodox, shocked at a cigar and a glass of beer; so what does Dolvey do but conclude to be fast. It's easy for a fellow of his make to 'get in with the boys' and I am satisfied that when he gets in he knows what to do. So he 'got in' and I've an idea that he got in over shoe. Judging him by the rest of the fellows, Barney for example, I guess the cli-

mate out here is going to do the business for him."

"How is he in other ways?"

"All right. He's clean and that's saying a good deal for a young fellow in Denver; he doesn't gamble and plays billiards just enough to say that he plays. MacDonald tried to get him into the Mining Exchange, but it wouldn't work. He isn't following up the races and my opinion about the boy, Mr. Maynard, is that he's got too much good sense to spoil himself with drink, and I believe with a little judicious handling he's going to drop that and turn out the sort of man we want."

"Well, I've been looking him over and I tell you what you do: Take him one side; give him to understand that there's a place ahead which he can fit into if he will, provided he can let liquor alone. If the stuff is in him he'll make it and if it isn't we'll find out and get rid of him. I think he'll do it. I believe that the boy, who made an up-to-date man out of old Griscom just because he saw it in him and wanted to bring it out, isn't a bad fellow to have around the office. That hit me and it hit me hard. Then, too—but you go ahead and let's see what will come of showing him the Land of Promise and a way to get into it. It's a good deal better to help a fellow up instead of kicking him down any day in the week; and we'll see what can be done with Dolvey."

So the weeks went by, the house prospered and all hands were more than busy, Dolvey with the rest. There was no restraint anywhere and, what was best of all for the boy, no sign of it. He went out and became in, sometimes a little too near "the dawn of the sweet smiling morn" to meet the commendation of the Michigan standard of early to bed and early to rise, but he didn't, be it said to his credit, find it difficult to get home, or necessary to take an occasional lean against the corner lamp posts. Bradford had his danger-signals out, but not until summer had broken camp and autumn had pitched her gorgeous tent under the changing leaves was there occasion for uneasiness. As the plans for the Mountain and Plain developed, however, things looked a trifle lurid and when Bradford found the sky what he called squally he dropped in at the Maynard mansion to report.

"I've an idea, Mr. Maynard, that during the Carnival Dolvey better be out of town. The fellows he goes with are fixing up a corker of a programme, the city is going to be one general hurrah and I believe the boy better be gotten off out of the way. It is the old condition of foreseeing the evil and hiding and—"

"The simple pass on and are punished" is the rest of it, if my memory is worth a straw. Now, then, it seems to me that this is a good way to find out if Dolvey is the kind to 'pass on.' For my part I've had enough of this watching business and now we'll let this Carnival wind it up. Give him full swing. He knows how we all feel about him and now if he wants to play the kicking cow and



Satisfy your customers

by handling their business in such a way that they prefer to trade at your store instead of your competitor's.

A customer who always pays cash gave this reason for preferring to trade with a merchant who uses a National Cash Register:

"I trade with Mr. Hardy because he never makes mistakes in handling my cash purchases. A National Cash Register shows me the amount I have paid for the article.

"If I hand a clerk a dollar to pay for a 25-cent purchase, he goes to the cash register to make change. A bell rings and an indicator shows me that my purchase was 25 cents. Mr. Hardy and all his clerks handle cash sales by the same method. I am never overcharged. It is a pleasure to trade with a merchant who uses such a complete system."

A NATIONAL CASH REGISTER

protects proprietor, customer and clerk. Furnishes a complete record of the day's business, shows each sale and total of all sales.

SOLD ON EASY MONTHLY PAYMENTS

which enable you to pay for the register out of the money it saves.

Cut off here and mail to us today

NATIONAL CASH REGISTER COMPANY, DAYTON, OHIO

I own a _____
of a register is best suited for my business.
This does not obligate me to buy.

Please explain to me what kind

Name
Address
No. Clerks

drive his foot through the milk pail, let him, it's all the same to me."

So "the loveliest city of the Plains" was given over to King Rex and for days he held high carnival in the crowded streets. There were times when New Orleans looked on with doubt and Venice, the home city of the festival, became outspoken against the "carryings-on." To the participants the joy was unconfined, and when it was over "and gone were all the guests," Denver drew her drabbed skirts about her and wondered if it paid. The license had been a little too free. Things were done that she wished undone and many a head, young and old, when the fun-loving king had gone were forced to admit that "the thing didn't pay." The money side of the account stood in big fat figures, but tainted money "smells" and the health-giving air of Colorado was freighted with something worse than sulphuretted hydrogen, traces of which lingered long after frost-killing time.

John Maynard had a stiff whiff of it the first morning after the King had gone. The office door opened and in came Dick Dolvey.

"I've come to ask you to pay me off. I want to go home. Denver is too much for me. The altitude is too high. Everything inside of me is affected and the thing for me to do is to get out."

The proprietor looked up from the letter he was reading, looked the young man all over, deliberately filled the asked-for blank and then removing his eyeglasses said with a sneer-burdened smile as he pushed the money-order towards the young fellow, "You'll find the amount larger by a hundred dollars than what is due you. I made a bet with Gray that you couldn't come out of the Carnival all right, and money 'tainted' as that is I don't want anything to do with. You're the best man I know of to spend it and you're welcome to it. It'll give Gray something to chuckle over for the next ten years, but I don't care. I had an idea that what you wanted was a chance, and for the sake of old Michigan I put up the \$100. Yes, young fellow, when I saw that your lungs were all right I shaped it that you'd got a little 'off' and the folks were a little scared and I concluded that if that Michigan backbone of yours could have a chance to stiffen—I'm from Michigan, you know—that's all you wanted. Bradford kept sticking in his oar and I finally made up my mind that you were the straight out and out Michigander in dead earnest; and there's my present of \$100. I put you down as a \$10,000 man and got stuck. It might have been worse, a mighty sight worse, so, as I say, I don't care. If you'd got the place we'd fixed up for you we would have been into it.

"I feel a little sorry for you one way: Leaving home as you did, it's going to be a little tough to face the music. Of course there is a girl in it somewhere. She's all right and will be ready to take up the job of reforming you where she left off. The old folks will be glad to see you

and the old crowd will give you a smoker, you'll chuck back into the old ruts and the old happy-go-easy life will go on and everybody'll say, 'Wasn't quite equal to it! Good-hearted fellow as ever lived but—say, if I was Dick Dolvey, before I'd come home and look my girl and her folks in the face and admit that whisky was too much for me I'd play Judas and hang myself. I would, for a fact! There's your order and here comes Gray. Now for it!'

It wasn't Gray, however, and Dick Dolvey, with a face white as it will be one day in his coffin, put the order back on the desk and after a good deal of throat-clearing said, "Mr. Maynard, take this back and keep me. I don't want to go. I did come from home because I got off; but I've been straight except this once since I've been in Denver. I had no business to get into that crowd, but I did; I don't deny it and I did as they did; but for all that let me stay. Let me show you that the Michigan backbone is all right, that I'm all right and when I do go home I want to bring back the best girl there is in the two peninsulas. It's a matter of life and death with me, Mr. Maynard, and let it be life. By all that's great and good I promise you that not a drop again passes my lips. I want to be equal to it—I am equal to it. Give me the chance to show you that I'm equal to it. Won't you, Mr. Maynard?"

There was, there could be, but one answer to that appeal and John Maynard gave it. He tore up the order while Dolvey was saying "Thank you," and after the young fellow had closed the door behind him the senior partner of the house of Maynard & Gray wrote the following letter:

Denver, Colo.

Dear May—Dick Dolvey is all right. Edna will have no reforming to do. Send her out here for the holidays and come yourself. Tell Jerry and Hal the latch-string is out for them always. Regards.

John Maynard.

It is a great temptation to tell how they came, and how without the young folks knowing anything about it they met at dinner, but this I must say: The last time I dined with the Dolveys and we were lingering over the walnuts Mrs. Dick Dolvey remarked with a great deal of emphasis that there is no use in a young girl's believing that she can reform a man by marrying him. He must reform himself if it's got to be done. "Isn't that so, Dick?"

And Dick said it was!

Richard Malcolm Strong.

Pungent Admonition for the Lace Clerk to Follow.

Written for the Tradesman.

Easy to sell laces? The casual observer would say Yes at once. And so it is to many customers. But—"there are others." And right there's the rub. It's those "others" that give the lace counter all the trouble it has.

The best a clerk can do in this particular store division—and in any other, so far as that is concerned—is:

First, to know her stock from A to Z; know it so thoroughly well she could go to a box in the dark and

be certain of what particular sort of stuff she would find in it.

Next, she must know her regular patrons as intimately as she does her stock. By this I do not mean she must know them from the social point of view, but I mean that a lace clerk must be familiar with the disposition—the good traits and the foibles—of those she serves, or she can not expect to establish an especially fine record for herself as a salesgirl.

This applies to the people with whom she is acquainted. But others, who are strangers to her—these she must be able to make an estimate of, as to peculiarities, the moment she sets eyes on 'em. She must be governed by the expressions that play on their features; by small tricks of



Twelve Thousand of These Cutters Sold by Us in 1904

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

COMPUTING CHEESE CUTTER CO.,

621-23-25 N. Main. St.

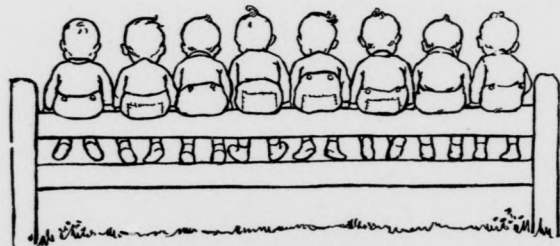
ANDERSON, IND.

YEAST FOAM

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

PERFECT BREAD

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

manner which will show her the caliber of their minds. There are a number of books treating on this subject open to the reading public and she could easily command the contents of one or several. Of course, this would take some time; but the study would be profitable all the rest of her life, in other circumstances as well.

And not only must the ambitious clerk keep the minutia of her stock in her head but the more information she gleans about the manufacture of laces, and little bits in regard to the cities where they are produced and the people who perform the work, the better able is she to pilot a sale to a successful close, as a customer whose wandering attention is focused on one object, and who is interested in spite of herself, is going to be comparatively easy to handle.

And, too, goods sold under these conditions are more than apt to be "repeaters." They exert an influence on the transients to trade in future at "the store where that nice clerk knew so many facts about the laces I bought."

The clerk who is looking out for ways to make more money for her employer will "keep her stock up" in two ways: She will take excellent care of the goods with which she is entrusted, and she will not allow her department to run down through carelessness in replenishing broken lines. If she is in close touch with the buyer, or does the ordering for her section her own self, she must exercise great discretion. She must not overstock; that is really worse than the other extreme. It is, commonly speaking, much easier to obtain new goods than to get rid of a lot of unsalable merchandise. Styles in laces change from season to season quite as much as do larger articles—garments. It takes an exceptional salesgirl to dispose of trimmings that are out of date; nobody wants them. It's as hard to sell them as to foist on a customer a color that was all the rage winter before last.

In ordering goods, in general, the character of the establishment's patrons must be especially considered; and this rule must be given most careful reflection when the subject is laces. Where a store's trade is mostly among the poorer classes, who from necessity can not indulge in expensive purchases, it would be courting destruction—financial ruin—to stock up with costly goods. On the other hand, where the customers are of the well-to-do population—not to say wealthy—fine lines of merchandise must be selected. Of course, clerks should aim to "trade up," but it would be suicidal, from a business outlook, for a dealer to go far beyond the needs of his clientele. His hard common sense must be his guide—and if he hasn't that he would better be retiring to some other occupation for which Nature has better fitted him; he's out of his niche.

See to it, lace clerk, that your counter is always immaculate. Nothing is more annoying to a customer contemplating a purchase than to see the goods on which she is trying to make

up her mind allowed to take up dust from the surroundings.

Have half-yard pieces of different colored velvet on which to lay the laces, for the two-fold purpose of bringing out the pattern and to show how they look over various colors.

If possible keep in mind former transactions between yourself and the steady patrons, and occasionally refer to those purchases. This shows people that you take sufficient interest in them to remember items of importance to them.

Keep your stock in apple-pie order. Goods that are all wposed up do not appeal to persons of refined taste. By having the cards of lace tidily wound and the odd pieces of trimming pinned together in a snug little package, a better impression is given of their worth, their value being actually enhanced.

If a customer asks your opinion in regard to the way to use a certain lace on a suit or what-not give it freely; enter with a fine enthusiasm into her plans. But do not commit the error of over-effusiveness; a lady naturally resents intrusion in her affairs.

And this matter of enthusiasm. Right here is the rock on which many a vessel of salesmanship founders. Clerks are so lackadaisical. They are too "constitutionally tired" to exert themselves and they soon get into a habit of displaying the spirit that enthalls them. Some women there be who like to chat a little with a clerk concerning their clothes and I have observed many a clerk turn her head directly away when the lady was in the middle of a sentence—in the middle of a word, even—all too plainly indicating that her thoughts were anywhere but on the work in hand. There is no more delicate compliment to be paid a person than to seem utterly absorbed in their talk. And, when this is so easy of accomplishment, one would naturally suppose that a clerk would acquire the deportment of deference just to render herself necessary to the vanity of those who come to shop at her show case. Too seldom do we behold this delicate courtesy. It should be a part of a clerk's business to learn this art when her commercial schooling is in progress. Proprietors have conned this lesson, and that accounts, in a measure, for the reason, in the smaller towns, why so many people like to be waited on by the head of the place. He has made a painstaking study of their idiosyncrasies and caters to them.

The last thought to carry with you is to cultivate what the French name *bon hommie*—if you were not born with it in your make-up. Be cheerful. Don't imagine you must be everlastingly giggling to encompass this pleasing quality, but just endeavor to bubble over with good nature. It will be an excellent thing for yourself, and it will react on those with whom you come in contact in a mercantile manner to wring ducats from unwilling moneybags. Try it.

Jennie Alcott.

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

"Fold Nine"

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

"Satisfaction or Money Back?"

Get a trial lot from

Clark-Jewell-Wells Co.

Our Wholesale Distributors

Grand Rapids, Mich.

and get the benefit of our extensive

Free Advertising

Proposition.

Sheffield-King Milling Co.

Minneapolis, Minn.





Making a Special Feature of Children's Shoes.

A great many shoe dealers neglect their infants' department almost entirely and look upon that for children as a constant source of annoyance. As to the children's department being troublesome there is no question in their minds. But it is their own fault, and they have but themselves to blame. They do not carry enough stock; it is poorly sized and assorted, yet they expect customers to take just what is offered them, no matter what the latter may think about the offerings. They grumble because the customer grumbles. It is, at best, a most unpleasant business. If these dealers would but give the same thought and care to the infants' and children's branches that they do to the other departments, the annoyance would cease immediately, and satisfactory conditions and profits be secured.

In many shoe stores having a good general assortment of footwear for adults the infants' and children's department can not be made to inventory more than a couple of hundred dollars, perhaps less. Even at that, most of the lines will prove to be back numbers. Let us be clear on one point: By infants' and children's shoes we mean, first, soft soles and moccasins; second, cacks, no heel; third, cacks, wedge or spring heel, sizes 3 to 8. In a \$5,000 stock we think there should be at least \$100 worth of soft-soled shoes and moccasins. In cacks, with and without wedge or spring heel, about \$300 more, making a total stock of infants' footwear of \$400. This, of course, would include all lines of infants' footwear. These figures apply to a store that has worked up a suitable trade in this line.

In most localities children are numerous—they come into this world every day. They must all wear shoes. Some will wear an ordinary 25 cent pair of soft-soles, while others, more favored, will perhaps be fitted to dainty creations—combinations of colors—at a dollar a pair. The demand exists and must be supplied. In some cases the doting mother sends her good money to some large city store, or perhaps some mail-order house, in exchange for her infants' footwear. It's the local retailer's fault if she does—nine times out of ten. If a mother gets her first baby's shoes at a certain store, and they prove satisfactory, it is reasonably certain that she will go there for the next pair. And so with all the rest of the footwear for all the rest of the little ones that arrive. That mother will advertise that store as the only one in the place wherein to buy infants' shoes. Also, she will be so well pleased that she will purchase her own shoes there.

Ten or fifteen years seems a long

time prospectively, but when one looks back over such a period it seems to have been all too short. So the dealer who caters to the children caters to the future trade of the child. All things being equal, the child will remain a customer of the store where its first shoes were purchased. The grown man or woman will be a customer of the store where his or her childish wants were satisfactorily supplied. The next generation will be introduced to the store by these same men and women. It is, after all, an endless chain and worthy the forging. Merchants who have been in business for thirty or even twenty years can point to certain of their customers and say: "I sold that woman her first pair of shoes and I am now selling shoes to her children." If this is true in instances where the children had to take practically what the dealer carried, why not more impressively true where the child was supplied from a large and varied stock?

We do not advise any dealer to place such a large order for these lines of shoes that he may be eventually obliged to sell them at a loss. On the contrary, we would strongly advise him to exercise great care and give considerable thought to the requirements of this department before placing his orders. If he intends to have a more up-to-date infants' department, let him make haste slowly. Let him add a few lines at a time and feel his way. In doing this he will pick up a little more experience and not run too many chances of overloading. Never think because a little shoe costs only 50 cents that it can be bought or left alone without further consideration. It doesn't amount to much in figures, but it amounts to a great deal to the dealer in future trade.

In soft-sole shoes there is an endless variety. No dealer can possibly sell every style offered him; it is impossible, even in the large cities. The lines that are selected should be bought in small quantities at first, say in dozens. Some of the very fancy ones might even be stocked in half dozens at first. After the sure sellers have been found they should be stocked in sufficient quantities to assure the having of all sizes when called for. With novelties a large showing can be made with a very few sizes. Every line that is to be repeated should be purchased in the sizes required, rather than "regular," as it is the easiest thing in the world to accumulate a surplus of certain sizes in these minor goods.

In the little turned shoes a somewhat better quality than is usually carried might be purchased in a good staple style; these are absolutely safe. It is the freak styles and the "fancies" that cause the most losses. Careful selection alone can safeguard against loss here, while strict attention paid to slow movers, in pushing them out, will go a long way towards making the department profitable.

When the infants' department has been put in good shape it must be

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.



**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**



brought to the attention of the mothers before it can be made profitable. If a list of these in the locality can be procured, a personal letter (printed in imitation typewriting) is the best way to announce the new lines. Another way is to offer to present every child born during a certain period with his or her first pair of shoes. This, of course, could hardly be worked in a large city, as some might take advantage of the dealer making such an offer. In cities of 7,000 or 8,000 inhabitants, and under, it could be worked, and would be a very good advertisement for the general stock as well. The baby contest is another good means of announcing such a department, and it could be made the means of giving the store considerable advertising. It can be worked in this manner:

Announce that you will give certain prizes to the handsomest babies in the city. Have the mothers bring in photos of the children—say those 12 months of age and under. Or two classes may be formed and two sets of prizes offered. In that case have one class comprise those under one year and the other those under five years and over one. As the photos are received number them plainly and display them prominently in the window. At a specified time have the entries close, and then for thirty days have the customers of the store vote for their choice. First prize to the one receiving the largest number of votes, second prize to the recipient of the next largest number, etc.

When the mothers bring in the photos to make the entries be sure to show the most "taking" of the new styles you are offering. When the customer is given a voting coupon or ballot, invariably exhibit the new lines in infants' footwear, especially if you find that she is the mother of small children. In any event be sure to mention that the store has a complete assortment of children's fine shoes. A contest of this kind will set a whole town to talking about a store.

The window and show case should be dressed frequently with these lines, which should be advertised in the papers in the regular course of advertising. A booklet devoted to these goods will prove a very good puller in the larger cities. The boys' and girls' lines may be mentioned incidentally in this booklet.

Much care must be taken in fitting, and if a little ostentation of carefulness is manifested it will help to gain a reputation for the department.

As there are several delicate colors sold in the little soft-sole shoes, there must be care in handling them. They must not be exposed to the dust, nor to a strong light in the window or case. Some of these colors will fade in a day if exposed to the direct rays of the sun. If a small box of oatmeal is kept handy and the hands washed in this (dry) there will be less chance of soiling the goods.—Shoe Retailer.

If you are ambitious to get on, don't be an automaton.

The Feet of the World.

"The American woman's foot is the prettiest," said the shoemaker. "It is at once slender and robust and very supple. The instep is high and beautiful. In a word, a perfect foot—charming and serviceable alike in a pink satin slipper in a ballroom, or in a white, rubber-soled shoe on a tennis court, or in a stout, hob-nailed boot on the side of the Jungfrau or the Matterhorn.

"The French woman's foot comes next. It is long and slender and elegant, but weak. No good for service. Very ornamental. A foot for show.

"The Spanish foot is small, and its instep is high and arched. Here, too, there is not enough strength. There is a tendency to softness, and in later life to fat.

"The German foot is large and shapely and strong. It resembles the American foot, only it is much bigger.

"The English foot is the—is the—well, it is the limit! It is long; it is bony; it has no instep; it wears its shoe over on the side. Nowhere in the world will you find a race with such ugly feet as those of the English."

Woman's Manner May Change.

She was plainly irritated about something and sat pouting as she ate in a downtown restaurant, and not saying a word to the man with her, evidently her husband. Before the luncheon was finished another man came in. The husband knew him and called him over to their table and introduced him. The woman was then all smiles and smiles. Her anger disappeared completely, and she even included her husband in her sunny views of life.

"That's society manners all right," said a girl at another table, "but did you ever see anything so foolish! It's a good guess she wants a hat or money to buy something of the sort from her husband and is going to pout until she gets it, but what a contrast her manner is to the man she's never seen before and isn't likely to see again! It must look as absurd to the husband as it does to us. If ever I have a husband I'll not set about it that way when I want to get something out of him."

Didn't Need a Gun.

A certain Massachusetts doctor who lived among the Berkshire hills was fond of hunting and at the same time he was slow in answering to the calls of his patients. One morning he was aroused by a servant of one of his patients who lived at a distance and told to go and see him right away. The doctor began to prepare, but was, as usual, very slow. After he went out to the buggy he turned to go back into the house. He thought he would be able to do some hunting on the way after he had seen the case. Reaching the door, he turned and asked the nervous servant, "Do you think I had better take my gun along?" "Gun? No! The man will be dead enough at this rate before you get there."

The Ruling Passion "Tans"

In Oxfords and High Cuts For Summer Wear

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

OXFORDS

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

HIGH CUTS

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

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

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

Mention this paper when ordering.

Our Shoes Are All Leather and The Best Leather



Nothing is spared in either workmanship or material that makes for comfort and good hard wear.

We have been in the shoe business forty years and our reputation for making good goods is well nigh universal. Our trade mark is very familiar.

If our make is not sold in your town and you are a live merchant, it will be a pleasure to us to show you our samples. You need our goods and we want your business.

Rindge, Kalmbach, Logie & Co., Ltd.
Grand Rapids, Mich.

Baseball, the Shoe Dealer and His Clerk.

Crack goes the bat, and the ball goes sailing deep into the center garden—yes, and over the fence, too. Mr. Junior Clerk is on his feet, yelling as if he had an overcharged oxygen tank in his lungs. But Mr. Sedate Old Timer is plugging away on his books, wondering why his profits are 10 per cent. less than last year. Mr. Junior Clerk allows that baseball is a great sport, the finest game ever. Mr. Sedate Old Timer reckons that it's a careless waste of time, to say nothing of 50 cents.

But Mr. Junior Clerk has made a splendid investment, although he may not realize it. That boiler of enthusiasm of his, with its safety valve wide open and steam escaping as it used to on those celebrated steamboats of the old Mississippi, when a fat nigger couldn't hold down the valve—well, when Mr. Junior Clerk comes to set that power plant up in business for himself it's dollars to doughnuts that the old foggies will have to get onto the side tracks or else get run over.

Listen to Mr. Junior Clerk coach the home nine. He knows the game from the picture of the batsman on the front cover of the book of rules to the last letter of the advertisement on the back.

"Go it, steal it, run, run, run, now slide. Hurrah! that's the way to go up with his arm. Now a hit and we've got the game."

Mr. Junior Clerk is sifting sand on the track. The home team needs a run to win, and it's got to get it. It's got to get it, for there's nothing else to do. It's got to win, for it knows a code of honor like that of the Japanese heroes, Win or die. Mr. Junior Clerk isn't playing the game, but he knows that "rooting" scientifically and energetically directed will put his team in a winning spirit.

Some day Mr. Junior Clerk is going to root in his business. "We've got to win" will be his war cry, and his clerk will hustle for business as the pet sprinter of the home nine hustles for second base. Mr. Junior Clerk will coach his business instead of the ball nine, and he'll bring it out on top of the heap or know the reason why.

Yes, baseball is a great game. The man who can't feel his heart beating like a trip hammer and his voice feeling like a rusty fog horn when the crucial ninth inning comes along is not of much real account in the true American life.

Now to jump from the ball field to the store. Did you ever notice how many men are following the pace, just as the "champs" are out to beat all their records this season, just as the fast auto, the fast horse, and the fast bicyclist are out to smash anything that has ever been chalked down on the score board. "The law of progress is the law of strife," says President Roosevelt, and the man who is not fighting his way upwards, making a struggle against conditions, never gets much of anywhere in the business world, except in the bankruptcy court.

"I'm out to beat my last year's record," says Mr. Hustling Retailer. "I've got last year's figures down in black and white, day for day, week and week, month and month, and season and season, and I've got chalked against them the conditions governing my trade, especially the weather. So far this year my averages are ahead of the averages of last year. My Memorial Day trade was below because the week before Memorial Day was very unpleasant. But I'm going to make up the loss by June 17.

"I know that I'm going to do it, for I am going to get my full share in the progress of the world. The race is multiplying and increasing in wealth and wants more shoes. If I can not sell more shoes it is my fault, and I've got enough confidence in myself to believe that I can correct my faults.

"This scheme of keeping records is such a good one that I'm thinking of applying it to my clerks, so that I can see who is increasing his sales and who is just standing still. Of course, I know in a general way who are my good and who are my poor salesmen, but in these days of business a man must have accurate facts and figures. Guesswork is costly."

When the game gets hot and close the shrewd captain usually springs some scheme to pull out the victory. Just now the shoe trade is hot and close, and probably many retailers have adopted the scheme of a certain retailer who says that there are going to be no bunts but all clear hard hits in his game.

This retailer has worked out of shoes whose prices he can not control, and he now handles only the cost and selling prices of which he can himself dictate. Mr. Drummer who shows him a shoe at \$2.15 is requested to cut it down to \$2, and if he can not do it in a satisfactory manner he makes no sale. Mr. Retailer wants to offer this shoe at \$3, which has been a popular price with him. He allows that \$2 wholesale is a fair price for a shoe to retail at \$3, and that he couldn't pay \$2.15 whole-

**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**

For Immediate Delivery

The popularity of
the

**Walkabout
\$3 Shoe**

has been recognized by the best people and just now is the low shoe time. We have a complete

line of these popular shoes in stock and can ship your order immediately.

We have a proposition to make one dealer in each town.

Write us.

Michigan Shoe Co.

Distributors

Detroit, Mich.

Our "Custom Made" Line

of

**Men's, Boys' and
Youths' Shoes**

Is Attracting the Very Best Dealers in Michigan.

WALDRON, ALDERTON & MELZE

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

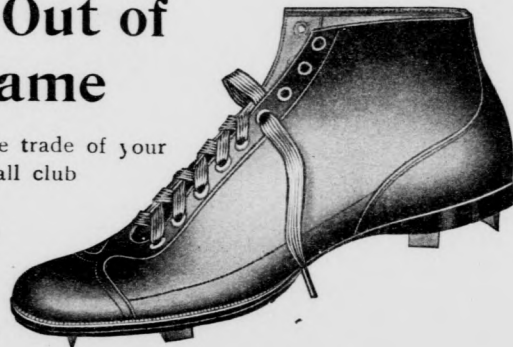
SAGINAW, MICH.

**You Are Out of
The Game**

Unless you solicit the trade of your
local base ball club

**They Have to
Wear Shoes**

Order Sample Dozen



And Be in the Game

SHOLTO WITCHELL
Everything in Shoes

Sizes in Stock

Majestic Bld., Detroit

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

Local and Long Distance Phone M 2226

sale because he couldn't mark up his retail prices to \$3.15 and sell his shoes. But he does not propose to let his customers think that they are getting as good shoes for \$3 as they used to. On the contrary, he is going to push up \$3.50 and \$4 lines to them, and coach them on the merits of such goods. He reckons that his customers will be better satisfied with good \$3.50 and \$4 shoes than with poor \$3 shoes.

Mr. Junior Clerk, the baseball fan, knows the fine points of the game. He can spell out some of the rules, and then read them backward. Some day Mr. Junior Clerk is going to carry his knowledge of the fine points into his shoe business, and the man who hopes to beat him will have to set his alarm clock to rise long before the birds begin to sing.

Of course, the average shoe man would smile at the suggestion that he use a microscope to study the fine points of his business. But a powerful glass is commonly used by a number of factory foremen, very successful men, too. They pick up specimen shoes here and there about the factory, and put them under the glass. The leather is studied and the foreman makes sure whether it is kid or only cabretta imitation of kid before it is cut. He studies the stitching, notes whether the machines are working perfectly, and whether or not the thread frays like poor linen. He studies the finish, and any defects that there might be in the shoe show up before his eyes like the scare heads of a yellow journal. It would be a simple matter for the average shoe retailer to do likewise, and beneath a \$4.98 glass he may some day discover defects that will save him \$49.80 in trade.

One of the best things that the great national game teaches is team play. The star who tries to shine alone fades in a night. A clean, well-balanced team whips an all-star aggregation ninety-nine times out of one hundred. Likewise, team play in the shoe store will clean up the prizes of trade on the street. The captain braces up the nine on its weak points, and the successful shoe retailer braces up his clerks on their deficiencies. The short stop never hustles to right field for a high fly, but he watches both second and third bases, and is ready to back them up. Mr. Junior Clerk has learned this idea of one player backing up another, and the whole team working together like a well-constructed steam engine, and when he gets into business for himself there is going to be team play in his store, or new clerks will be signing at once.

These and many other lessons may be learned from the green diamond, or any other field upon which clean sports are enjoyed. Wellington declared that Waterloo was won upon the football fields of Rugby. Washington threw a silver dollar across the Potomac. King Arthur was a splendid swordsman and Hercules and the Greek heroes excelled in manly sport. And Roosevelt, the greatest American of to-day, is a true sportsman and an ardent fol-

lower of the strenuous pastimes of the field and the woods.

The man who can combine his business and his pleasure, who can make his business a pastime, and his pastimes his business, finds that he can pursue both to his profit and advantage. Of course, all good things may be overdone, or underdone, but the well-balanced man knows where to draw the line. So the shoe retailer should know, when the hot days make the store stifling and trade begins to lag, just what hours he can himself take off, and just what afternoons he can give his clerks, to follow the great American game and get therefrom pleasure that will be a profit to business.

And this is saying nothing of the added health and strength that out-of-door pleasures and sports give a man, as well as added years to life.—Fred A. Gannon in Boot and Shoe Recorder.

Crackerjacks and Crackers.

In the old game of crack the whip—you played it when a boy—there is a "cracker" at the extreme end who always has hardest running to do and is pretty sure to be flung into the atmosphere with terrific force.

Sometimes he is able to keep up, but the chances are that he is doomed to strike the street with an awful thud.

He wasn't wide awake when someone called him to come and play the game; for, if he had been, he would have secured a better position.

The crackerjack is always at the other end where tumbles and bruises are out of the question and he does not have to worry.

These crackerjacks, topnotchers, in the business world, are always safe because they use their brains to advantage.

After them come the good men, then the fair-record men and finally the straggler—the cracker at the end of the whip—the one who is doomed to suffer from the time he enters the game.

Nothing in it for him but hard knocks.

Don't be a cracker.

Are you a helper or a hinderer in the world's work?

Provide for a rainy day before that day comes.

Forest City Paint

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

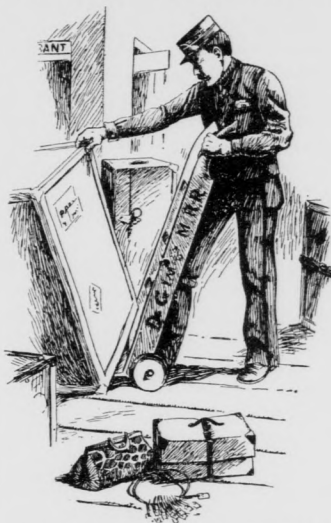
Dealers not carrying paint at the present time or who think of changing should write us.

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

It's an eye-opener.

**Forest City Paint
& Varnish Co.**
Cleveland, Ohio

Bill the Brakeman New Oldsmobile



Tim the truckman, who trundles the trunks, Trying to thump them up into small chunks. With his trusty truck in shine or rain, He breaks up the trunks with might and main And if they don't break with the awful abuse, He jumps on them hard with his HARD-PAN shoes.

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.

HARNESS

Special Machine Made

1½, 1¾, 2 in.

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

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

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

RUGS FROM OLD CARPETS THE SANITARY KIND

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

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

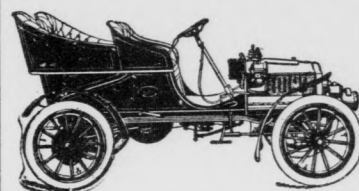
Arc Mantles

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

NOEL & RACON

345 S. Division St.

Grand Rapids, Mich.



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

47 and 49 N. Division St., Grand Rapids, Mich.

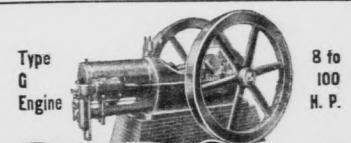
Horse Collars

We manufacture

A Large Line
of them

Write for
Special Collar Catalogue
and Prices

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



OLDS ENGINES

Economical Power

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

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

Repairs Practically Cost Nothing

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

OLDS GASOLINE ENGINE WORKS.
Lansing, Mich.

FOOD FADS AND FANCIES.

How They Are Studied by Farmers and Dealers.

So precise have many farmers and dealers become in their estimation of the nature and value of consumers' fancies that they analyze them and translate them into sense impressions, and give numerical weights to these impressions more accurately than they could guess the weight of a hog or the number of bushels in a corn crib.

The growing, the preparing and the marketing of many of the products of the farm are becoming questions of art and psychology. Less do people eat to live than they live to eat, and yet when they buy food they buy it often not primarily for the gratification of taste but upon the testimony of the eye, which is pleased with form and color, and upon the perception of odor, while, if the consumer was reared in the country, perhaps his choice is determined by the farm bred fancies of a happy youth.

What set of nerves shall have the preference in determining the purchase of a farm product, the optic or the gustatory? Shall a thing be pretty or delicious; and, since the sense of smell must also be consulted in some cases, is it of much consequence whether it is pretty or delicious? The seller has much more definite information with regard to these questions than the consumer; although it is the consumer who makes the choice, he is induced to do so by the seller's subtle knowledge of his fancies, which need not be and often are not either sensible or reasonable, but, on the other hand, often verge upon the notional, and seem superfluous to an unsophisticated farmer.

Place a farmer and a city bred man in the presence of a large variety of apples, and the farmer, likely, will select for his eating such apples as a Rhode Island greening, a Northern spy, a Grimes golden, or a Jonathan, and the city man, governed in his choice by different sets of nerves, may select a Ben Davis, Baldwin, Stark, or Missouri pippin. Taste is the fruit grower's principal test of an apple, if he has to eat it himself, but different qualities are of chief importance when he considers buying consumers in general, most of whom are townspeople.

Porterhouse steak is the most expensive cut of beef, and is justly in high favor, while beef coming from the neck is equally nutritious and palatable if suitably prepared, but sells for a much lower price than the former. It would be interesting to discover the reasons for this difference of demand and of price. A butchers' trade journal some time ago gave the price for which the different parts of the beef carcass were sold, as follows: Porterhouse, 20 cents; prime rib, 15; sirloin, 12½; round, 8; rump, 7; neck piece, about 3 cents. Although epicureans admit and chemists demonstrate that the neck piece is toothsome and nutritious, yet it bears the lowest price. In fact, it would hardly be respecta-

ble to ask the butcher for a piece of the neck. Perhaps a low order of proficiency in the housewife's cooking at some time in the past, without making insinuations against the present, gave the neck piece its low place. The story might have been different had the housewife of former times possessed the French housewife's ability to utilize meats in the making of attractive and delicious dishes.

The epicure goes to certain high priced hotels and restaurants, where he pays well for the birds which he says have at once that peculiar gamey flavor and tenderness which he can get nowhere else, but he rarely knows that such game has, by order of the steward, been retained in storage until it has become partially decomposed and has an odor before cooking which would prevent many people from eating it if seen in this condition.

Yellow skinned chickens have the preference in parts of this country as against those whose skin is more nearly white. This preference may be on account of the suggestiveness of fat beneath the skin, although, as a matter of fact, chickens store little fat next the skin, and then only in certain places, and certainly not on the legs; furthermore, the yellowness of the chicken's skin is inherent, and not derived from the fat beneath the skin. On the contrary, in some European countries the preference is for chickens with the lighter colored skin.

Butter and cheese are almost universally colored to meet the popular demand, and this demand varies so in different sections of the country that it is necessary for manufacturers and shippers to prepare their shipments especially for the sections of country in which they are to be consumed; for instance, Washington demands a darker butter than Chicago, and New Orleans demands one still darker than Washington.

Highwine is distilled liquor that is colorless, but after it has remained for a goodly number of years in a barrel, the inside of which has been charred, it acquires the yellowish brown, or reddish, appearance of common whisky. So the fancy of the tippler has been established for red liquor, and this fancy is met by the coloring of white or under-colored whisky by means of burnt sugar. Furthermore, the tippler's fancy for a beady liquor, a character honestly acquired only by age, is satisfied by dissolving glycerin in the liquor.

Advertising, when skillfully done, is made to appeal to the fancies of consumers sometimes with astonishing success. Instances of this are found among the numerous breakfast and health foods that have become so prominent in recent years. In earlier years oatmeal was sold in this country only by druggists, and was kept by them merely for the sick. Indeed, there was long a prejudice in England against oatmeal as food for human beings, although it was always a staple food in Scotland.

One of the weaknesses of consumers is an admiration for foods that are polished or have a gloss, and

this nickel plate fancy plays some queer pranks with foods. The life-long resident of the large city, for instance, who has no first handed knowledge of an apple orchard, may buy from an apple woman at the street corner a pretty red apple with a waxlike polish on its surface, secured by an application of saliva and a dirty rag. On the contrary, the apple loving countryman, especially one who has come to be known as a "horticulturist," delights in the natural bloom of the apple. The deep yellow fleshed varieties of pumpkins are preferred and are most largely grown in the North, while in the South the latter kind are more popular. The oval shaped and dark colored eggplant is so generally preferred that the light colored and long varieties are seldom seen. A deep red color is positively essential in rhubarb if the producer is to get profitable prices, consequently the green stemmed sorts are rarely grown.

Lettuce is one of the most fickle of plants in popular fancy. Different types are popular in different parts of the country. Sometimes the markets of cities only 100 miles apart will each call for types which would be unsalable in the other. In general, the clustering and crinkled leaved varieties are more largely preferred than the smooth leaved and heading sorts, and green sorts are preferred to those shaded with brown, but some markets prefer the brown.

The small rough varieties of tomatoes used in Europe for soups are not grown in this country, so it can not be entirely a fancy in this country that demands smoothness, solidity, flavor, deep coloring and uniform color and size, because tomatoes are here largely used as a vegetable, and yet the preference for pronounced coloring must be ascribed largely to a fancy, without corresponding taste equivalent. At any rate, the catsup manufacturers know that the sale of their goods depends upon the artificial coloring. Canned tomatoes are divided into two classes, according to their color, and it is not unusual to use aniline dye to raise the goods from the lower to the higher place. Canned corn is frequently bleached with sulphur for the purpose of producing a light color. Cherries must be highly colored if they would sell best, except that size may counterbalance a want of color, as in the case of white ox-hearts.

Whiteness of foods is so frequently the aim of the food producer and of the cook that some underlying cause would seem to be back of these phenomena. Perhaps it is because whiteness is so often an indication of cleanliness; at any rate, the eye is immediately to be pleased, let the source of the fancy be what it will. Perfectly white beet or cane sugar is desired, and since it has been found impossible to produce this by bleaching, a small amount of some blue substance, such as ultramarine, is added to neutralize the slightly yellow tint of the crystals.

In the estimation of the old lovers of buckwheat cakes, buckwheat flour has suffered because of the growing

demand for whiteness. Formerly buckwheat flour was slightly brown and the buckwheat flavor was unmistakable and easily detected, but more recent milling processes have made this flour much whiter, and, besides this, the adulterator has not neglected the opportunity to promote the whiteness by combining with the buckwheat flour some cheaper and whiter wheat flour.

George K. Holmes.

The Insincerity of Some Business Correspondence.

The tone of insincerity as seen in some form letters is really becoming ridiculous. Certain business correspondents who think they are sending out messages marked "personal" to fool "the folks" are only fooling themselves.

Form letters are necessary to the average advertising business man. Imitation typewritten letters are a great saving and may bring in immense profits by their use. But the day has passed when they can be sent out under pretence of being purely personal. They must indeed be neat enough to look like well written stenographers' letters. They must also bear a directness to the reader's interests. But the emphasis must be taken from the word, "imitation." They must no longer simply try to fool the reader. They should present their message in a manner not marked personal, but marked by a personality.

It is far better to rely on the confidence that is gained by a sincere note than to rouse the reader's suspicion and indeed ridicule as the following messages do. These have been but slightly changed by our pen; they are faithful imitations of the imitations that come to our desks every week:

My Dear Hay Seed—In order to be absolutely certain that this letter is mailed to you to-night—and a few more of my warm and oldest friends—I have given up almost an entire evening to it. For the matter I am writing you about is unusually important; and I want to hear from you about it before I leave for the mountains on Thursday.

I will receive from our printers Thursday a few advance copies of C. Saw Horse's "How to Run Your and Others' Affairs"—a business book that I honestly believe will save you more real dollars—will do more to perfect your entire business than any other book that has ever been published.

We have issued no printed matter about "How to Run Your and Others' Affairs." But even a volume of printed matter could not show you the value of this book as will the book itself. So I want to send you the book—I want you to see for yourself how it tells clearly—fully—explicitly—exactly how to manage a modern business.

But do not expect you to buy it. I merely want you to look it over AT MY RISK and let me have your frank opinion of it. If you send it back, I shall be just as thankful to you as though you had kept it—and even more satisfied than if you had never sent for it at all. For the frank criticisms from these, my friends, mean a great deal more to me than the mere profit on the sale of these advance copies.

Merely send for the book ON APPROVAL. The \$2 you forward will not be regarded as a remittance but as a deposit—a deposit that can be withdrawn as easily as you can withdraw your bank balance. And then, if any single chapter alone is not worth \$5.00 to you, I will not only send you my check for \$2, but will remit you in all \$2.10 to pay you in addition for your postage and trouble in looking over the book.

Think of it! \$2—the mere price of a handful of good cigars—for the lifetime experience of the highest salaried specialist in America! And when I make an offer so fair and liberal—when you do not even run a risk in sending for the book—can't I express you the book for criticism next week?

Merely pin a \$2 bill to this letter—mail to-night if possible—and use the envelope enclosed. Mr. Bosh.

As we did not care to punch pin holes in any of our two dollar bills, we sat in our office chair and worked away while we waited. The second message awarded us for our wait:

Dear Hay Seed—I am taking this precious time of mine to write you again, for I must know whether or not you received my last letter. I would not bother you again but I am particularly interested in your business welfare.

I want to send you the book that I previously wrote you about—"How to Run Your and Others' Affairs." As I told you before—

The rest of the letter we have not read. Some more urgent affairs came up just then, and we somehow forgot to read what "he had told us before."

Several days passed and the next message from Mr. Bosh arrived:

My Dear Hay Seed—I am taking another evening off to write you—

That's as far as we got in letter No. 3. We really wish the dear Mr. Bosh would take something off besides evenings. We would have taken our coats off if Mr. Bosh had sent himself instead of his fake letters. If Mr. Bosh thinks we are his personal friends, he can't make us think so now. His form letters seem to us slightly out of form. If the Government would only allow us we would like to send Mr. Bosh an imitation two-dollar bill.

Gases Used for Power.

While forests are vanishing new uses for the timbers which build them loom on the horizon of the future, notably wood gases that are being generated for power purposes. At Sonora, Mexico, copper mines are operated by electric power distributed from a central power station where the fuel consists mainly of a scrubby oak. Coke is first placed on the grates of the generators to a depth of from 3 to 3½ feet, and small and light wood put on the coke to a further depth of three feet, and the blower started.

Only enough combustion is required to transform the wood into charcoal, and when a bed of incandescent charcoal and partly consumed wood is formed to a depth of a couple of feet above the coke bed the fires are ready for supplying gas to the engines. The percentage of moisture present in the wood fuel is an important point, and with the 6 feet 9 inch diameter generators used the best results are obtained by wood containing 12 to 14 per cent. of moisture. The economy and satisfactory operation of the plant depend on details; and it is imperative that correct methods should be systematically observed.

A writer in World's Work reaches the conclusion that life insurance in the United States costs too much. A study of the disbursements made by thirty-one companies in 1904 showed total payments of \$363,553,524, of which 63.7 per cent. went to policy holders and 36.3 per cent. for commissions, salaries, taxes and general expenses of administration. It will strike a good many people that the insurance companies make their expenses unnecessarily high in their competition for business.

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.	Per
120	100
129	2 90
128	2 90
126	2 90
135	2 95
134	3 00
200	2 50
203	2 50
236	2 65
265	2 70
264	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
½ Kegs, 12½ lbs., per ½ keg.....	2 90
¼ Kegs, 6¼ lbs., per ¼ 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	
¼ in 5-16 in. ¾ in. ½ in.	
Common	7 c.
BB	8¼ c.
BBB	8 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. 1 75
Corrugated, per doz.	75
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. 33¼
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
Japaned 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	
600 pound casks	8
Per pound	8½

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

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

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

Patent Planished Iron	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages ½ c per lb. extra.	

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

Nails	
Advance over base, on both Steel & Wire	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel ¾ 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, ½ inch and larger	9½

Sand Paper	
List acct. 19, '86	dis 50

Sash Weights	
Solid Eyes, per ton	23 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
Nos. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

Shovels and Spades	
First Grade, Doz	5 60
Second Grade, Doz	5 00

Solder	
¼ @ ¼	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
19x14 IX, Charcoal	12 50
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	60 & 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, Nickleled	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70 & 10

Crockery and Glassware

STONEWARE

Butters	
¼ gal. per doz.	48
1 to 6 gal. per doz.	56
8 gal. each	70
10 gal. each	84
12 gal. each	1 20
15 gal. meat tubs, each	1 60
20 gal. meat tubs, each	2 25
25 gal. meat tubs, each	2 70
30 gal. meat tubs, each	2 70

Churns	
2 to 6 gal. per gal.	6½
Churn Dashers, per doz	84

Milkpans	
¼ gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6

Fine Glazed Milkpans	
¼ gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
¼ gal. fireproof, bail, per doz	85
1 gal. fireproof bail, per doz	1 10

Jugs	
¼ gal. per doz.	60
¾ gal. per doz.	4
1 to 5 gal., per gal.	7½

Sealing Wax	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	31
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross 5 00
Quarts	5 25
½ gallon	8 00
Caps	2 25

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	
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Weekly Market Review of the Principal Staples.

Staple Cottons—The sold-up condition of nearly every line of staple goods is such that the most conservative houses would be justified in saying that a break in prices in the general market for many months to come would be hardly possible. The cotton goods business has reached such a point now that the developments of certain conditions that usually have some control of the market for goods when the business is conducted under normal conditions have now no influence whatever. The principal one of these usually influencing factors is the cotton market, and the cotton goods market and the market of raw material are a great distance apart as far as interests are concerned. During the past week it was reported that some of the strongest bear operators had gone over to the bull side of the market and that another bull campaign had been arranged. Regardless of either bull or bear faction controlling the cotton market, it is safe to say that the goods market will continue along under the influences of its own transactions and without feeling in regard to the uncertain values of raw material.

Mohair Checks—Mohair checks in black and white, blue and white and brown and white are very popular this season. The construction is 64 warp and the same number of filling threads to the inch. The checks are formed by four white and four black threads each way and from that up to 12 threads each way in the check. The goods retail at \$1 per yard. Another check fabric, which also retails for \$1 per yard, is 44 inches wide and contains 62 threads to the inch each way. The warps are black in all the different checks, the color of the fabric obtained by the use of different colored filling. The warp pattern is seven black threads and one black and white twist thread. This is one repeat of the warp pattern for all the different colored checks. A repeat of the blue check contains one black and white twist pick and eight two-ply blue picks. In the browns and greens the same pattern is followed.

Spots and Nubs—Mohair stripes with spot and nub effects are displayed in many styles this season. They are 54 inches wide and retail for \$1.50 per yard. A pattern with a nub in every third warp thread contains 50 warp threads and 46 picks to the inch. The warp threads are two-ply, as is also the filling. The filling is black and white twist, the threads being unequal and the white the coarser, so that the twist is of a gray color. The warp pattern contains nine ends in a repeat. The first two ends of the pattern are two-ply black drawn in on the same shaft so that they pass over and under the

same pick, then one black and white twist, two black, one black and white twist, two black and one black and white twist. On the white thread of each black and white twist small nubs about three times the diameter of the thread are formed at intervals of about an inch. The effect is pleasing, and the color, a soft, dark gray, relieved by hair lines of white, is restful to the eye. A spotted effect contains 52 warp threads and 40 picks to the inch. The warp pattern contains two dark brown ends and one white end in a repeat. The filling is a soft green, composed of green and white twist. The warp is drawn in on three sets of shafts. The first set contains two shafts, the second and third sets each contain six shafts. A repeat of the harness pattern contains 32 ends. The first 10 are drawn in on the first set of shafts for a plain weave, then six ends are drawn in on the second set containing six shafts, then 10 ends on the first set, and then six on the third set of shafts. The two-shaft set weaves plain continually. The pattern repeat contains 38 picks. The first six-shaft set drops four shafts in the lower shed for two picks, then the other two shafts drop for the next two picks and raise on the next two, so that the spot is formed by passing or floating six picks over six warp threads. For the next 32 picks that set of shafts weaves plain. But after 13 picks of all plain have been woven, or on the twentieth pick of the pattern, the second set of six shafts begins to shed to form a spot like the first one. After the second spot is formed all the shafts weave plain for 13 picks and one repeat is completed.

Cotton Hosiery—More of an interest is shown in seasonable goods for this summer than for winter and next spring's goods. Blacks and tans in full and half lengths are selling freely at old figures. Embroidered half and lace full hose are in a good healthy position and sellers are booking good orders.

Cotton Underwear—Reports that are received from salesmen on the road and those who have covered their territory on spring goods are anything but encouraging. Little or no business has been done in underwear thus far this season and it may be some weeks yet before buyers will begin to show any interest in market affairs. It is a waiting market and sellers must remain quiet until buyers come into the market. It is not doubted but that a fair aggregate of business will be done, but from all accounts it seems that orders are to be taken late and in a piece-meal manner, not in a way which is satisfactory to the manufacturer, or which will enable him to run his mill continuously. Double-seated balbriggan drawers at \$1.82½ are a fair example of the prices now quoted in the present market. At this price it can be safely said that there is nothing in it for the manufacturer. Lisles and gauzes are about on the same basis. It is probable that more or less manipulating will be done in order to make whole during the sea-



We Will Aim

to satisfy you if you
give us an
opportunity

Before placing your orders for the fall trade look over our line of

Dry Goods, Ribbons, Laces, Embroideries, Underwear, Hosiery, Neckwear, Dress Shirts, Work Shirts, Suspenders, Pants, Overalls, Mackinaws; Leather, Kersey, Duck, Covert

and Corduroy Coats, Blankets, Comfortables, Lumbermen's Socks, Gloves, Mittens, Oil Cloths and Linoleums.

We Are Exclusively Wholesale

Grand Rapids Dry Goods Co.

Grand Rapids, Mich.

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.

son and one could hardly blame the seller if such attempts were made. Here and there reports of fair duplicates received on fleeces are current. If this business continues there will no doubt be more interest shown in heavyweights than lightweights. Ribbed goods are being duplicated to quite an extent, but prices are not as favorable to makers as prices quoted and accepted on fleeces. The duplicating business may extend into August, which, in case it does, may have some effect on lightweights. When sellers apparently are busy, buyers show more of an interest and are less apt to lose time in arguing over prices.

Carpets—In the opinion of carpet manufacturers the situation shows many signs of improving. Buyers are showing confidence by placing orders for generous quantities. Manufacturers who have their own salesmen on the road report that retailers are buying freely and that the stock in the hands of retailers is much smaller than was generally supposed. Some manufacturers have received orders which in number and quantity lead them to believe that the present season is the beginning of a period of prosperity that will rival any of the past. Others are not so fortunate, nor are they so optimistic as to the future. As a rule manufacturers have sufficient orders to keep their plants running, but in many cases three or four weeks will suffice to fill them and many new orders must come in if the plants are to run at full capacity.

Rugs—Rugs of all descriptions are in good demand and manufacturers see a prosperous season ahead. Smyrna rugs are in very good demand. Art squares are in fair demand, but some manufacturers have more orders than they can fill on their own looms, and are obliged to get some of the work done outside.

How Fabrics Are Manipulated and Adulterated.

The prevailing color for the mid-summer season and for early fall wear by fashionable dressers will be gray in the most delicate shades obtainable. The masses will not use gray, and few suits of that color are seen upon the streets, for the simple reason that wholesale and retail clothiers are short of gray fabrics, and, recognizing the trend of popular taste, they are making preparations to handle a big demand next fall and spring. The high-class tailors and a few clothiers who cater to the better class trade have stocks of gray fabrics in plenty, and a suit ordered to-day of gray serge or lightweight worsted, or even fancy wool goods of the better qualities, will be in the height of fashion for ten to twelve months to come.

In speaking of grays a prominent clothier made the remark that he could easily sell from 1,000 to 2,000 suits between now and August if he could get the goods. He is close to the best retail trade in the city, and is posted on the enquiries of customers. A plain, twilled diagonal weave in wool goods, which gives the serge appearance and feel at a much lower

price, is the right fabric for the man who prefers woollens to worsteds. Fabrics are manipulated and adulterated to such an extent nowadays that the wisest buyer, and sometimes the shrewdest clothier, are at a loss to tell where the wool ends and the cotton and shoddy begin. For the benefit of those who pride themselves on wearing all-wool goods only, it should be said that the trend toward grays is a distinct boon. A clean, bright looking gray is almost impossible to make in shoddy or cotton mixed goods. When a much manipulated fabric is piece dyed gray, there are muddy, dirty streaks in it, which give it away to the close observer every time. It is easier, say clothiers and tailors, to make a cotton warp serge and dye it a good indigo blue than to get a clear, bright, simon-pure gray on a piece of shoddy made or cotton filled goods.

Black and white effects, called gray mixtures by the clothiers, are made in mercerized cotton and worsted goods to a large extent. The goods have the firm texture and harsh feel peculiar to close woven, fine yarn worsteds, but there is neither the warmth nor the wear in these goods that the average man requires. They have, in addition, the disadvantage of being excessively plentiful and cheap. The \$12.50 to \$18 suits at retail nearly all show the small, neat patterns in black and white, occasionally relieved by other bright colored threads which are peculiar to the mercerized worsted.

There is a craze for hard finished, smooth faced materials in suitings, which is all right in garments costing \$20 and over, but which is conducive to very undesirable methods of construction of fabrics when the popular demand calls for the same styles of fabrication in the cheaper suitings for the masses. The rough cheviot appearing, soft finish wool goods so popular two years and more ago are more wearable, and there is greater intrinsic merit in the goods.

"There has been so much of this fake worsted business," said a prominent retail clothier, "that we have advertised consistently that all our offerings this year are composed of all-worsted and all-wool fabrics. Our customers need not stop to compare and scrutinize; they can rest assured that the fabric will always 'boil out' all wool." Four or five of the leading wholesale houses have been to some expense in conducting a campaign of public education through their advertising, which points out the evils of the so-called mercerized and "silk mixture" worsteds, which will be offered so freely this year, in exchange for the dollars of an easily deceived public. Two or three of the leading retailers have lately devoted more or less space in their advertising to the same subject.

CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

Street and Dress Hats

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

DUPLICATING SALES BOOKS

For Retail Stores

Our Detroit factory is equipped with Modern Automatic Printing Presses for making all standard styles of Duplicating Cash Sales and Order Books. Our facilities are such that we can make lowest competing prices and guarantee sales books that are satisfactory in quality of paper, in clear-cut printing, perforation and durability of the carbon sheet. Send for samples and prices in any quantity 100 books and up.

W. R. Adams & Company
45 West Congress St. Detroit

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.

STRAW HATS

Order now while our stock
is yet complete

Men's.....from 45c to \$9.00 the dozen

Ladies'.....from \$1.75 to \$3.00 the dozen

Boys' and Girls'.....from 45c to \$4.50 the dozen

Also a complete line of Men's Felt Hats from
\$4.50 to \$18.00 the dozen

Mail orders will receive the best of attention

P. STEKETEE & SONS, Grand Rapids, Mich.

Wholesale Dry Goods

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.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

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

OLD CARPETS INTO RUGS

We pay charges both ways on bills of \$5 or over.
If we are not represented in your city write for prices and particulars.
THE YOUNG RUG CO., KALAMAZOO, MICH.

Use Tradesman Coupon Books



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.

Five Hundred Million Dollars Earned in Salaries.

The drummers of America represent the highest order of labor as a class on the face of the earth today.

They draw the largest salaries of any class of hired men in America, except the President of the United States.

Senators and congressmen draw each \$5,000 a year, and there are thousands of drummers who draw much larger salaries than they.

Some few railroad presidents draw \$50,000 annually, but they are stockholders and not, strictly speaking, hired men.

Some few bank presidents draw \$50,000 but they, too, are stockholders and not hired men.

All the drummers combined draw more money in salaries than all the combined force of any other class of men under the sun.

There are 500,000 drummers in America to-day, and to put their average daily salaries at \$4 per day, which is a very low average, they are paid \$2,000,000 every day or \$500,000,000 every year.

All the presidents of the United States at \$50,000 annual salaries would only draw \$5,000,000 in 100 years of time—just the little pocket change that the drummers of America draw in two days and a half.

All the congressmen and senators combined at \$5,000 annually only draw \$2,500,000 a year, or \$250,000,000 in every 100 years—just half what the drummers draw in only one year.

If 50,000 bank presidents drew each \$5,000 annually, their combined salaries would only amount to \$250,000,000—only half what the drummers draw in the same length of time.

We draw \$500,000,000 salaries every year and spend \$500,000,000 more in our expense account; circulate one round billion dollars every year. We pay to hotels \$250,000,000 annually. We pay to railroads \$200,000,000 annually, and spend \$50,000,000 for incidentals rarely ever itemized.

We talk about a billion dollar Congress—that means two sessions—appropriations for two years. We spend a billion dollars every year and never feel it.

Five hundred million dollars is supposed to run the United States Government, with all her expenses, ample every year, while we spend that much every six months.

The gross earnings of all the rail-

roads in America are put at 2,000,000,000 annually. Their net earnings, at 4 per cent., amount to \$80,000,000 profit. We sell \$9,000,000,000 every year, which represents our gross earnings for our respective firms. At 2 per cent. net profit we would make our net earnings \$180,000,000—\$100,000,000 more at 2 per cent. than all the railroads make at 4 per cent.

I can take the salaries of all the drummers of the United States for one year, combine it in one mighty trust, and make Morgan look like thirty cents. I could take it and buy all the railroad stocks that the Vanderbilts, Goulds and Hills could carry to save their combined interest, and I could buy Rockefeller and every coal oil can in the world. I believe I could take it and intimidate Mrs. Chadwick with a dozen millionaires on her notes.

The assessed wealth of America is estimated at \$80,000,000,000 and if we sell \$9,000,000,000 annually, then we sell all the combined wealth of America out, lock, stock and barrel every nine years, and so to any one wishing to invest with us in this mighty nine years of the possibilities of the drummer at this ratio, we can guarantee 11 per cent. on the investment.

There are 200,000 miles of single railroad track in the United States, and if it costs \$25,000 a mile to build it and \$25,000 a mile to equip it, the value of all the railroads in America equipped would be \$10,000,000,000. I can take the salaries and expense accounts of the traveling men of America for one year and buy one-tenth interest in all the railroads and in ten years could own them all at what they are actually worth.

And we draw more salaries in America as drummers annually than the standing armies of the round, round world cost in the same length of time.

We are the highest livers in the world and the biggest money spenders on the globe, because we live on the best going and always buy the best we can find.

We are the world-builders and ball-rollers, and we are always busy.

Jerry M. Porter.

The Worth of the Traveling Man.

At a recent meeting of a business men's organization a merchant paid the following well-merited tribute to the traveling man and his mission:

"It has been largely due to the traveling man's efforts that the widely-scattered dealers have become educated on their different specialties. He is the advance agent of Progress, posts us on new goods and developments and materially helps us in keeping abreast of the times. He can not be supplanted by the catalogue and the postoffice, and the reason is plain: We get interested in some particular article. The traveling man has with him a sample of the article, by means of which he can easily explain its numerous advantages. If questions are asked he answers, and in fifteen minutes the dealer learns more essential points of the article, gets more practical knowledge of the same than could

be obtained by reading the catalogue over and over again. Then, also, the salesman not only gives the retailer information in regard to his own line, but is also able to tell about other makes of goods, to compare both and show why his line is better, more practical, more salable, a better profit-maker. He strengthens the faith in his lines, increases the enthusiasm, makes the line an easy one to sell.

"The traveling man visits thirty, forty or perhaps fifty stores each month. He meets dealers of different ages, of various abilities and also of unlike character. In this way he has an opportunity to see and hear new ideas. Here he notices a novel way to show goods or trim the window, and there he learns of an ingenious manner of selling a watch, and the result is that his knowledge is mine for the asking.

"A large number of customers in the store prefer to trade with the owner of the business, or, at least, like to be recognized by him when in the store. We, in turn, would like to buy from some jobber or manufacturer whom we personally know—would like to shake hands with him, be shown around in his establishment by himself. As this is impossible we accept his salesman in his place, and if the salesman is up to his job he will be the connecting link between his house and the retailer. The more attentive he is in forming a friendly feeling, in creating great confidence and faith between his employer and customer, the better he will succeed as an order receiver. Buying from the catalogue alone can never give the satisfaction of a personal intercourse between the jobber's representative and the retailer."

There is an old adage well worthy of observance which says, "In time of peace prepare for war." That is a wise injunction. When the war comes there is no time for preparation. The ships, the guns and the men are needed on the spot, forthwith and at once. That is why it is worth while for this Government to put in money and time in building up a navy right now when there is no immediate prospect of needing it. Japan's success in its war with Russia is due in a large measure to the fact that it followed this wise injunction and when the necessity came it was ready. The Japanese are now doing another very wise thing, reversing the adage, and in times of war are preparing for peace. Orders have recently been received in this country for something like 250 locomotive engines which are to be built and shipped to Japan for use on its railroads. The work will be well done and as rapidly as possible and when delivered will be a substantial contribution to the industrial development of that country. Railroading is peaceful business and Japan does well to prepare for peace while it is still at war.

Your Englishman is a persistent fellow. He may be slow to adopt new ideas, but once he does adopt

them he clings steadfastly to them. Bicycles are still so popular in England that the factories are running night and day to meet the demand. The wheel has never suffered there the eclipse which has overtaken it in this country. It was in general use by Englishmen before "the boom" came among the Americans, and they show no disposition to give it up at the demand of fashion.

It never pays to make favorites of some customers at the expense of the fair treatment of others.

Not until you have handled the

Morton House Bouquet

have you realized the profit there is in selling cigars. A customer smokes one Morton House Bouquet Cigar and likes it so well he calls for another. He finds the second one the same as the first and continues to smoke them. They are ALL the same. Made in two sizes—three for a quarter and ten cents straight.

See quotations in price current.

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

LIVINGSTON HOTEL

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

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

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.

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, 47 N. Div. St., Grand Rapids

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

INDIAN JIM.

Worthy Act by Pioneer Women of Alpena County.*

Many incidents in the lives of pioneers, well worthy of preservation, are forgotten for lack of a pen to record them.

It should be, and often is, a delightful task to write up items of early local history and thus rescue them from oblivion. To me it is regrettable that so many events in the lives of the pioneers are carelessly permitted to pass from remembrance.

The State Pioneer and Historical Society is laboring with commendable zeal to gather up interesting incidents in the lives of our Michigan pioneers; and these are being recorded by hands that love their work in imperishable records.

But he who would engage in such "labor of love" is often doomed to disappointment. Too often he finds that death has forever sealed the lips that might have imparted such information as would have made such "labor of love" possible.

Not so in regard to the incident I am about to relate, for one of the chief actors is not only living but is also possessed of an excellent memory. From her I obtained the facts in relation to a most interesting event in her pioneer life.

It happened in 1862 or 1863. On this point Mrs. Oliver is not entirely clear. The incident occurred at Ossineke, or Devil River, as it was then called. Communication with Alpena in those days was mostly by water. Occasionally some one came overland, but such visits were of rare occurrence.

"Injun Jim," they called him. He had been at Devil River in days gone by and was not entirely unknown to the people living there. He was a quiet sort of man with the taciturn ways of his race. One day he appeared in the place again. He was sick; said he had been taken sick at Bay City. The Civil war was raging and Injun Jim had gone to Bay City with the intention of "joining the army," but whether he had enlisted or not Mrs. Oliver could not say. He had made his way back to Alpena and from there had gone to Devil River by boat with Gus Michiloski.

The latter will be remembered by old citizens as the owner of a little black sailboat, the capsizing of which afterwards sent poor Gus and a number of others to their death. His mother, familiarly known as "Auntie" Michiloski, a refined and educated lady, was a friend and companion of Mrs. Oliver. The tragic death of her son cast a shadow over her life in which dear "Auntie" walked until her sweet, sad life came to an end. I have digressed a little to pay a tribute of respect to this dear woman, but I am sure that such of my readers as knew her will pardon the digression.

Mrs. Oliver was alone except for her children and "Auntie." Mr. Oliver was absent on a land-looking trip

and was likely to be away for some time, but Mrs. Oliver was not the woman to turn a sick and homeless creature from her door; so Injun Jim was taken in and treated with all kindness. Physician there was none; but such simple remedies as were at hand were administered to the sick man and it was hoped that these, together with watchful care and good nursing, would soon restore him to health. But, as the days went by, he grew steadily worse. In vain the women increased their efforts. Weary days and still more weary nights came and went, bringing changes, and always for the worse.

At last it became plainly apparent that the spirit of Injun Jim was soon to pass to the Happy Hunting Grounds. Toward the end he fell into a strange condition. He neither spoke nor moved, but lay staring with wide open eyes into vacancy. Four days he lay in this way and then he died.

He seemed during these four days to be in an unconscious condition, but may it not have been otherwise? May not the dying Indian have caught glimpses of the Spirit Land and of the dusky shades of his kindred beckoning him away? Who shall say?

Well, Injun Jim was dead; and now a new problem presented itself for solution—the disposal of the body. This was not an easy problem for two lone women to solve. Mr. Oliver had not returned, and Gus came only after long absences. Then it occurred to them that they must meet the emergency, that they must be the undertakers, coffin-makers, grave-diggers and pall-bearers. They hesitated when they thought of all this, but not for long. Hesitation soon gave way to resolute action and, after a short consultation, they fell to work.

At the now idle mill they found a wide draughting board and a pair of saw-horses. Placing the board on the saw-horses, they lifted the limp body from the bed, placed it on the board and decently composed it for burial.

Lumber and nails, saws and hammers were at hand and they "set to" in such an earnest way that at sundown they had a coffin made, a grave dug and all other arrangements for the burial completed.

The coffin was not a very elaborate affair. It was probably a little "off" in shape, and certainly not at all profusely trimmed, but it was strongly made and of ample dimensions. Poor Jim wouldn't be cramped in it. He could turn over and stretch himself, if he cared to.

All this time the children had been looking with wondering eyes on the unusual proceedings. Something, to them incomprehensible, had interrupted the joyous flow of their lives. The Angel of Death had spread his sombre wings over the place; the children felt his presence and their voices were hushed to low whispers.

The burial had to be put off until the next day. The women were too tired to undertake that part of their heavy task sooner. They would have

preferred it otherwise. The presence of the dead man lying there under the white cloth cast a gloom over things not easily dispelled. As the shades of evening fell the weary watchers drew close together, not from superstitious fears, however—these two were not of the kind that "see things."

Early the next morning the body was placed in the coffin, the sheet in which it was wrapped thoroughly saturated with spirits of camphor, the lid nailed on and all was ready. It required quite an effort to remove the body thus prepared from the house. Once there, it was placed on a dog traino (a dog sledge such as was used by the French and Indian mail carriers). The women were sufficiently acquainted with mechanical devices to know that rollers placed under the traino would greatly facilitate the work of getting the body to the place of burial.

At last all was ready; and then, one pushing, the other pulling, the children silently following, this strange procession started for the grave. The route lay over rough ground, the way was long and progress slow. Frequent halts had to be made to rest and to adjust the rollers. A hot summer sun, its rays unmitigated by not so much as a passing cloud, beat down upon their heads. All these things so retarded progress that it was noon when they reached the place of burial.

Some one had dug a cellar near the river bank intending to build a house there, but had abandoned the project. This spot was selected as the burial place. The cellar had partially caved in and, where this had occurred, a shallow grave was scooped out and into it, with a crowning effort, the coffin containing the mortal part of Injun Jim was lowered. After a short rest they filled up the grave and heaped the earth above him.

It was a quiet day in June. No sounds were heard save the gentle murmurings of the zephyr winds among the pines, mingled with the voice of the little river, together singing, as it might be, a requiem for the soul of Poor Jim.

And now, their labor finished, the women devoted the remaining hours of the day to needed rest.

A few days later, "His bones from insult to protect," they enclosed the grave with rude pickets and planted a few flowers there; but of these not a vestige remains.

Forty years have come and gone since this happened. Indian Jim in his grave beside the little river with its pebbly shores and rose-crowned banks has mouldered to dust. His grave unmarked, his merits unknown, his name and memory will soon have passed into oblivion.

But to the women, both the living and the dead, whose deed I have recorded, and to both of whom may justly be ascribed the womanly quality of gentleness, who yet in an emergency exhibited the sterner qualities of our nature, to them be praise. Of them and of their deed it may be said, "He was a stranger and they

took him in," kindly ministered to his wants while living, and then, when the end came, fashioned with unskilled but kindest hands his coffin, dug his grave and gave him decent burial. Faithful disciples who heeded that saying of the Master, "Inasmuch as ye have done it unto one of the least of these ye have done it unto me," to them be honor and lasting remembrance.

Thanks to them for the proof they have given us of the kind of stuff the pioneer women of Alpena county were made of.

Gripsack Brigade.

M. J. Rogan (Solomon Bros. & Lempert) has re-established his office in the Kanter building, Detroit, where he was located for many years. He will carry a full line of samples and will welcome any customers who may be pleased to call on him at that location.

A Flint correspondent writes as follows: J. W. Straughn, of this city, has purchased the boot and shoe stock of Dan Carpenter, at Oxford, and will continue the business at that place. The business will be conducted under his management while he continues to act as traveling salesman for the Thomas Briggs Shoe Co., of Toledo, with which he has been connected in that capacity for a number of years.

A Flint correspondent writes: Every year the Durant-Dort Carriage Co. entertains its traveling salesmen at its home office in this city, the gathering being made the occasion for an enjoyable time in a social way and for holding business sessions at which the past year in the vehicle trade is reviewed and suggestions are advanced and discussed concerning ways and means of continuing the Durant-Dort products in the front rank in the matter of styles and quality during the coming season. This annual meeting will be held July 10 to 16 inclusive, and representatives of the company will be present from every state east of the Mississippi. The programme of entertainment provides for a banquet, barbecue, an outing up the river and a frog supper at Lake Orion.

"Yes, we keep a number of salesmen on the road," said W. R. Farrand, of the Farrand Organ Co., Detroit, "but you know that a piano or organ can not be toted around the country in a sample case or trunk, so the salesmen display their goods by means of photographs. Photos of every part, as well as the completed instrument, are taken and it is up to the salesman to do the rest in the way of explanation. Naturally local dealers handle a great deal of the trade and the aim of manufacturers is to get their product into the hands of live dealers. When we find a field is not well covered we ship an instrument there and our salesman displays it and gives some dealer the agency. After all the instrument is the thing and we try to make it so good that one will sell another. We sell no goods at retail except at our four agencies—Detroit, Philadelphia, London and Paris."

*Paper by James A. Case, of Alpena, read at annual convention Michigan Pioneer and Historical Society.



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

Michigan State Pharmaceutical Association.

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

Uncle Sam Opposed To Turning Negroes White.

"Can the Ethiopian change his skin, or the leopard his spots?" Try "Marwin," a compound advertised "to turn the skin of the blackest of negroes to a lily white." At least that is the claim which was in a fair way to become established until the postoffice officials in Washington issued an order debarring from the use of the mails "Dr. Winfield & Co.," of Richmond, Va. The celebrated French scientist who "discovered" the compound claimed that it "would change red, black, blue, green or yellow to a beautiful pinkish white," but the beautiful changes are not to be effected, for department chemists have said that "marwin" is nothing more than bichloride of mercury, benzoin, glycerin and distilled water. Therefore Dr. Win & Co. lose.

Denied Use of Mails.

Baltimore, June 26—Postmaster General Cortelyou has come to the aid of unsophisticated negroes who have been buying a preparation guaranteed to "turn the blackest skin to purest white without pain, inconvenience or danger." The individual who, it is alleged, has been taking advantage of the guileless colored citizen is Dr. James A. Herlihy, of Chillicothe, Ohio, and the Postoffice Department at Washington issued an order a few days ago which denies him the use of the United States mails in furtherance of his scheme.

Herlihy has been working the same game on the negroes of Southern Ohio that was practiced recently, it is averred, by the Dr. Winfield Co., of Richmond, on the negroes of Richmond, Virginia, and other Southern States. He advertised for sale a chemical preparation which, externally at least, was warranted to change the Ethiopian into a Caucasian. "Black no more," is the alluring title of the great discovery, and it is sold for \$2 a bottle. The formula is practically the same as that of "Marwin," the "wonderful French boon," which the Richmond firm was palming off on the Old Dominion negroes. The ingredients are bichloride of mercury, tincture of benzoin, glycerin and distilled water, according to an analysis made by the Bureau of

Chemistry of the Agricultural Department. Herlihy, however, seems to have been less considerate of his victims than Winfield, for he charged double the price for his marvelous skin changer.

Medicines for Indians.

Francis E. Leupp, Commissioner of Indian Affairs, has adopted a policy which he believes will safeguard the interests of the Government, and the Indians as well, in connection with the contracts for the award of Indian supplies. In the purchase of medicines, for example, the commissioner, to test the purity of the drugs, has all the samples analyzed by a professor of chemistry at the Chicago University. Then he has a well-known druggist examine the drugs and the price list, and say whether the supplies are offered to the Government at a fair price. Quality is always placed before cheapness. In order to learn whether the drugs and hospital supplies are suitable for distribution among the Indians, the commissioner has one of his agency physicians, a man who has been among the Indians for fifteen years, pick out the kinds the Indians can be most easily induced to take.

Indians are more particular about the sort of bandage to bind their limbs and the appearance of the medicine they take than they are about the food they eat. Physicians have to respect many little prejudices along this line. Mr. Leupp believes by these methods he will get better materials, with less loss by reason of waste than heretofore.

The Drug Market.

Opium—Is very firm on account of advices from the primary market that the crop prospects are unfavorable and that there will be a small crop.

Morphine—Is as yet unchanged.

Quinine—Is dull with no prospects for higher prices.

Alcohol—Is very firm at the last advance, and as corn is advancing higher prices are looked for.

Cantharides, Russian — Continue high and stocks are small.

Menthol—As foreign markets are firm an advance is looked for.

Bayberry Bark—Is getting scarce and advancing.

Oil Neroli—Is reported scarce and higher abroad and will, no doubt, be advanced here.

Caraway Seed—Is in small supply and has advanced.

All honest doubt has its destination in some great truth.

Base Ball Supplies

Croquet
 Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.
 GRAND RAPIDS, MICH.

Fireworks



Low Prices to Close Out
 the Balance of Our
 Stock

Fred Brundage

37 & 34 Western Ave. Muskegon, Mich.

Wholesale Druggist

School Supplies and Holiday Goods

CHINESE FIRECRACKERS

40-64s Best quality Tiger Firecrackers, guaranteed, per box.\$1.00
 40-700s Lady Firecrackers, gilt wrappers, 700 in pack, a good little cracker. Per dozen packs.96
 40-40s No. 1 Cannon Crackers.
 40-52s Best Mandarin Crackers.
 200-8s Uncle Sam Penny Packs.
 At lowest market prices.

SALUTES, CANNON CRACKERS, ETC.

Young America Salutes, 3 in long 10-inch carton, 100 cartons in case. 3.25
 Boss Salutes, 5-in. long, 5 in carton, 100 cartons in case 3.00
 Dozen cartons38

THUNDERBOLTS

Five inch, Penny Salutes, loud-est and best, 100 in box. Per box.60

CANNON CRACKERS

All sizes—5½-in., 7½-in., 8½ in., 10-in., 12-in. Per box .15

CAN'T-BE-BEAT ASSORTMENT

Of Cannon Crackers—All sizes to retail at 2 for 1c to 10c each. Case 3.50

TORPEDO CANES AND AMMUNITION.

"Daisy" Single Shot Cane, Doz. .40
 "Perfect" Repeater Cane, bronze Per dozen75
 "Perfect" Repeater Cane, nickel Per dozen. 1.20
 National Repeater Canes, Doz. 2.00

CANE AMMUNITION

No. 1—50 in box, per doz. boxes .15
 No. 2—50 in box, per doz. boxes .25
 Repeater Ammunition, 100 in box, per dozen boxes.75

PISTOLS, PAPER CAPS, ETC.

Cap Pistols, per dozen .40 and .75
 Mammoth Paper Caps, 50s, per gross.65
 "Bull Dog" Blank Cartridge Pistol, per dozen75
 No. 22 Short Blank Cartridges, per thousand. 1.35
 Chinese Punk, 12 sticks in bundle, per dozen bundles.10
 Deviline Owl Horns, great noise makers, per dozen.85
 Muslin Flags, Bunting Flags, Lanterns, Candles, Balloons, Tissue Paper Decorations, Fans, etc. Our line is still complete.

FIREWORKS NOVELTIES

Latest and Best Sellers

PENNY GOODS

	Gross
Whistling Cracker Jack.....	.85
Whistling Common Cracker....	.85
Grasshoppers, extra large.....	.75
Snake Nests .....	.75
Snake in the Grass, extra large	.90
Whistling Bomb. ....	.85

FIVE CENT NOVELTIES

Assorted—3 doz. in box, 12 kinds, per box.	1.10
Doz.	
No. 0, Jeweled Fan .....	.35
No. 1 Tri-Colored Torch. ....	.35
No. 1 Whistling Bomb. ....	.35
Brilliant Fountains .....	.35
Illuminated Fountains .....	.35
Whistling Geysers .....	.35

TEN CENT NOVELTIES

Assorted—9 kinds, 1 doz. in box (Same would sell for 25c)	.75
Grand Cascade, per dozen....	.75
No. 2 Illuminated Volcano, per dozen. ....	.75
No. 2 Tri-Color Torch, shooting yellow meteors .....	.75

TWENTY-FIVE CENT NOVELTIES

Assorted—6 kinds, all large and good value, per dozen....	2.00
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MINES OF STARS, SERPENTS, ETC.

No. 1, per dozen.25
No. 2, per dozen.35
No. 3, per dozen.40
No. 4, per dozen. ....	.60
No. 5, per dozen. ....	.75

COLORLED FLOWER POTS

4-inch, per dozen .....	.12
6-inch, with handles, per dozen	.30

SERPENTS OR NIGGER

CHASERS

3-inch, per gross .....	.35
4-inch, per gross .....	.45

TRIANGLE WHEELS

1 ounce, per dozen. ....	.25
2 ounce, per dozen. ....	.35
3 ounce, per dozen. ....	.45
4 ounce, per dozen. ....	.75
Roman Candles, Sky Rockets, Colored Fire, Pin Wheels, Etc., all sizes at low prices.	

Exhibition displays for any amount on short notice and satisfaction guaranteed. Order goods shipped by express. The saving in price will pay the charges in most cases.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Declined—

Acidum	Ammonia	Balsamum	Cortex	Extractum	Ferru	Flora	Folia	Gummi	Herba	Magnesia	Oleum	Syrups	Tinctures	Miscellaneous	Paints	Varnishes			
Aceticum 60 75 Benzolium, Ger. 70 75 Boracic 6 17 Carbolicum 26 29 Citricum 42 45 Hydrochlor 3 4 Nitrochum 3 4 Oxalicum 10 12 Phosphoricum, dil. 15 15 Salicylicum 42 45 Sulphuricum 15 15 Tannicum 75 80 Tartaricum 38 40	Aqua, 18 deg 40 6 Aqua, 20 deg 60 8 Carbonas 13 15 Chloridum 12 14 Aniline 2 00 2 25 Black 2 00 2 25 Brown 30 1 30 Red 45 50 Yellow 2 50 3 90 Cubebae .po. 20 15 18 Juniperus 50 6 Kantboxylum 30 35	Copaiba 45 50 Peru 1 50 Terabin, Canada. 60 65 Tolutan 35 40 Abies, Canadian 18 Cassiae 20 Cinchona Flava 18 Buonymus atro. 30 Myrica Cerifera 30 Prunus Virgini 15 Quillaja, gr'd 12 Sassafras .po 25 34 Ulmus 40 Glycyrrhiza Gla. 24 30 Glycyrrhiza, po. 25 30 Haematox 11 10 Haematox, 1s 13 14 Haematox, 1/2s 14 15 Haematox, 1/4s 16 17 Ferru 15 Carbonate Precip. 2 00 Citrate and Quina 2 00 Citrate Soluble 55 Ferrocyanidum S. 40 Solut. Chloride 15 Sulphate, com'l, by 2 Sulphate, com'l, by bbl. per cwt 70 Sulphate, pure 7	Arnica 15 18 Anthemis 22 25 Matricaria 30 35 Barosma 25 30 Cassia 25 30 Tineveally 15 20 Cassia, Acutifol. 25 30 Salvia officinalis, 1/2s and 1/4s 18 20 Uva Ursi 8 10 Acacia, 1st pkd. 65 Acacia, 2nd pkd. 65 Acacia, 3rd pkd. 65 Acacia, sifted sts. 45 60 Aloe, Barb 12 14 Aloe, Cape 25 Aloe, Socotri 40 Ammoniac 55 60 Asafoetida 35 40 Benzoinum 50 55 Catechu, 1s 13 Catechu, 1/2s 14 Catechu, 1/4s 18 Camphorae 81 85 Euphorbium 61 60 Galbanum 1 25 Gamboge .po. 1 25 Guaiacum po 35 Kino .po. 45 Mastic 60 Myrrh .po 50 Opil 3 25 3 35 Shellac 40 50 Shellac, bleached 45 50 Tragacanth 70 1 00	Absinthium 4 50 4 60 Eupatorium oz pk 20 Lobelia 25 Majorum 25 Mentha Pip oz pk 23 Mentha Ver oz pk 25 Rue 39 Tanacetum V 22 Thymus V oz pk 25 Calcined, Pat. 55 60 Carbonate, Pat. 18 20 Carbonate K-M. 18 20 Carbonate 18 20 Absinthium 4 90 5 00 Amygdalae, Dulc. 50 60 Amygdalae Ama. 8 00 8 25 Anisi 1 45 1 50 Aurant Cortex 2 20 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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

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AU	Saleratus
AV	Salt Soda
AW	Salt
AX	Salt Fish
AY	Seeds
AZ	Shoe Blacking
BA	Snuff
BB	Soap
BC	Soda
BD	Spices
BE	Starch
BF	Sugar
BG	Syrups
BH	Tea
BI	Tobacco
BJ	Twine
BK	Vinegar
BL	Washing Powder
BM	Wicks
BN	Woodenware
BO	Wrapping Paper
BP	Yeast Cake

1	
AXLE GREASE	
Fraser's	
1lb. wood boxes, 4 dz.	3 00
1lb. tin boxes, 3 doz.	2 35
3 1/2 lb. tin boxes, 2 dz.	4 25
10lb. pails, per doz.	6 00
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00
BAKED BEANS	
Columbia Brand	
1lb. can, per doz.	9 1
2lb. can, per doz.	1 40
5lb. can, per doz.	1 80
BATH BRICK	
American	75
English	85
BROOMS	
No. 1 Carpet	2 75
No. 2 Carpet	2 35
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Parlor Gem	2 40
Common Whisk	85
Fancy Whisk	1 20
Warehouse	3 00
BRUSHES	
Scrub	
Solid Back 3 in	75
Solid Back, 11 in	95
Pointed ends	85
Stove	
No. 3	75
No. 2	1 10
No. 1	1 75
Shoe	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
W. R. & Co's, 15c size	2 00
W. R. & Co's, 25c size	2 25
CANNELS	
Electric Light, 8s	9 1/2
Electric Light, 16s	10
Paraffine, 6s	9
Paraffine, 12s	9 1/2
Wicks	20
CANNED GOODS	
Apples	
3 lb. Standards	75@ 80
Gals. Standards	2 35@ 2 40
Black berries	
Standards	85
Beans	
Baked	80@ 1 30
Red Kidney	85@ 95
String	70@ 1 15
Wax	75@ 1 25
Blueberries	
Standard	1 40
Brook Trout	
Gallon	5 75
2lb. cans, s. piced	1 90
Clams	
Little Neck, 1lb. 1 00	1 25
Little Neck, 2lb.	1 60
Clam Bouillon	
Burnham's 1/2 pt	1 90
Burnham's, pts	3 60
Burnham's, qts	7 20
Cherries	
Red Standards	1 30@ 1 50
White	1 50
Corn	
Fair	75@ 90
Good	1 00
Fancy	1 25
French Peas	
Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11
Gooseberries	
Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/2 lb.	2 15
Star, 1lb.	3 75
Picnic Tails	2 60
Mackerel	
Mustard, 1lb.	1 80
Mustard, 2lb.	2 80
Soused, 1 1/2	1 80
Soused, 2lb.	2 80
Tomato 1lb.	1 80
Tomato, 2lb.	2 80
Mushrooms	
Hotels	15@ 20
Buttons	22@ 25
Oysters	
Coe, 1lb.	90
Cove, 2lb.	1 70
Cove, 1lb. Oval	1 00
Peaches	
Pie	1 10@ 1 15
Yellow	1 65@ 2 25
Pears	
Standard	1 00@ 1 35
Fancy	2 00
Peas	
Marrowfat	90@ 1 00
Early June	90@ 1 00
Early June Sifted	1 05

2	
Plums	
Pineapple	
Grated	1 25@ 2 75
Sliced	1 35@ 2 55
Pumpkin	
Fair	70
Good	80
Fancy	1 00
Gallon	2 00
Raspberries	
Standard	@
Russian Caviar	
1/2 lb. cans	3 75
1lb. cans	7 00
Salmon	
Col'a River, falls	@ 1 80
Col'a River, flats	1 85@ 1 90
Red Alaska	1 35@ 1 45
Pink Alaska	@ 95
Sardines	
Domestic, 1/4s	3 1/2@ 3 3/4
Domestic, 1/2s	5
Domestic, Must'd 6	@ 9
California, 1/4s	11@ 14
California, 1/2s	17@ 24
French, 1/4s	7@ 14
French, 1/2s	18@ 28
Shrimps	
Standard	1 20@ 1 40
Succotash	
Fair	95
Good	1 10
Fancy	1 25@ 1 40
Strawberries	
Standard	1 10
Fancy	1 40
Tomatoes	
Fair	@ 80
Good	@ 85
Fancy	1 15@ 1 45
Gallons	2 40@ 2 60
CARBON OILS	
Barrels	
Perfection	@ 10 1/2
Water White	@ 10
D. S. Gasoline	@ 12 1/2
Deodor'd Nap'a	@ 12
Cylinder	29@ 34 1/2
Engine	16@ 22
Black, winter	9@ 10 1/2
CEREALS	
Breakfast Foods	
Pillsbury's Vitos, 3 doz	4 25
Bordeau Flakes, 36 1lb	4 05
Malta Vita, 36 1lb	2 85
Grape Nuts, 2 doz	2 70
Malta Ceres, 24 1lb	2 40
Cream of Wheat, 36 2lb	4 50
Egg-O-See, 36 pkgs	2 85
Mapl-Flake, 36 1lb	4 05
Excello Flakes, 36 1lb	2 75
Excello, large pkgs	4 50
Vigor, 36 pkgs	2 75
Force, 36 2lb	4 50
Zest, 20 2lb	4 10
Zest, 36 small pkgs	4 50
Ralston, 36 2lb	4 50
Dutch Rusk	
Cases	4 75
Bulk, per 100	55
Roll'd Oats	
Roll'd Avena, bbls	4 60
Steel Cut, 100lb sacks	2 35
Monarch, bbl	4 20
Monarch, 100lb sacks	1 95
Quaker, cases	3 10
Cracked Wheat	
Bulk	3 1/4
24 2lb. packages	2 50
CATSUP	
Columbia, 25 pts.	4 50
Columbia, 25 1/2 pts.	2 60
Snider's quarts	3 25
Snider's pints	2 25
Snider's 1/2 pints	1 30
CHEESE	
Acme	@ 10
Carson City	@ 10
Peerless	@ 10 1/2
Elsie	@ 12
Emblem	@ 12
Gem	@ 11 1/2
Ideal	@ 11 1/2
Jersey	@ 10 1/2
Riverside	@ 11
Warner's	@ 11
Brick	@ 9
Edam	@ 9
Leiden	@ 9
Limburt	14 1/2
Pineapple	40
Sap Sago	@ 19
Swiss, domestic	@ 14 1/2
Swiss, imported	@ 20

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

4

Imperial	9
Indiana Belle	15
Jersey Lunch	8
Lady Fingers	12
Lady Fingers, hand md	25
Lemon Biscuit Square	9
Lemon Wafer	16
Lemon Snaps	12
Lemon Gems	10
Lem Yen	11
Marshmallow	16
Marshmallow Cream	17
Marshmallow Walnut	17
Mary Ann	8 1/2
Malaga	11
Mich Coco F's'd honey	12
Milk Biscuit	8
Mich. Frosted Honey	12
Mixed Picnic	11 1/2
Molasses Cakes, 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	8 1/2
Pretzelettes, hand m'd	8 1/2
Pretzelettes, mch. m'd	7 1/2
Raisin Cookies	8
Revere	15
Richmond	11
Richwood	8 1/2
Rube Sears	9
Scotch Cookies	10
Snowdrops	16
Spiced Sugar Tops	9
Sugar Cakes, scalloped	9
Sugar Squares	9
Sultanas	15
Superba	8 1/2
Spiced Gingers	9
Urchins	11
Vienna Crimp	9
Vanilla Wafer	16
Waverly	10
Zanzibar	10
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	4 @ 4 1/2
Evaporated	6 @ 7
California Prunes	
100-125 25lb boxes	3
90-100 25lb boxes	3 1/2
80-90 25lb boxes	4
70-80 25lb boxes	4 1/2
60-70 25lb boxes	5
50-60 25lb boxes	5 1/2
40-50 25lb boxes	6
30-40 25lb boxes	6 1/2
1/4c less in 50lb cases	
Citron	
Corsien	@ 13 1/2
Currants	
Imp'd 1lb pkg	6 1/2 @ 7
Imported bulk	6 1/2 @ 7 1/2
Peel	
Lemon American	12
Orange American	12
Raisins	
London Layers, 3 cr	1 50
London Layers 4 cr	1 95
Cluster 5 crown	2 60
Loose Muscatels, 2 cr	5
Loose Muscatels, 3 cr	6
Loose Muscatels, 4 cr	6 1/2
L. M. Seeded, 1 lb	6 1/2 @ 7 1/2
L. M. Seeded, 1/2 lb	6
Sultanas, bulk	@ 8
Sultanas, package	@ 8 1/2
FARINACEOUS GOODS	
Beans	
Dried Lima	7 1/2
Med. Hd. Pk'd	1 75@ 1 80
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 12
Split, lb.	
Sago	
East India	33
German, sacks	33
German, broken pkg.	4
Tapioca	
Flake, 110lb. sacks	33
Pearl, 130lb. sacks	33
Pearl, 24 1lb. pkgs	5
FLAVORING EXTRACT	
Foots & Jenks	
Coleman	Van. Lem
2oz. Panel	1 20 7
3oz. Taper	3 00 10
No. 4 Rich. Blake	2 00 10

6	7	8	9	10	11
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. kegs ... 95 Bulk, 5 gal. kegs ... 90 Manzanilla, 8 oz. ... 90 Queen, pints ... 2 35 Queen, 19 oz ... 4 50 Queen, 28 oz ... 7 00 Stuffed, 5 oz ... 90 Stuffed, 8 oz ... 1 45 Stuffed, 10 oz ... 2 30 PIPES Clay, No. 216 ... 1 79 Clay, T. D., full count ... 85 Cob, No. 3 ... 85 PICKLES Medium Barrels, 1,200 count ... 5 00 Half bbls., 600 count ... 3 00 Small Barrels, 2,400 count ... 7 00 Half bbls., 1,200 count ... 4 00 PLAYING CARDS No. 90 Steamboat ... 85 No. 15, Rival, assorted ... 120 No. 20, Rover enameled ... 60 No. 672, Special ... 1 75 No. 98, Golf, satin finish ... 2 00 No. 808 Bicycle ... 2 00 No. 632 Tourist 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 ... 13 50 Short Cut ... 13 50 Bean ... 12 50 Pig ... 18 00 Brisket ... 15 00 Clear Family ... 12 50 Dry Salt Meats S P Bellies ... 9 1/2 Bellies ... 9 1/2 Extra Shorts ... 8 1/4 Smoked Meats Hams, 12lb. average ... 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) ... 13 Bacon, clear ... 10 1/2 @ 11 1/2 California Hams ... 7 1/2 Picnic Boiled Ham ... 12 1/2 Boiled Ham ... 17 Berlin Ham pr'd ... 8 Mince Ham ... 10 Lard Compound ... 5 1/4 Pure ... 8 50lb. tubs, advance ... 1 1/4 50lb. tubs, advance ... 1 1/4 50lb. tins, 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 1/2 Headcheese ... 6 1/2 Beef Extra Mess ... 9 50 Boneless ... 10 50 Rump, new ... 10 50 Pig's Feet 1/4 bbls. ... 1 10 1/4 bbls., 40lbs. ... 1 85 1/4 bbls. ... 3 75 1 bbl. ... 7 75 Tripe Kits, 15 lbs. ... 70 1/4 bbls., 40 1/2 ... 1 50 1/4 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 3/4 Fair Japan ... 3 1/2 @ 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	SALAD DRESSING Columbia, 1/2 pint ... 2 25 Columbia, 1 pint ... 4 00 Durkee's large, 1 doz. ... 4 50 Durkee's small, 2 doz. ... 2 25 Snider's large, 1 doz. ... 2 35 Snider's small, 2 doz. ... 1 85 SALARATUS Packed 60lbs. in box. Arm and Hammer ... 3 00 Deland's ... 3 00 Dwight's Cow ... 3 15 Emblem ... 2 10 L. P. ... 3 00 Wyandotte, 100 3/4 ... 3 00 SAL SODA Granulated, bbls ... 85 Granulated, 100lb cases ... 00 Lump, bbls ... 75 Lump, 145lb kegs ... 95 SALT Common Grades 100 3lb sacks ... 1 95 50 5lb sacks ... 1 85 28 10 1/2 sacks ... 1 75 56 lb. sacks ... 30 28 lb. sacks ... 15 Warsaw 56 lb. dairy in drill bags ... 40 28 lb. dairy in drill bags ... 20 Solar Rock 56lb. sacks ... 20 Common Granulated, fine ... 80 Medium fine ... 85 SALT FISH Cod Large whole ... 7 Small whole ... 6 1/4 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. ... 80 White Hoop mchs ... 80 Norwegian ... 75 Round, 100lbs ... 3 75 Round, 40lbs ... 1 75 Scaled ... 15 Trout No. 1, 100lbs ... 7 50 No. 1, 40lbs ... 3 25 No. 1, 10lbs ... 90 No. 1, 8lbs ... 75 Mackerel Mess, 100lbs. ... 13 50 Mess, 40lbs. ... 5 80 Mess, 10lbs. ... 1 65 Mess, 8lbs. ... 1 36 No. 1, 100lbs. ... 12 00 No. 1, 4lbs. ... 5 20 No. 1, 10lbs. ... 1 55 No. 1, 8lbs. ... 1 28 Whitefish No. 1 No. 2 Fam ... 9 50 100lb. ... 5 50 50lb. ... 2 10 10lb. ... 1 10 8lb. ... 90 SEEDS Anise ... 15 Canary, Smyrna ... 6 Caraway ... 8 Cardamom, Malabar ... 1 00 Celery ... 12 Hemp, Russian ... 4 Mixed Bird ... 4 Mustard, white ... 8 Poppy ... 8 Rape ... 4 1/2 Cattle Bone ... 25 SHOE BLACKING Handy Box, large, 3 dz. ... 50 Handy Box, small ... 1 25 Bixby's Royal Polish ... 85 Miller's Crown Polish ... 85 SNUFF Scotch, in bladders ... 37 Maccaboy, in jars ... 35 French Rapple, in jars ... 43 SOAP Central City Soap Co. Jaxon ... 2 85 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'w'r ... 4 00 Proctor & Gamble Co. Lenox ... 2 85 Ivory, 6 oz. ... 4 00 Ivory, 10 oz. ... 6 75 Star ... 3 10 A. B. Whisley Good Cheer ... 4 00 Old Country ... 3 40	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 Pine ... 5 10 Johnson's XXX ... 4 25 Nine O'clock ... 3 35 Rub-No-More ... 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots ... 9 00 Sapolio, half gross lots ... 4 50 Sapolio, single boxes ... 2 25 Sapolio, hand ... 2 25 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 ... 15 Nutmegs, 75-80 ... 45 Nutmegs, 105-110 ... 30 Nutmegs, 115-120 ... 30 Pepper, Singapore, blk. ... 25 Pepper, Singp. white ... 25 Pepper, shot ... 17 Pure Ground in Bulk Allspice ... 16 Cassia, Batavia ... 28 Cassia, Saigon ... 48 Cloves, Zanzibar ... 18 Ginger, African ... 13 Ginger, Cochlin ... 18 Ginger, Jamaica ... 25 Mace ... 65 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 STARCH Common Gloss 1lb packages ... 4 05 3lb. packages ... 4 1/2 6lb packages ... 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels ... 2 1/2 Common Corn 20lb packages ... 5 40lb packages ... 4 1/2 @ 7 SYRUPS Corn Barrels ... 22 Half Barrels ... 24 20lb cans 1/2 dz in case ... 55 10lb cans 1/2 dz in case ... 50 5lb cans 2 dz in case ... 65 2 1/2 lb cans 2 dz in case ... 70 Pure Cane Fair ... 16 Good ... 20 Choice ... 25 TEA Japan Sundried, medium ... 24 Sundried, choice ... 32 Sundried, fancy ... 36 Regular, medium ... 24 Regular, choice ... 32 Regular, fancy ... 36 Basket-fired, medium ... 31 Basket-fired, choice ... 38 Basket-fired, fancy ... 43 Nibs ... 22 @ 24 Siftings ... 9 @ 11 Fannings ... 12 @ 14 Gunpowder Moyune, medium ... 30 Moyune, choice ... 32 Moyune, fancy ... 40 Pingsuey, medium ... 30 Pingsuey, choice ... 30 Pingsuey, fancy ... 40 Young Hyson Choice ... 30 Fancy ... 36 Oolong Formosa, fancy ... 42 Amoy, medium ... 25 Amoy, choice ... 32 English Breakfast Medium ... 20 Choice ... 30 Fancy ... 40 India Ceylon, choice ... 32 Fancy ... 42	TOBACCO Fine Cut Cadillac ... 54 Sweet Loma ... 34 Hiawatha, 5lb pails ... 56 Hiawatha, 10lb pails ... 54 Telegram ... 30 Pay Car ... 33 Prairie Rose ... 49 Protection ... 40 Sweet Burley ... 44 Tiger ... 40 Plug Red Cross ... 31 Palo ... 35 Hiawatha ... 41 Kilo ... 35 Battle Ax ... 37 American Eagle ... 33 Standard Navy ... 37 Spear Head 7 oz. ... 47 Nobby Twist, 14 1/2 oz. ... 44 Jolly Tar ... 39 Old Honesty ... 43 Toddy ... 34 J. T. ... 38 Piper Heidsieck ... 66 Boot Jack ... 80 Honey Dip Twist ... 40 Black Standard ... 40 Cadillac ... 40 Forge ... 34 Nickel Twist ... 52 Mill ... 32 Great Navy ... 36 Smoking Sweet Core ... 34 Flat Car ... 32 Warpath ... 26 Bamboo, 16 oz. ... 25 I X L, 5lb ... 27 I X L, 16 oz. pails ... 31 Honey Dew ... 40 Gold Block ... 40 Flagman ... 40 Chips ... 33 Kilt Dried ... 21 Duke's Mixture ... 40 Duke's Cameo ... 40 Myrtle Navy ... 44 Yum Yum, 1 1/2 oz ... 39 Yum Yum, 1lb. pails ... 40 Cream ... 38 Corn Cake, 2 1/2 oz. ... 25 Corn Cake, 1lb. ... 22 Plow Boy, 1 1/2 oz. ... 39 Plow Boy, 3 1/2 oz. ... 39 Peerless, 3 1/2 oz. ... 35 Peerless, 1 1/2 oz. ... 38 Air Brake ... 36 Cant Hook ... 30 Country Club ... 32-34 Forex-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 ... 40 No. 2 per gross ... 50 No. 3 per gross ... 75 WOODENWARE Baskets Bushels, ... 1 10 Bushels, wide band ... 1 60 Market ... 35 Splint, large ... 6 00 Splint, medium ... 5 00 Splint, small ... 4 00 Willow, Clothes, large ... 7 00 Willow, Clothes, med. m. ... 6 00 Willow, Clothes, small ... 5 00 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 Cartons 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 ... 45 12lb. cotton mop heads ... 15 Ideal No. 7 ... 90	Pails 2-heop Standard ... 1 60 3-heop Standard ... 1 75 2-wire, Cable ... 1 70 3-wire, Cable ... 1 90 Cedar, all red, brass ... 1 25 Paper, Eureka ... 2 25 Fibre ... 2 70 Toothpicks Hardwood ... 2 50 Softwood ... 2 75 Banquet ... 1 50 Ideal ... 1 50 Traps Mouse, wood, 2 holes ... 22 Mouse, wood, 4 holes ... 45 Mouse, wood, 6 holes ... 70 Mouse, tin, 5 holes ... 65 Rat, wood ... 80 Rat, spring ... 75 Tubs 20-in., Standard, No. 1.7 ... 00 18-in., Standard, No. 2.6 ... 00 16-in., Standard, No. 3.5 ... 00 20-in., Cable, No. 1 ... 7 50 18-in., Cable, No. 2 ... 6 50 16-in., Cable, No. 3 ... 5 50 No. 1 Fibre ... 10 80 No. 2 Fibre ... 9 45 No. 3 Fibre ... 8 55 Wash Boards Bronze Globe ... 2 50 Dewey ... 1 75 Double Acme ... 2 75 Single Acme ... 2 25 Double Peerless ... 3 50 Single Peerless ... 2 75 Northern Queen ... 2 75 Double Duplex ... 3 00 Good Luck ... 2 75 Universal ... 2 65 Window Cleaners 12 in. ... 1 65 14 in. ... 1 85 16 in. ... 2 30 Wood Bowls 11 in. Butter ... 75 13 in. Butter ... 1 15 15 in. Butter ... 1 15 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 Stray ... 1 1/2 Fibre Manila, white ... 2 1/2 Fibre Manila, colored ... 4 No. 1 Manila ... 4 Cream Manila ... 3 Butcher's Manila ... 2 1/2 Wax Butter, short cut ... 13 Wax Butter, full count ... 20 Wax Butter, rolls ... 15 YEAST CAKE Magic, 3 doz. ... 1 15 Sunlight, 3 doz. ... 1 00 Sunlight, 1 1/2 doz. ... 50 Yeast Foam, 3 doz ... 1 15 Yeast Cream, 3 doz ... 1 00 Yeast Foam, 1 1/2 doz ... 58 FRESH FISH Jumbo Whitefish ... 12 1/2 No. 1 Whitefish ... 10 1/2 @ 11 Trout ... 8 1/2 @ 9 Halibut ... 10 Clisow or Herring ... 5 Bluefish ... 10 1/2 @ 11 Live Lobster ... 25 Boiled Lobster ... 25 Cod ... 12 1/2 Haddock ... 8 No. Pickerel ... 9 Pike ... 7 Perch, dressed ... 7 Smoked White ... 12 1/2 Red Snapper ... 11 Col. River Salmon ... 15 @ 16 Mackerel ... 15 @ 16 OYSTERS Cans F. H. Counts ... 40 Bulk Oysters F. H. Counts ... 2 25 Shell Goods Per 100 Clams ... 1 25 Oysters ... 1 25 HIDES AND PELTS Hides Green No. 1 ... 10 Green No. 2 ... 10 Cured No. 1 ... 11 1/4 Cured No. 2 ... 10 1/4 Calfskins, green No. 1 ... 13 Calfskins, green No. 2 ... 11 1/4 Calfskins, cured No. 1 ... 13 1/2 Calfskins, cured No. 2 ... 12 Steer Hides, 60lbs over 11 1/2 Pelts Old Wool ... 25 @ 75 Lamb ... 25 @ 75 Shearlings ... 5 @ 50 Tallow No. 1 ... 4 1/4 No. 2 ... 3 1/4 Wool Unwashed, medium ... 30 @ 31 Unwashed, fine ... 23 @ 26 CONFECTIONS Stick Candy Pails Standard ... 8 Standard H. H. ... 8 Standard Twist ... 8 1/4 Cut Leaf ... 8	Jumbo, 32lb. cases Extra H. H. ... 9 Boston Cream ... 10 Olde Time Sugar stick 30lb case ... 12 Mixed Candy Grocers ... 6 Competition ... 7 Special ... 7 1/2 Conserve ... 7 1/2 Royal ... 8 1/2 Ribbon ... 10 Broken ... 8 Cut Leaf ... 9 Leader ... 8 1/4 Kindergarten ... 10 Bon Ton Cream ... 9 French Cream ... 10 Star ... 11 Hand Made Cream ... 15 Premio Cream mixed ... 13 O F Horehound Drop ... 11 Fancy-In Pails Gypsy Hearts ... 14 Coco Bon Bons ... 12 Fudge Squares ... 12 1/2 Peanut Squares ... 9 Sugared Peanuts ... 11 Salted Peanuts ... 11 Starlight Kisses ... 11 San Blas Goodies ... 12 Lozenges, plain ... 10 Lozenges, printed ... 10 Champion Chocolate ... 11 Eclipse Chocolates ... 13 Eureka Chocolates ... 13 Quintette Chocolates ... 12 Champion Gum Drops ... 8 1/2 Moss Drops ... 10 Lemon Sours ... 10 Imperial ... 11 Ital. Cream Opera ... 12 Ital. Cream Bon Bons 20lb pails ... 12 Molasses Chews, 15lb. cases ... 12 Golden Waffles ... 12 Topazolas ... 12 Fancy-In 5lb. Boxes Lemon Sours ... 55 Peppermint Drops ... 66 Chocolate Drops ... 60 H. M. Choc. Drops ... 35 H. M. Choc. Lt. and Dark No. 12 ... 1 06 Bitter Sweets, ass'd ... 1 25 Brilliant Gums, Cryso ... 60 A. A. Licorice Drops ... 90 Lozenges, plain ... 55 Lozenges, printed ... 55 Imperial ... 60 Mottos ... 60 Cream Bar ... 65 G. M. Peanut Bar ... 55 Hand Made Crms, 80 @ 90 Cream Buttons, Pep. and Wintergreen ... 65 String Rock ... 60 Wintergreen Berries ... 60 Old Time Assorted, 25 lb. case ... 2 75 Buster Brown Goodies ... 3 50 30lb. case ... 3 50 Up-to-Date Assmt, 32 lb. case ... 3 75 Ten Strike Assort- ment No. 1 ... 6 50 Ten Strike No. 2 ... 6 00 Ten Strike No. 3 ... 8 00 Ten Strike, Summer as- sortment ... 6 75 Kalamazoo Specialties Hanselman Candy Co. Chocolate Maize ... 18 Gold Medal Chocolate Almonds ... 18 Chocolate Nugatines ... 18 Quadruple Chocolate ... 15 Violet Cream Cakes, bx90 Gold Medal Creams, pails ... 13 1/2 Pop Corn Dandy Smack, 24s ... 65 Dandy Smack, 100s ... 2 75 Pop Corn Fritters, 100s ... 50 Pop Corn Toast, 100 ... 60 Cracker Jack ... 30 Pop Corn Balls, 200s ... 1 20 Cicero Corn Cakes ... 5 per box ... 60 NUTS-Whole Almonds, Tarragona ... 15 Almonds, Avica ... 15 Almonds, California sft shell, new ... 15 @ 16 Brazil ... 13 @ 14 Filberts ... 13 @ 14 Cal. No. 1 ... 14 @ 15 Walnuts, soft shelled ... 12 Walnuts, Chili ... 12 Table nuts, fancy ... 13 Pecans, med. ... 10 Pecans, ex. large ... 11 Pecans, Jumbos ... 12 Hickory Nuts pr bu Ohio new ... 1 75 Cocoanuts ... 4 Chestnuts, New York State, per bu ... 4 Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves ... 45 Walnut Halves ... 25 Filbert Meats ... 25 Alicante Almonds ... 33 Jordan Almonds ... 47 Peanuts Fancy, H. P. Suns ... 6 Fancy, H. P. Suns, Roasted ... 7 Choice H. P. Jb. ... 7 1/2 Choice, H. P. Jumb. bo, Roasted ... 8 1/2

Special Price Current

AXLE GREASE



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

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
3/4 lb cans 3 75
1 lb cans 4 80
3 lb cans 13 00
5 lb cans 21 50

BLUING

Arctic, 4oz ovals, p gro 4 00
Arctic, 8oz ovals, p gro 6 00
Arctic, 16oz ro'd, p gro 9 00

BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes
Per case 4 00
Wheat Grits
Cases, 24 2lb pack's.. 2 00

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31

Geo. H. Seymour & Co.
Morton House Bouquet 55
Morton House Bouquet 70
Invincible 33
119 30
Little Chick. 30

Worden Grocer Co. brand
Ben Hur 35

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand. 35
Standard 35
Puritans 35
Panatellas, Finas. 35
Panatellas, Bock 35
Jockey Club. 35

COCOANUT

Baker's Brazil Shredded



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

FRESH MEATS

Beef

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

Pork.

Loins @ 9 1/2
Dressed @ 6 1/2
Boston Butts @ 7 1/4
Shoulders @ 7 1/2
Leaf Lard. @ 7 3/4

Mutton

Carcass @ 7 1/2
Lamb's @ 12

Veal

Carcass 5 1/2 @ 8



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 29

Jute

40ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

Cotton Victor

50ft. 1 10
60ft. 1 15
70ft. 1 60

Cotton Windsor

50ft. 1 30
60ft. 1 44
70ft. 1 80
80ft. 2 00

Cotton Braided

40ft. 95
50ft. 1 35
60ft. 1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s B'ds.



White House, 11b
White House, 21b
Excelsior, M & J, 11b
Excelsior, M & J, 21b
Tip Top, M & J, 11b
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
National Grocer Co., De-
troit and Jackson; F. Sau-
nders & Co., Port Huron;
Symons Bros. & Co., Sag-
inaw; Meisel & Goeschel,
Bay City; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.



CONDENSED MILK

4 doz. in case

Gail Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 2 in 9
2 to 2 in 11
2 in 15
3 in 39

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 16
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

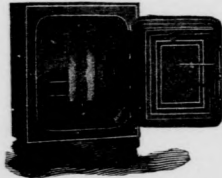
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz . . . 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Place
your
business
on
a
cash
basis
by
using
Tradesman
Coupons

A Busy Summer for Both of Us

Our July catalogue makes that a certainty.

Years ago we learned that if we provided what would make business for you we were sure to be busy ourselves.

For summer you've simply got to have values that actually COMPEL trade your way. And, too, your selling prices must sound alluringly little.

It's among 5 and 10 cent goods you find your ideal summer leaders. And on the Goldenrod pages of our July catalogue are specials that neither your customers nor YOU would expect to find among 5 and 10 cent goods.

Those Goldenrod pages represent six months of effort by our buyers to make our July 5 and 10 cent sale surpass the overwhelming success of our special January sale of the same goods.

These amazing 5 and 10 cent specials are reasons why you need our July catalogue, over and above the reasons due to the fact that every catalogue of ours is regularly made particularly helpful for the one month in which it is issued.

Our July catalogue is No. J544. Write now.

Butler Brothers

Wholesalers of Everything
By Catalogue Only

New York

Chicago

St. Louis

BUSINESS-WANTS DEPARTMENT

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

BUSINESS CHANCES.

For Sale—A good millinery stock and fixtures in a small town. Good reasons for selling. Address Box 257, Stanton, Mich. 711

For Sale or Exchange—\$6,000 stock general merchandise. Write Evans & Holt, Fremont, Mich. 712

Wanted—To buy a clean and up-to-date stock of general hardware in a manufacturing town of 500 to 3,000 inhabitants, in Michigan. Must be cheap. No bonus. If you mean business address J. F. Cooper, 400 21st Ave., Milwaukee, Wis. 710

For Sale—Stock groceries and fixtures, invoicing about \$1,000. Located in one of the best towns in Southern Michigan. Reason for selling, other business. Address No. 708, care Michigan Tradesman. 708

Wanted—Partner with \$5,000 or \$10,000 in established overall factory. Increasing business demands more capital. Ben. J. Martin Mfg. Co., Springfield, Mo. 707

For Sale or Rent—Brick store in Jackson county. Best location in village of 350 inhabitants. Splendid opening for drug and general store. Address 600 S. Saginaw St., Flint, Mich. 703

For Sale—Clean stock cigars, tobacco, news, etc. Fine location, good business. Low rent. L. W. Le Vant, Traverse City, Mich. 704

For Sale for cash only; new stock of general merchandise, principally dry goods, shoes and groceries; splendid location; steam heat, cash carriers, lighting plant, glass floor cases; everything modern; doing good business; fine building; rent reasonable; located at Hudson, Lincoln county, S. D., in the best farming community in the state. Don't expect to buy this stock at any great sacrifice. Will charge no bonus, but will sell right; \$13,000 stock; will reduce to suit purchaser; present owner has other interests that demand his attention. Address Oscar C. Olson, Hudson, S. D. 705

For Rent or Sale—My meat market. Good location for any business. Address 630 5th St., Traverse City, Mich. 706

For Sale—Rushing department store at Toledo. Bargain. Address 1409 Wayne St., Toledo, Ohio. 709

For Sale—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713

For Sale—What remains of our stock of general merchandise, mostly dry goods, some shoes, etc. Inventories about \$450. Fifty per cent. of cost in cash takes it. H. S. Rogers Co., Copemish, Mich. 714

Wanted—Every baker, cook, candy maker, ice cream maker and soda water dispenser to have one of my famous books, "The Bakers' Trade Simplified and Key to the Art of Ice Cream and Candy Making." By the aid of this great book you can master any of these arts. Sent post paid on receipt of \$1.50 to L. E. Priegel, Creston, Iowa. 715

For Sale—Stock of groceries and fixtures, invoices about \$2,500, at Hicksville, O.; 3,000 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

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—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—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—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—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

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 growing 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 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—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

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

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—\$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

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

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morr's Ave., South, Grand Rapids, Mich. 835

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

For Sale—\$8,000 stock of boots, shoes and rubber goods. Good established business and all new desirable goods. Only exclusive shoe stock in city. Owner's health failed and stock will be closed out for cash or good securities. Thrifty town of 3,000 in Central Michigan. Address Lock Box 83, Corunna, Mich. 641

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

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 trades will be entertained, but reasons for selling will be entirely satisfactory to the purchaser. Address No. 422, care Michigan Tradesman. 422

For Sale—Bakery. Good location. Doing nice business. Apply to Judson Grocer Co. 589

POSITIONS WANTED.

Wanted—Position in shoe store as clerk or manager. Have had 15 years' experience. Best of references furnished. Address No. 667, care Michigan Tradesman. 667

HELP WANTED.

Wanted—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

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

Want Ads. continued on next page.



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and have never had a failure because we come ourselves and are familiar with all methods of auctioneering. Write to-day.

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

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at the results obtained from

Expert Auctioneering

That's our business
We promise little
We do much
We please
We satisfy
We get results
Our best references are
our present sales
Write today



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Chicago

The Grain Market.

Harvest is getting quite general now in the Southwest and the reports as to yields and quality are very encouraging. Reports from Kansas would indicate a crop of from eighty to eighty-five million bushels, but the estimates from various sections are so conflicting that an accurate line can not be had on the crop until threshing returns begin to come in. The worst reports come from along the Oklahoma line. Taking the winter wheat crop as a whole it is generally conceded that we will not have anywhere near the total which the Government crop indicated thirty and sixty days ago; it will fall short at least 100,000,000 bushels of that mark. The outlook for wheat in this State is fine; it is well headed and with good weather for harvest we should produce an average crop of 20,000,000 to 25,000,000 bushels. The Northwest has sent in numerous complaints of damage from rust and too much wet, and the unfavorable weather predictions for that territory have given the bulls more heart to play the market for their full line.

The corn situation is attracting considerable attention at present, and cash corn has shown an advance of about 2c per bushel for the week. Wet and backward weather throughout the corn belt has made the buying of futures very general and cash corn has responded very readily to the options. Receipts are fairly liberal and the demand is fully equal to the supply. A few days of good warm growing weather will undoubtedly strengthen the position of the bears and give them more courage to short the market.

Oats continue practically unchanged for the week. The movement of cash oats has not been liberal, but sufficient to take care of all orders. The condition of the growing crop indicates a very liberal yield, but the chief argument seems to be that oats are too cheap as compared with corn, wheat and rye, and that they should advance at least 3@5c per bushel on their actual feed value as compared with the other grains.

L. Fred Peabody.

Had Good Time Notwithstanding Bad Weather.

Hancock, June 22—The butchers of the Portage Lake towns were unfortunate in having a rainy morning for their annual parade and picnic yesterday. The day started out with indications of wet weather and about 9 o'clock the rain began to pour heavily. It looked for a time as if the parade, which was to have been one of the principal features of the celebration, would have to be called off, but about 11 o'clock the weather cleared and the butchers marched to the Hancock grove, where the games and contests were scheduled to take place. The parade was headed by a banner carried by two boys and following came the full Quincy band. A considerable number of the Hancock and Houghton butchers were in line, wearing white aprons and caps. Several decorated wagons brought up in the rear of the procession. There

would have been a much larger turnout but for the unpropitious weather, which prevented many from taking part. Several floats had been partially prepared, but when it looked as if the parade would have to be abandoned they were dismantled.

A speech by the President of the day, Daniel Holland, was made on the arrival of the parade at the grove and then dancing was in order all day and continued into the evening.

The games and contests included killing competitions and also a sausage eating match for boys. A baseball game between Hancock and Atlantic teams was one of the features of the afternoon.

All the butcher shops and meat markets in Hancock, Houghton, the South Range and Dollar Bay were closed in order to allow the employees to participate in their annual picnic.

Changes Made in Strength of Tinctures.

Longport, N. J., June 26—I have directed the printers of the Pharmacopoeia, J. B. Lippincott Company, to send you an unbound copy of the Pharmacopoeia of the United States of America, Eighth Decennial Revision. I shall take pleasure in sending you, before the close of the year, a bound copy in addition. The reason for sending you the unbound copy is, of course, to place in your hands one of the first copies available, for review.

Permit me to call your attention to the preface, page XXXVII., and to the succeeding pages up to LXXV. The tables from page LIX. to page LXXV. give in succinct form the changes which have been made from the old Pharmacopoeia. I would ask you, in the interest of your readers and of the medical and pharmaceutical professions generally, to print in a prominent place in your journal the statement that the strength of tincture of strophanthus has been increased from 5 per cent. to 10 per cent., that of tincture of aconite reduced from 35 per cent. to 10 per cent., and of tincture of veratrum from 40 per cent. to 10 per cent.

Trusting that you will find much to commend and little to condemn, I remain,

Joseph P. Remington, Chairman.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 28—Creamery, 18@21c; dairy, fresh, 14@17c; poor, 12@14c.

Eggs—Fresh, 16@17c.

Live Poultry—Fowls, 11c; ducks, 12@13c; geese, 10@11c; springs, 22@24c.

Dressed Poultry—Fowls, 12@14c; old cox, 10c.

Beans—Hand picked marrows, new, \$2.75@3; mediums, \$2.15@2.20; peas, \$1.75@1.80; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—Round white, 25@28c; mixed and red, 23@25c.

Rea & Witzig.

John Czachorski, of 232 West Bridge street, will move his stock of footwear to 280 Butterworth avenue about July 15.

Started in the Excursion Business Early.

Kalamazoo, June 23—In spite of the smallness of the crowd and the fact that none of the places of amusement at Ottawa Beach have been opened yet, the Kalamazoo grocers and butchers and their friends had a good time yesterday. It was the smallest crowd which has gone on this excursion since it became an annual affair.

When the excursionists arrived at Ottawa Beach they were informed to their surprise that the resorts there would not be opened until the Fourth of July. Because of this, the programme prepared for the day was abandoned and the crowd was left to its own resources. A large number took the boat to Saugatuck, a few went to Grand Rapids and the others enjoyed themselves in various ways. They returned to Kalamazoo early in the evening, arriving here about 9:30 o'clock.

All the groceries and butcher shops in the city were closed during the day on account of the excursion.

Crystal Business Men Touch Elbows.

Crystal, June 26—A number of the business men of the village, upon the invitation of Henry Phillips, recently met at the Crystal pharmacy with the view of inaugurating a business men's association. This is something that should have been done several years ago and will be of great benefit to the village if such an organization will take up the matter of village improvements.

A fair representation of the business men were present and the following officers were elected:

President—H. S. Phillips.

Vice-President—Fred Kimball.

Secretary—M. N. Mason.

Treasurer—A. McCabe.

Committee on Entertainment—Geo. Fink, E. E. Steffey, Charles Kimball.

Committee on Articles of Agreement and Order of Business—M. N. Mason, C. W. La Du, Geo. Fink.

From Hardware To Banking.

Mecosta, June 27—I have sold my hardware stock here to M. Carman & Co., who will take possession next week. Ray Carman will manage the business. I have purchased the brick bank building, erected here in 1903, and about Aug. 1 will open a bank under the name of B. S. Henry. Am putting in a new burglar safe and vault and new fixtures throughout.

B. S. Henry.

The Boys Behind the Counter.

Ann Arbor—Robert Schumacher has resigned his position with the firm of Cutting, Reyer & Co. to accept a more lucrative one with the J. N. Mockett Co., of Toledo, and will enter upon his new duties July 10.

Hudson—Bert E. Winn, who has held the position of clerk in the G. W. Shields grocery, has retired from that position to take up work in a like capacity in Dr. H. H. Clement's grocery. Thomas McNulty, who has been clerking for Dr. Clement for several months past, and whose place Mr. Winn takes, has gone to Detroit,

where he has an excellent position in the Coon grocery house.

Central Lake—Miss Laura M. Brouwer, who for the past seven years has served Thurston & Co. in the capacity of clerk and book-keeper, was married on Wednesday of last week to Frederick W. Mohrmann, a well-to-do farmer of this place.

The people of the Danish West Indies are again asking that they be allowed to join the United States. The project was up three years ago, but was defeated in the Danish Parliament. Meantime conditions in the Islands have grown steadily worse and the people insist that annexation is the only thing that will bring them any satisfactory degree of prosperity.

During the recent hot wave there was a great increase in the number of arrests in nearly all the cities and police officials express positive belief that there is a direct relation between heat and crime. It is a matter of common knowledge that drunkenness is most prevalent when the temperature becomes oppressive, and it seems to be true that deeds of violence are also more numerous.

May a minister own an automobile, and if so may he use it on Sunday as on other days? This question has been provoked by the pastor of a church at Oxford, Ind. He has a machine and uses it just like any sinner. His congregation is divided as to whether he should be allowed to remain or be removed. Other churches will have the same controversy before long.

President Schurmann, of Cornell, praises Theodore Roosevelt and Grover Cleveland as examples of sterling honesty in public life which renders their characters national assets. Their worst enemies never called Roosevelt nor Cleveland dishonest. They have never been afraid to tell the truth.

Lakeview—E. B. Stebbins will move his furniture plant from this place to Sturgis, the latter place having offered a site and also subscribed for \$10,000 stock in the Stebbins Manufacturing Co.

Business Wants

BUSINESS CHANCES.

I have a \$5,000 A1 shoe and clothing stock and want to share room with any live shoe, dry goods, clothing or general store-keeper in a town of from 3,000 to 25,000 inhabitants. Object—Inauguration of a big sale. P. L. Feyreisen, 12 State St., Chicago, Ill. 720

For Sale—Cold storage house in hustling Illinois city of ten thousand population. Bargain. Henry Patterson, Ann Arbor, Mich. 718

Wanted—Drug store. Will trade 95 acre farm worth \$3,500, if location suits. Address "K," care Michigan Tradesman. 717

HELP WANTED.

Wanted—At once a sober, all around meat cutter. Address No. 719, care Michigan Tradesman. 719

Wanted—Grocery salesmen to handle a specialty as a side line; an article used by every housewife and sold by every grocer; liberal commission; all correspondence confidential. Address A. S. B., Lock Box 745, Newark, Wayne County, N. Y. 716