

# MICHIGAN TRADESMAN

Twenty-Second Year

GRAND RAPIDS, WEDNESDAY, JULY 5, 1905

Number 1137

## Collection Department

R. G. DUN & CO.  
Mich. Trust Building, Grand Rapids  
Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made every where for every trader.  
C. E. McCORNE, 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.

**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.  
**3 1/2 Per Cent.**  
Paid on Certificates of Deposit  
Banking By Mail  
Resources Exceed 2 1/2 Million Dollars

**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

**GRAND RAPIDS**  
**FIRE INSURANCE AGENCY**  
W. FRED McBAIN, President  
Grand Rapids, Mich. The Leading Agency  
**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

Use Tradesman Coupons

## IMPORTANT FEATURES.

2. Criminal Contracts.
4. Around the State.
5. Grand Rapids Gossip.
6. Men of Mark.
9. Editorial.
9. Bench and Bar.
12. Reduction Sales.
14. Butter and Eggs.
15. New York Market.
16. Clothing.
18. Watching Employes.
20. Clerk's Corner.
25. Woman's World.
28. Men of Mark.
30. Increasing the Income.
32. Shoes.
36. College Men.
38. Dry Goods.
40. Commercial Travelers.
42. Drugs.
43. Drug Price Current.
44. Grocery Price Current.
46. Special Price Current.

## RUSSIA'S DREAM OF EMPIRE.

That Russia has at last been brought to realize that her ambition to create a new empire in the Far East with ice-free ports has come to naught is shown by the recent abolition of the office of Viceroy of the Far East, and the retirement of Admiral Alexieff to private life, which is very much like retirement in disgrace, although the Admiral still remains one of the Emperor's aids-de-camp. It was Alexieff and a gang of speculators that were mainly responsible for the intrigues and breaches of faith that accompanied the Russian enterprise in Manchuria and that were back of the further ambition to absorb Corea.

That Alexieff was something of an administrator must be admitted, as he had undoubtedly succeeded in Russianizing Manchuria within a few years to an extent that was astonishing, but he was wonderfully shortsighted when he underestimated the resources and intentions of the Japanese. That Alexieff and his fellow-speculators expected war is pretty certain, but he was willing to provoke it as a convenient means of carrying out Russian schemes. He never for a moment believed that Japan could prevail against Russia.

All the Russian hypocrisy and duplicity connected with the repeated promises to evacuate Manchuria are laid bare in a recent "Red Book," issued by the Russian Government itself, which narrates the history of events of the year preceding the outbreak of hostilities. It was the Czar's first intention to evacuate Manchuria, but Admiral Alexieff vigorously fought that view and declared to the Emperor "that it would be impossible for Russia to leave Manchuria without losing prestige." As a solemn promise had been given to leave, it was necessary to break faith to maintain prestige. Alexieff prevailed with the Emperor, and it was determined not only to hold Manchuria, but to refuse to recognize Japan's claims to a similar position in Corea. It ap-

pears to have been part of the Russian plan to lure Japan into seizing Corea and then appeal to the Powers against the infringement of Corean independence. That the Czar expected war is proven by the fact that an immense fleet had been gathered in the Far East, and the armies of East Asia were mobilized a full month before the outbreak of hostilities. The Czar telegraphed Alexieff a little before hostilities commenced that it was desirable that Japan, and not Russia, should commence hostilities. If, however, the Japanese fleet came into the waters of Northern Corea the Russian fleet was to attack without a declaration of hostilities. Here is a strong indication that war was not only expected, but actually desired by Russia, so confident were Alexieff and his friends that the subjugation of the Japanese would be comparatively easy.

In the light of these revelations by the Russian government itself, there can be no doubt whatever where the true responsibility for the war rests. The Czar has had ample cause to repent of the influence Alexieff exerted over him. What has been done cannot be undone, but the fact that the Admiral has been relegated to private life would seem to indicate that the Czar has abandoned the dream of a new empire in the Far East and has determined to make the best peace terms possible. The Manchurian story is a terrible page in Russian history. Defeat is not a new thing for Russia, but never before has she been so completely beaten and her prestige so lowered as during the present war.

Now that Senator Alger announces his intention to retire from the U. S. Senate, it is in order for W. C. McMillan to replenish his supply of \$5 gold pieces and start out on the war-path. Mr. McMillan inherited his father's ambition and millions, but not his brains, and evidently acts on the assumption that he can buy his way into the Senate by strewing the path with gold pieces and champagne bottles.

No man should invest in a get-rich-quick scheme unless he can afford to lose the money.

No one ever reaches the top of the ladder unless he starts at the bottom of it.

A woman's idea of perfect happiness is a secret sorrow that everyone knows about.

The correct way to spell vacation trips is t-i-p-s.

## GRAND TRUNK METHODS.

A Grand Rapids shipper recently had a peculiar experience with the Grand Trunk Railway which plainly shows the inability of the local management to treat local shippers with any degree of satisfaction. Having occasion to make a carlot shipment to Ionia, he requested that a freight car be turned over to the G. R. & I. to be switched near his place of business so as to avoid the long haul to the D. & M. freight depot. It took two days to secure this concession, but when the G. R. & I. finally received the car on the Y, it was found that it had a leaky roof and was devoid of a drawbar. It required two days more to get the D. & M. to replace this poor old wreck—which is typical of most of the rolling stock of the line—with a car that would carry the load. The G. R. & I. promptly switched the car to the proper sidetrack and it was filled the same day by the shipper, who notified the D. & M. agent that it would be placed on the Y the next morning. Two days later word reached the shipper that the car still lay on the Y, and it was not until two days still later that the car was finally started on its way to Ionia—ten days having been consumed in getting the Grand Trunk to perform a service which any American line—conducted by American people on American ideas—would have accomplished within the space of twenty-four hours at the longest. The Grand Trunk pretends that it wants Grand Rapids business, but every time it gets a chance to serve a shipper who is compelled to use the line to reach some Grand Trunk point, it plainly shows its inability to meet competition on any reasonable basis. The road is fifty years behind the times in management, rolling stock and equipment generally—depot buildings included—and any one who attempts to have any dealings with the line is called upon to exercise the patience of Job.

That glow of good feeling traditionally believed to follow a kind act is dampened when one is not exactly sure whether or not he has been proved an easy mark.

Success does not always mean the amassing of wealth. It is narrowness that uses dollars as the only standard of greatness.

It is wonderful what a comfortable doctrine the survival of the fittest is to those who survive.

The world isn't any worse than it was when you were young. You've merely got on to it.

## CRIMINAL CONTRACTS.

## They Are No Longer Permissible in Michigan.

It is a matter of congratulation that Senator Fyfe was able to secure the enactment of his Senate Bill No. 163, which puts an effectual embargo on the making and maintaining of such contracts as have been enforced for some years past by the International Harvester Co., otherwise known as the harvester trust. The measure passed by the Legislature and signed by the Governor is as follows:

## A BILL.

Declaring it unlawful to make or enter into certain contracts, understandings or agreements, and to provide a punishment therefor. The People of the State of Michigan enact:

Section 1. That all contracts, understandings and agreements, made or entered into by and between parties capable of making a valid contract, the purpose or intent of which is to prohibit, restrict, limit, control or regulate the sale of any article of tools, implements, machinery, vehicles, or appliances designed to be used in any branch of productive industry; or to enhance or control or regulate the price thereof; or in any manner to restrict, limit, regulate or destroy free and unlimited competition in the sale thereof, shall be deemed illegal and void as in restraint of trade: Provided, That nothing in this act shall be construed to impair or invalidate agreements or contracts known to the common law and in equity as those relating to good will of trade.

Sec. 2. Contracts, understandings and agreements of the following nature, whether written or oral, are hereby declared to be illegal and void under the provisions of section 1 of this act:

First. Contracts compelling and requiring that any particular make or brand of any article of tools, implements, machinery, vehicles or appliances, designed to be used in any branch of productive industry, shall be dealt in or sold, by either party to such contract, to the exclusion of all other makes or brands of such article or articles.

Second. Contracts providing for the exclusive sale of certain makes or brands of articles of tools, implements, machinery, vehicles, or appliances designed to be used in any branch of productive industry, and stipulating certain sums to be paid as liquidated damages to either party for every article so sold of other than the specified make or brand.

Sec. 3. Any person making or entering into any contract, understanding or agreement made illegal by

the terms of this act, or who shall do any act in pursuance of carrying the same into effect in whole or in part, shall be deemed guilty of a misdemeanor, and shall, upon conviction,



Hon. Andrew Fyfe

be punished by a fine of not less than ten nor more than one hundred dollars, or by imprisonment in the county jail not more than ninety days, or by both such fine and imprisonment at the discretion of the court.

Sec. 4. Any partnership limited, or corporation, organized under the laws of this State, or authorized to carry on business in this State, which shall

make, execute or enter into any contract, understanding or agreement made illegal under the terms of this act, or shall do any act in pursuance of carrying the same into effect in whole or in part, shall be deemed to be guilty of a misuser and shall forfeit its charter and all rights thereunder.

Sec. 5. It shall be the duty of the Attorney General to file an information in the nature of quo warranto, upon his own relation, or the relation of any person, or leave granted, against any corporate body whenever it shall violate any of the provisions of this act.

Sec. 6. Any person who shall be injured in his business or property, through the making or operating of any contract, understanding or agreement, made in violation of this act, shall have a right of action against the parties to such contract, understanding or agreement for all damages sustained by him in consequence thereof, and may recover the same in any court of competent jurisdiction.

Senator Fyfe was born at Glasgow, Scotland, April 27, 1863. He came to this country with his parents when 3 years of age and settled in the Province of Ontario, Canada, where he attended the common schools until the family moved to Grand Rapids in 1879. He began life in the United States as a furniture worker and in 1884 was engaged as a reporter on Grand Rapids newspa-

pers. He was appointed clerk of the Superior Court of Grand Rapids in 1887, and while holding that office studied law, passed an excellent examination and was admitted to the bar. He resigned that office to accept the appointment of Surveyor of Customs for the port of Grand Rapids, tendered him by President Cleveland in 1893. Since 1897 he has given his attention to law and insurance business. Mr. Fyfe was known as a forcible campaign speaker for the Democracy until 1896, when he left that party upon the money issue and stumped the State against Bryan. Since then he has been an active Republican, and was elected to the State Senate November 8, 1904, by a vote of 9,475 to 4,575 for David E. Uhl and 392 for James E. Walker.

No amount of culture can polish putty into pearls.

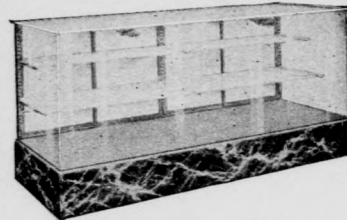
Repentance is a good road, but a poor residence.

## The Grand Rapids Sheet Metal &amp; Roofing Co.

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

## Roofing Contractors

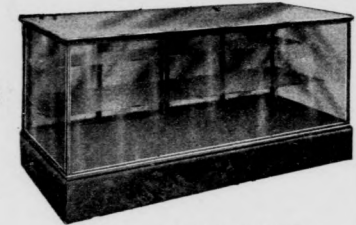
Cor. Louis and Campau Sts. Both Phones 2731



"American Beauty" Case No. 400

Sold by the Foot  
Made by the Mile

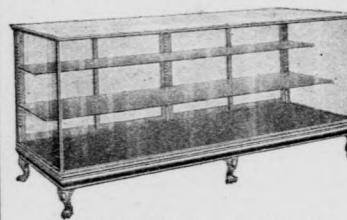
Absolutely no more Standard cases than ours on the market.



"Michigan Special" Case No. 301

## Grand Rapids Show Case Company, Grand Rapids, Mich.

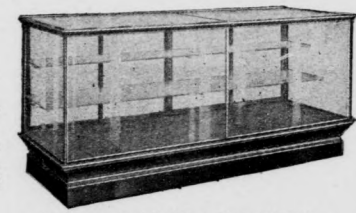
New York Office, 718 Broadway, Same floors as Frankel Display Fixture Co.



"Colonial" Display Case No. 340

Modern Outfitters  
For Modern Merchandising

Send for copy of our catalogues "A" and "C." The first shows 114 styles of floor and wall cases, all original. The latter illustrates our unsurpassable line of Clothing and Suit Cabinets that have revolutionized the handling of ready-to-wear garments.



"Crackerjack" Floor Case No. 25

## HONEST ADVICE

We have kept you advised in regard to the condition of the market and every advance that we predicted has materialized. We told you

Window Glass Would Advance June 27th  
and the Advance Took Place

There is Another Jobbers' Meeting Scheduled for July 15 and After this Meeting the Price of Window Glass will be Still Higher

We cannot afford to give other than honest advice. You have it when we say: You can order what you need for the next two months with the assurance that you will earn a good profit on the investment. We are in shape to take care of any order promptly

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

Bent Glass Factory, Kent and Newberry Sts.

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

**Industrial Situation at Bay City This Summer.**

Bay City, July 3—The general condition of the manufacturing interests of the city is regarded as remarkable. There is not a plant of any description in the city that is not running full capacity, while the increase of plants running overtime and night and day continues. The W. D. Young maple flooring factory, one of the largest in the United States, is running night and day and sending 75 per cent. of its product abroad at prices \$2 and \$3 per thousand better than last year. It is claimed that the present condition, everybody employed, has seldom, if ever, been equaled in local history. Even the striking street railway men are being accepted in factories, although they are not experienced workmen.

The customs reports for the month show a falling off of over 7,000,000 feet of pine imported from Canada over last month, when 18,000,000 feet came over. This is due to short stocks in the Georgian Bay district. On the other hand, from eighteen to twenty trains of logs per day are arriving, Wylie & Buell alone taking four trains daily. The rail receipts are by far the heaviest ever known. The adjournment of the Hecla Portland Cement Co. plant sale for four weeks has delayed the expected operation of the plant that length of time. It was expected the plant would start up within thirty days after the sale, but a start is now sixty days distant.

The street car strike, while it has affected the downtown retail business, has thrown trade into the smaller stores scattered throughout the city, while the west side merchants claim they have never enjoyed better trade. With the installation of non-union men in place of union thugs and murderers, the situation will improve.

**Battle Creek Factories Are All Busy.**

Battle Creek, July 3—Some of the factories here usually close in July for invoicing and to clean up the shops and yards and get ready for the next season's output, but business has been so brisk that the annual shutdown will probably not take place until fall, and maybe not at all, if the demand for manufactured goods keeps up at the present rate.

One of the industrial institutions of this city that has developed from a small beginning to a large and successful business is the Duplex Printing Press Co. When first put upon the market, it had to win its way into popular favor among newspaper publishers. This it has done, and as an evidence of this fact the company has upon its pay roll 200 men, mostly high priced mechanics. As further evidence of success the company is now receiving bids from builders for the construction of an additional shop, to cost \$20,000, in order to increase the facilities for turning out work. The new building is to be completed this year.

In the remodeled reconstructed and refurbished plant of the former Flake-Ota factory is now located a new concern that promises to become one of

Battle Creek's most substantial industries—Dr. Perkins's Sanitary Refrigerator Co. The company began work last fall and is now ready to put upon the market for the coming summer its first products. The capacity of the plant is large, over 3,000 refrigerators being in course of construction, 700 of which have been finished.

A feature of the Advance Thresher Co., which is beginning to assume large proportions, is the manufacture of corn huskers and shredders.

**Now a Thing of the Past.**

East Tawas, July 3—The work of dismantling the old salt block on the Emery mill property in this city is now progressing. This will remove the last salt block from the shore of Lake Huron. The last salt manufactured here was in 1902. While the quality of the brine obtained is of the best, the low price of salt and the high price of fuel made the industry an unprofitable one. When the mills were running here thousands of barrels were annually made and brine was pumped to Oscoda and Au Sable from East Tawas wells.

**Wanted:** Salesman selling Groceries or Grocers' Specialties on commission to sell our well-established and favorably-known brands of flour as a side line. Address FLOUR, care of this journal.

**PILES CURED**

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

**AUTOMOBILES**

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

**Michigan Automobile Co.**  
Grand Rapids, Mich.

**Arc Mantles**

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

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

**OUR FACTORY**

**IN DETROIT**

is equipped with special automatic machinery for the manufacture of counter check books for use in retail stores. Our seven years' experience in making

**Duplicating Sales Books**

is worth something to the merchant who places an order with us. We know what good quality sales books are and stand behind every sales book we ship. Our books are satisfactory sales books and our prices save you money. Samples and quotations upon request.

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

**Watermelons**

We are  
**Headquarters**

for  
**Fancy Georgias**

and

**Famous Alabama Coon**

Car lots or less.

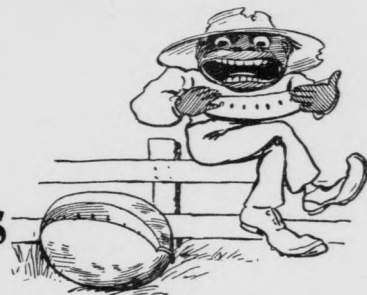
New Potatoes, Cabbage, Onions, Pineapples, Oranges, Lemons, Bananas, Small Fruits and Vegetables. Our prices are always right.

**The Vinkemulder Company**

14 and 16 Ottawa St.

Grand Rapids, Mich.

We sell Berry Crates and all kinds of Fruit Packages. Our weekly price list is free for the asking.



**S.C.W.**  
GOOD NOW  
TO THE  
VERY  
END.

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.**

**Quinn Plumbing and Heating Co.**

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

## AROUND THE STATE

### Movements of Merchants.

Alden—Emery Rose is succeeded in the meat business by Ray Drake.

Grand Ledge—Martin H. Maier, harness dealer, is succeeded by Rosa & Whitney.

Caledonia—Newman & Co., meat dealers, are succeeded in business by I. S. Wenger & Co.

Durand—Wm. M. Harrington is succeeded in the coal and ice business by L. H. Bentley.

Oxford—Daniel M. Carpenter is succeeded in the boot and shoe business by Jos. Straughn.

Covert—L. C. Carpenter will continue the grocery and meat business formerly conducted by Wick & Carpenter.

Scottville—Dr. E. P. Thomas has re-engaged in the drug business at this place. The stock was purchased in Milwaukee.

Bedford—J. A. Parrott has sold his general stock to Archie E. Leedle, who will continue the business at the same location.

Alpena—Adam Kunna has sold his grocery stock to Johnson & Roberts, who will continue the business at the same location.

Alma—F. DeLucia, of Saginaw, has leased the Hooper building and will occupy it with lines of confectionery, fruit and tobaccos.

Bay City—The business formerly conducted by the Auburn Coal Mining Co. will be continued in future by the Robert Gage Coal Co.

Rockford—H. C. Hessler has purchased the Elsbey hardware stock at trustee's sale for \$1,650 and has consolidated it with his own stock.

Middleville—Frank Lee has purchased the interest of M. M. Hodge in the grocery stock of Hodge & Lee, which has been one of Middleville's reliable business firms for many years.

Belding—Frank H. Hudson has purchased the interest of Romaine Robinson in the grocery firm of Robinson & Hudson and will continue the business in his own name at the same location.

Ann Arbor—V. J. McCrumb, for seven years clerk for Lamb & Spencer, has bought the grocery stock of G. H. Bancroft. The latter is giving up business for the present on account of ill health.

Allegan—Carlton Town has sold his stock of furniture to E. W. Sherwood, of Otsego, who took possession at once. Mr. Sherwood has not definitely decided whether he will continue in business here permanently.

Hancock—C. A. Frimodig, who was until recently the manager of the Finnish Trading Co.'s store, which position he resigned in order to go into business for himself, has purchased the Strolberg store building and will occupy the same with a clothing and men's furnishing goods stock about July 15.

Pontiac—Frank Brogan, for several years traveling representative for C. R. Hawley, and Thomas J. Kelley, for nearly two years pharmacist at C. H. Frantz's drug store, will open a furniture store at this place about July 15.

Detroit—Joseph A. Reichenbach, a butcher at 154 Watson street, has filed a petition in bankruptcy, placing his liabilities at \$1,057.62 and his assets at nothing, excepting goods valued at less than \$250, claimed as exempt.

Detroit—Ernest C. Frohn, for eleven years employed as clerk and book-keeper for the Chambers Exchange Cigar Co., will about July 15 open a branch cigar store in the Whitney Opera House building for the Wm. D. C. Moebis Co.

Lansing—The stores formerly occupied by the Longyear Furniture Co. have been rented to a grocery and clothing firm. The corner store will be occupied by G. J. Hertel with a line of groceries, while the Three Price Clothing Co. will have the store next south.

Cheboygan—Mrs. Yetta Wertheimer and son, Myrton, have formed a partnership under the firm name of Y. Wertheimer & Son for the purpose of engaging in the clothing business, and expect to commence business about July 15 in the store now occupied by Rindschiff Bros.

Evart—E. C. Cannon has sold the remainder of his stock of dry goods, shoes and notions to Frank Davis, of Chippewa Lake, who will add the same to his stock of general goods at that place. Turner & McLachlan will occupy the whole floor space of the Cannon store with their grocery stock.

Tekonsha—B. L. Prior, who recently inherited a fortune of \$50,000, has sold out his interests in the dry goods firm of Sinclair & Prior, and will travel for two years. After that he will go to California and invest his money. He is well known about the State on account of his elocutionary talent.

Marshall—The clothing firm of Hughes & Holmes has executed a trust mortgage in favor of all the creditors to John Murphy, of this city. The move was necessitated by the recent embarrassment of the William Connor Company, of Grand Rapids, which was the principal creditor of the firm.

Hudson—Frank Cortright, of Hillsdale, has purchased the George A. Cottrell stock of bazaar goods and will add to the stock materially and continue business at the old stand. Mr. Cottrell disposed of his retail business in order to be able to devote all his time to his excelsior manufacturing business.

Ovid—F. J. Storrer, of Owosso, who has had a branch clothing store in this village for a number of years, will discontinue the same on July 15, removing the remainder of his stock to his store in Owosso. In the meantime L. T. Storrer, who has managed the store here, will order fixtures and a new stock, with the intention of opening a new clothing store here about Sept. 1.

Lansing—F. A. Donahue & Co. have closed out their grocery stock to O. L. Stone. The stock has been removed to Mr. Stone's store across Washington avenue. Mr. Donahue, who has been in business in that one store for the past eleven years, has taken a position with the Owosso Sugar Co. and will go to Owosso soon. Marvin Holmes, the other member of the firm, will engage in business in Oklahoma.

St. Joseph—William H. Evans, Theodore Kreiger and Daniel Riley have formed a copartnership under the style of Evans, Kreiger & Riley and will engage in the dry goods business in the Keppler block. Mr. Evans has had one year's experience in the dry goods and clothing business. Mr. Kreiger has had several years' experience in the dry goods business. At Watervliet he had charge of the Enders & Young store and he was with Enders & Moore until the fire of last December, since which time he has been with Shepard & Benning. Mr. Riley has been for several years with Hipp, Enders & Avery, of Benton Harbor.

### Manufacturing Matters.

Detroit—Ralph E. Northway is succeeded in the manufacture of automobile parts by the Northway Motor & Manufacturing Co.

Detroit—The Iola Portland Cement Co. has declared the regular semi-annual dividend of 2 per cent. on the common stock and 3½ per cent. on the preferred.

Detroit—The Schroeder Paint & Glass Co. has increased its capital stock from \$20,000 to \$65,000. The increase was voted April 18, 1905, at the head office in Chicago.

Detroit—The Independence Co., which manufactures cigars, has increased its capital stock from \$50,000 to \$100,000 and changed its name to the Independence Cigar Manufacturing Co.

Calumet—The Frontenac Copper Co. has been incorporated for the purpose of mining copper. The corporation is capitalized at \$500,000, of which \$50,000 has been subscribed and \$50,000 paid in in property.

Detroit—A corporation has been formed under the style of the Century Cigar Co., which will manufacture and sell tobacco and cigars. The company is capitalized at \$1,500, of which \$800 has been subscribed and \$500 paid in in cash.

Calumet—A corporation has been formed under the style of the Maniton Mining Co. for the purpose of carrying on a general mining business. The company is capitalized at \$500,000, all of which is subscribed and paid in in property.

Detroit—The National Pipe & Hose Coupler Co. has incorporated with a capital stock of \$100,000. Of this amount of stock \$90,750 has been subscribed, consisting of patents valued at \$75,000 and \$15,750 in cash. The corporation is successor to the American Pipe & Hose Coupler Co., which business has been discontinued.

Restitution is the proof of repentance.

### Holland To Inaugurate an Annual Holiday.

Holland, July 3—The business men and manufacturers of this city, with their employes, will take a vacation Wednesday, July 12, and spend the day at Jenison Electric Park. They will unite as one family and enjoy a picnic in the shades of that pretty resort. All the factories are expected to shut down for the entire day, while the merchants will close at noon and spend only the afternoon in an outing. It was at first proposed that the stores should close for the day, but the grocery men declared that it would greatly inconvenience them and a compromise on a half holiday was made.

Zeeland, Saugatuck and the other villages in the vicinity of Holland will be invited to unite with the Holland business men and assist by their presence in making the day a happy one for all. There will be plenty of diversion in the way of aquatic sports, ball games, foot races and other contests.

The bankers are expected to join with the merchants during the afternoon and close their places of business and if the wishes of the majority of the business men are carried out there will not be a store open or a factory running during the afternoon.

In the morning it is planned to have a base ball game between teams picked from among the players in the several factories of the city, and in the afternoon there will be an exciting ball game between the Holland Independents and the Zeeland team, between which there has always been a spirit of keen rivalry.

It is planned to spend the entire afternoon and evening at the Park, and the merchants, manufacturers and their employes will take their lunch baskets and dine in family groups in the inviting shade of the elms. It is the first attempt of the kind ever made in Holland and it is desired to have it result successfully.

In addition to the sports, which will include everything that can possibly provide entertainment, there will be speaking, opened by an address of welcome by Mayor Geerlings, and followed by G. J. Diekema and others.

### Out Again and In Again.

Central Lake, July 3—The grocery stock, fixtures and good will of A. B. Davis & Co. have been purchased by L. H. Campbell, who will continue the business at the old stand. Mr. Campbell, while a new man in this village, comes here with the best possible qualifications. He was for some time in business at Omena and later had a fine position in the large general store of Kehl Bros., of Northport, which he left about four years ago to take charge of the Cameron Lumber Co.'s mercantile business at Torch Lake.

Since retiring from mercantile life A. B. Davis, who has made a record for himself as a general all-around business athlete, has bought from Joseph E. Blakely the store building now occupied by Turner & Co. He declines to state what line of business he will next espouse.



**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 25c 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 about the same as a week ago, being held steady at 16c for No. 1 and 14c for packing stock. Receipts continue heavy, and the average quality is not good.

Cabbage—Home grown is now in full command of the market, being quotable at 50@60c per doz.

Carrots—20c per doz.

Cherries—Early Richmonds command \$1.25 per 16 qt. crate. Sweet fetch \$1.50.

Cucumbers—Home grown have declined to 35c per doz. Southern have declined to \$1 per box.

Currants—Red fetch \$1@1.15 per 12 qt. crate.

Eggs—Local dealers pay 14c for case count, holding candled at 16c. There has been no particular change in the egg market. The price holds just where it has been for a couple of weeks. The receipts have not run particularly heavy, but they seem to be sufficient for the demands of the trade. Shrinkage is large and the supplies of checks and dirties are increasing, these two lines being lower by about half a cent a dozen. There is nothing in sight to affect radically the market in the near future, although slight fluctuations may be expected.

Gooseberries—\$1@1.10 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. The crop is large and the quality is fine.

Lemons—Californias are strong at \$4.50 and Messinas are in fair demand at \$5@5.25. This is the season of the year when they generally advance, but it was not thought that the weather had been hot enough as yet to cause any material change. The movement has been larger the past week than for several weeks back, due, largely, to the Fourth of July demand.

Lettuce—75c per bu.

Onions—75c per crate for Bermudas or Texas; \$1.25 per 70 lb. sack for Louisiana.

Oranges—The market is steady and strong on the basis of \$3.25@3.75 for Mediterranean Sweets, \$3.25@3.75 for Seedlings and \$4.25@4.50 for Valencias. The demand is heavy.

Musk Melons—California Rockfords command \$4 per crate of 54 size and \$5 per crate of 45 size.

Home grown have not yet appeared.

Peaches—Georgia fruit is now in market, commanding \$2 per 6 basket crate.

Pineapples—Floridas fetch \$4 per crate of 30 and \$4.25 per crate of 36. Cubans have been advanced to the following basis: 24, \$4; 30, \$3.75; 36, \$3.50; 42, \$3; 48, \$2.75.

Potatoes—New stock commands 50@60c per bu. and \$1.50@1.75 per bbl. Old fetch 20c per bu. The demand for the new is increasing, although there is a moderate business in old still being done. The market on the old is weak.

Pieplant—50c for 40 lb. box.

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

Pop Corn—90c for rice.

Radishes—10c per doz. bunches for round and 12c for long.

Red Raspberries—\$1.40 for 12 qt. crate.

Spinach—50c per bu.

Summer Squash—90c per basket.

Tomatoes—\$1 per 4 basket crate.

Turnips—20c per doz.

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

Wax Beans—The price ranges around \$1.50 per bu.

Whortleberries — \$1.50@1.60 per bu. The crop is thought to be large.

**The Drug Market.**

Opium—Is very firm and has been again advanced by a few large holders. If demand increases the price will certainly advance.

Morphine—Is unchanged.

Quinine—Is weak.

Cod Liver Oil—On account of the large catch is weak and tending lower.

Menthol—Is very firm and the prospects are for higher prices.

Sassafras Bark—Is in a very firm position and higher prices are looked for later on.

Oil Peppermint—Continues to decline at the approach of the new crop.

American Saffron—Continues to decline on account of better stocks.

Goldenseal Root—Powdered from spring dug root is on the market at low price, but fall dug root continues high. This is the only kind that should be used in the drug trade.

Wormseed, Levant—Is scarce and higher.

Gum Shellac—Is steadily advancing.

**Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.**

Buffalo, July 5—Creamery, 18@20 $\frac{3}{4}$ c; dairy, fresh, 14@17c; poor, 12@14c.

Eggs—Fresh, 15@17c.

Live Poultry—Fowls, 11c; ducks, 12@13c; geese, 10@11c; springs, 20@24c.

Dressed Poultry—Fowls, 12@14c; old cox, 10c.

Beans—Hand picked marrows, new, \$3; mediums, \$2.15@2.20; peas, \$1.80@1.90; red kidney, \$2.50@2.60; white kidney, \$2.75@2.90.

Potatoes—New, \$1@1.50 per bbl. Rea & Witzig.

A man is known by the company he keeps—away from.

**The Grocery Market.**

Sugar—The future course of the market is as problematical as ever. The demand is very large and there is no apparent reason now why the price should go lower. As pointed out last week the difference between the cost of the raw and of the refined is now about normal. Then the demand is so large that no inducement needs to be offered the trade to stock up. Eastern reports, however, say the market is unsettled.

Tea—Additional advices received from Japan during the week state that, owing to bad weather and last year's low prices, the crop is not expected to be more than about half as large as normal. It is by no means certain, however, that there will be any material advance on this side. Other lines of tea are unchanged and in light demand.

Coffee—The market holds very steady, the options fluctuating from day to day more or less, but affecting the price at which spot goods are obtainable very little. The demand is seasonable, running, in fact, a trifle better than usual for this season, according to all reports.

Canned Goods—Some packers of California cherries and pears have withdrawn quotations as they claim that, with the small crops, they have booked all the orders they can fill. California fruits are interesting the trade of this section comparatively little, as stocks on hand are still liberal. Columbia River chinook salmon is being called for, but the new pack continues to run light, with deliveries on existing contracts correspondingly small. The outlook for the pack of this grade is discouraging and all indications point to a heavy shortage in the season's output. Next to chinooks the most active grade is pink, although in this also the movement is confined within jobbing limits. Stocks here and on the coast have been greatly reduced by recent transactions, and the market is strong, with an upward tendency. Corn is steady but the demand is not so active as two weeks ago. Peas are also moving more slowly as the fresh goods are more abundant. Other vegetables are rather dull, taking them as a whole. There is a stronger feeling in the tomato market due to the advice from the packing centers, but no one is at all alarmed over the outlook so far as heard from. There appears to be ample stock to carry the trade, not only through the crop year but well into the next one without drawing on the new pack.

Dried Fruits—Currants show the usual jobbing demand at ruling prices. Seeded raisins are neglected and unchanged. Loose muscatels are in very light supply and light demand. Apricots are nearly cleaned up on spot and show no change in price. Prunes are in very light demand, except for some of the larger sizes, which are occasionally enquired for. Spot prunes are slightly stronger and no size can be bought at the same price as thirty days ago. Even the past week has probably seen an advance of  $\frac{1}{8}$ c in 40's. Fu-

ture prunes are not selling to any extent. For Santa Claras a 3c basis is mostly asked, but outside fruit can be bought on a 2 $\frac{3}{4}$ c basis. Spot peaches are in no demand and rule unchanged. Futures are dull without change.

Rice—Firmness characterizes the rice market and there is little doubt but that prices will be much higher the next twelve months. It is calculated now that the coming crop will be at least 500,000 bags short of that of last year.

Syrups and Molasses—Glucose has remained unchanged during the week, although the refiners are talking higher prices, as corn has advanced. Compound syrup is unchanged and neglected. Sugar syrup is also unchanged, but there seems to be a demand for all the good syrup made. Molasses is a back number for the present and the general situation is dull and unchanged.

Fish—Salmon is in good demand without change in the situation. The Columbia River pack will be very short. Herring are unchanged and quiet. Lake fish and whitefish are both neglected and unchanged. It is conservative to report that the market on all grades of mackerel is 50c per barrel higher than a week ago, due to the temporary cessation of the run of fish and the high ruling prices for fresh mackerel.

**National Oleo Association Collapses.**

The National Oleomargarine Association, formed at Worcester, Mass., more than a year and a half ago by oleomargarine dealers, large and small, throughout the United States to obtain the repeal of the national oleomargarine or Grout law, which levies a tax of 10 cents a pound on every pound manufactured, is to disband without having accomplished anything, according to statements made by G. W. Russell, of Worcester, who is Secretary and Treasurer of the Association. Mr. Russell ascribes the failure of his organization to accomplish anything at the last Congress to lack of funds.

Peter J. Hoekzema, who formerly conducted a boot and shoe and bazaar business at 740 East Fulton street, together with John Hudson, who was engaged in the grocery business at 339 Grandville avenue, and Henry E. Hudson, of this city, has purchased the grocery business of W. Huizenga, of Grandville, and they are conducting a general store at that place under the style of the Hudson-Hoekzema Co. The new firm commenced business June 20.

G. W. Collins has sold his grocery stock at 1255 South Division street to F. M. Lawrence, who will continue the business at the same location.

L. Thibout is erecting a new building at 124 Spencer avenue for his meat market, having outgrown his present quarters.

The man who buys a bargain lot of religion never has any to give away.

## MEN OF MARK.

## Gaius W. Perkins as a Boy and as a Man.

When the city of Grand Rapids had about 2,000 residents the late Samuel F. Perkins and his wife (born Mary D. McIntyre) occupied their then new home, which is still standing on the southwest corner of Pearl and Ionia streets. At that time this location was known as "up on Prospect Hill at the north end of Greenwich street." And in that house (still occupied by the venerable widow and mother) the well-known citizen, Gaius W. Perkins, was born. For the sake of historical accuracy it may be stated that this babe was born the year preceding the removal of the Indian Chief, Wau-ka-zoo, and his village from Black Lake (Holland) to the Grand Traverse region. The historical fact seems incredible to those who know Gaius W. Perkins well, because of its seeming inconsistency with the physical appearance and all 'round athletic qualities of the gentleman in question. And yet all the old-timers know, and have known ever since he was a mere lad, that, if he has ever submitted to what might be classed a habit, it has been the habit of agility and physical strength.

Gaius is about the youngest elderly man in Grand Rapids, both in looks and action—a living demonstration of the value of right living. During his childhood the old stage barns, which stood where the Pythian Temple now rears its architectural proportions, Withey's lumber yard, at the southwest corner of Fountain and Ionia streets, W. R. Cady's livery stable, at the opposite corner, and the little white church building of the First Methodist congregation, at the corner of Fountain and Division streets, were the dominating features of the most popular playground neighborhood in the city. Here a majority of the boys of those days congregated each evening after supper—6 o'clock dinners were unknown—with strict injunctions to "be home at 8 o'clock" from their games of "pull-away," "guard the sheep," "chalk the corner," "Honko," and so on. And here, on Saturdays, they again assembled to play "chase," "marbles," "follow the leader," and all the rest. Here, too, was the culminating spot of the coasters in wintertime. And in all the games, of whatsoever nature, "Gay" Perkins was a leader.

Not that his childhood was a continuous playspell, for his father was considerable of a disciplinarian and the boy had his daily tasks which, come what would, he was obliged to perform; but, whether at his studies, his work or his play, he was a leader, entering into each one of them with all the earnestness and energy at his command. For several seasons he was the "champe-e-n" marble player, and had innumerable cigar boxes filled with winnings. At the same time he was recognized as the best pupil in arithmetic, either "Practical" or "Mental," in his grade.

About that time, also, two notables, named Heenan and Sayres, were

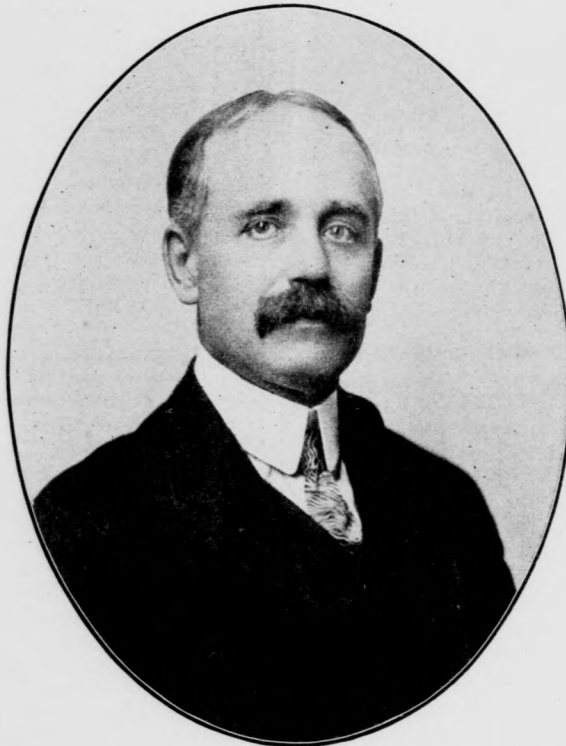
quite in the public eye and their most successful disciple at the old Union School-on-the-Hill was Gaius W. Perkins. And, by way of contrast, he was the most enthusiastic and devoted geologist in embryo then at school. A circus visited Grand Rapids and the piece de resistance of the entertainment was an athlete who, while riding a horse, leaped through a "hoop of daggers." Within a fortnight thereafter "Gay" Perkins could do the trick handily, using a spring-board in the absence of a horse!

Naturally such a boy was popular, but Gaius was doubly so because of his absolute lack of conceit. He was utterly unassuming, as he is to this day. Kindly, good-natured and absolutely reliable, he was, if not the best-liked boy in town, as sincerely admired and as thoroughly trusted as any of his fellows. He had no successful rival in this respect.

shoes, hides and leather—his father had conducted in this city since 1836. Presently, realizing that he was lacking in one business essential at least, Mr. Perkins took up the Eastman Business College course in accounting and business practice, being graduated from that institution in short order and with honors.

It was fortunate, indeed, that the young man followed his bent in this manner, because, within a very few weeks after his return to take charge of the accounting of his father's business, that father passed away, in February, 1866, and almost immediately the boy found himself in charge of a considerable business with many important accessories.

That he proved entirely competent successfully to meet such an exigency is history well known to all Grand Rapids business men. That he has ever been a broad-minded, loyal and



Gaius W. Perkins

His progress at school was rapid, steady and convincing, so that long before he was graduated from the high school he was very frequently called upon to help out various of the assistant teachers in school who now and then found themselves baffled by lesson problems, to say nothing of his being regularly called upon, when in class, as a sort of last resort, to work out a problem that had proved too much for his classmates.

No boy ever passed through a more typical and enthusiastic boyhood than did Gaius W. Perkins; but, coupled with it, and as its foil, so to speak, was a systematic, sincere development of the man, so that, when he left the high school, he was exceptionally well-equipped for taking up responsibilities and duties in connection with the business—boots and

public-spirited citizen is a record equally well known. In fact, Gaius W. Perkins is typical of the kind of manhood and the quality of citizenship which have brought the city of Grand Rapids up from being the ninth or tenth city in Michigan to the dignity of second city in the State, and the metropolis of Western Michigan.

Mr. Perkins is a man of convictions, having the courage to abide by and strive for those beliefs, but without developing the shadow of bigotry. Confident as to the future of the city of his nativity he has ever labored freely and generously to advance her interests. The rehearsal of two characteristic incidents will present a clearer view of the man's temperament than can be given in any other way:

When a lad Mr. Perkins was fond

of playing checkers and succeeded, as a rule, in winning a majority of games, until he engaged in a series of games with two other boys, one of whom appeared to be a shade more skillful than the other two, although the trio were very evenly matched. The contest became rather intense and to make matters more interesting it was agreed that the winner of a majority of 100 games should be declared the champion. Mr. Perkins thereupon quietly visited H. M. Hinsdill's book store and bought a book by somebody or other on "The Game of Draughts or Checkers" and began a course of study. Later he won the coveted championship.

During the years 1882-3-4 Mr. Perkins was President of the Board of Education and in that capacity he very soon learned that the question of school desks and seats was very much of an enigma. Such a fact was not to be tolerated by a President of a Board of Education so long as he happened to be that President. And so he began to study school desks and seats, their manufacture and cost. As the result of this study the city profited quickly in the purchase of desks and seats at prices much less than had been the conventional figure and as a further result of this study, Mr. Perkins and his partner, Wm. T. Hess, with S. W. Peregrine as a third partner, began the manufacture of school and office furniture in a small factory at Ionia and Prescott streets in January, 1886. In May the following year the Grand Rapids School Furniture Co. was incorporated with a capitalization of \$50,000, and in August, 1888, this company, owning seven acres of land on Broadway between Ninth and Tenth streets, occupied new factories, which, with various enlargements the past few years, are still occupied by the company in question, the business of the establishment reaching high into the hundreds of thousands of dollars annually. When the American School Furniture Co. was organized Mr. Perkins was its first President for a year, during which time he resided in New York.

Besides being interested in and an officer of various other important industrial and financial enterprises, Mr. Perkins served two years as President of the Grand Rapids Board of Trade and during his administration the membership and efficiency of that organization were very largely increased.

No man has lived a more upright life, no man has been more loyal to the best interests of the city or more generous and energetic in advancing those interests and yet, for no specific reason but merely because his tastes are so strictly and purely domestic, Mr. Perkins is not, it is stated, a member of any religious or fraternal organization. His life has been devoted to his family, his business and his native town, and this devotion has been marked by supreme rectitude, self reliance, industry and energy, backed by clear, careful judgment and good will toward all. It is impossible to conceive a superior record.

# Ice Cream Creamery Butter Dressed Poultry

**Ice Cream** (Purity Brand) smooth, pure and delicious. Once you begin selling Purity Brand it will advertise your business and increase your patronage.

**Creamery Butter** (Empire Brand) put up in 20, 30 and 60 pound tubs, also one pound prints. It is fresh and wholesome and sure to please.

**Dressed Poultry** (milk fed) all kinds. We make a specialty of these goods and know we can suit you.

We guarantee satisfaction. We have satisfied others and they are our best advertisement. A trial order will convince you that our goods sell themselves. We want to place your name on our quoting list, and solicit correspondence.

**Empire Produce Company**

Port Huron, Mich.

# Our Candy Makers

are human and they turn out such good candies that they appeal to everybody.

**S. B. & A. Candies**

should be found everywhere.

Manufactured at **Traverse City, Mich.**

# Ten Strike Summer Assortment

10 Boxes 50 Pounds

A Display Tray with Every Box

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

Try one case. Price \$6 75. Satisfaction guaranteed.

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

# THE FRAZER

Always Uniform  
Often Imitated  
Never Equaled  
Known Everywhere  
No Talk Required to Sell It  
Good Grease Makes Trade  
Cheap Grease Kills Trade



FRAZER Axle Grease  
FRAZER Axle Oil  
FRAZER Harness Soap  
FRAZER Harness Oil  
FRAZER Hoof Oil  
FRAZER Stock Food

# 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.

# NEW SOUTHERN POTATOES

Carlots or Less

Clover and Grass Seeds

Millet and Buckwheat

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

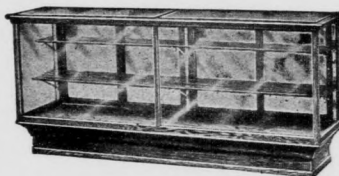
# Backed by Merit

Knowledge, experience and the best of facilities make it possible for us to give you the highest development in

## Candy Making

We permit nothing but the best and purest of everything in our candy. You are absolutely safe in buying our goods because they have selling and money making features second to none. Let our travelers show you their lines.

**HANSELMAN CANDY CO., Kalamazoo, Mich.**



# High-Grade Show Cases

The Result of Ten Years' Experience in Show Case Making

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

## Grand Rapids Fixtures Co.

Cor. S. Ionia & Bartlett Sts., Grand Rapids, Michigan  
New York Office 724 Broadway Boston Office 125 Summer Street  
Merchants' Half Fare Excursion Rates to Grand Rapids every day. Write for circular.



DEVOTED TO THE BEST INTERESTS  
OF BUSINESS MEN.

Published Weekly by  
**TRADESMAN COMPANY**  
Grand Rapids, Mich.

Subscription Price  
Two dollars per year, payable in advance.

No subscription accepted unless accompanied by a signed order and the price of the first year's subscription. Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date. Sample copies, 5 cents each. Extra copies of current issues, 5 cents; of issues a month or more old, 10 cents; of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 5, 1905

As American citizens we may well be proud of the solidity and probity of our business men; but we can not forget that, like every other accompaniment of our civilization, a nation's business must be progressive in its methods if it is to gain and hold national prestige. Our business men must also realize the fact that underlying the important interests they have in charge are certain principles and laws which the national conditions of the twentieth century inexorably require should be studied and understood.—Grover Cleveland.

#### GOVERNMENTAL PARSIMONY.

When the United States was a comparatively small and unimportant member of the family of nations it was probably the correct thing to limit the expenditure for representation abroad. We had small use for diplomatic representatives, and a modest salary was probably sufficient to meet the cost of the unostentatious life it was desirable that they should lead in the capitals to which they were accredited. Times have changed in that the United States now holds first rank among the great nations, and in wealth and population we grant precedence to none. Our Ministers and Ambassadors are no longer mere figureheads and non-entities at foreign capitals, but, on the contrary, they play an exceedingly important role, and must maintain a state and style of living in keeping with what is expected of diplomatic representatives of a great nation.

While this Government expects from its Ambassadors and diplomatic representatives abroad all that other countries expect of their officials of corresponding rank, and men appointed to such positions are expected, as a matter of course, to maintain a style of living equal to that of the representatives of other countries, Congress conveniently forgets to pay the bill. The compensation of diplomatic representatives remains the same as it was years ago, that is to say, entirely inadequate to meet even a small part of the legitimate and necessary expenses of living at a foreign capital in the diplomatic circle. Our Ambassador at London, for instance,

is compelled to pay in the shape of house rent a larger sum than he receives as salary. As a result it is impossible for any American not a millionaire to accept a diplomatic post in any of the capitals of Europe.

To show how poorly the United States Ambassadors are paid, in comparison with those of England, it should be noted that our Ambassadors of the first rank are those sent to England, France, Germany and Russia. They are paid each \$17,500 a year. Those sent to Austria and Italy get \$12,000. Ministers are paid from \$5,000 to \$12,000.

The British Ambassador to Washington gets £6,500, or \$32,500. At Paris the British Ambassador is paid £9,000, or \$45,000; at St. Petersburg, £7,500, or \$37,500; Berlin and Vienna, £8,000, or \$40,000, each; at Rome, £7,000, or \$35,000. In every case the British government owns its embassy buildings, while the United States has none, but is forced to rent.

This is a state of things that is not creditable to this great country. There is no reason why the diplomatic service should be restricted to millionaires. Men of ability are desired, and as such men are as likely as not to be poor, comparatively speaking, they should not be expected to meet expenses inseparable from their position as Ambassador or Minister out of their private means. This country can easily afford to pay its diplomatic representatives adequate salaries and also to provide for all their proper expenses. The United States should own a suitable Embassy or Legation building in every important foreign capital, just as other countries do. It is stated that the German government is preparing to spend half a million dollars in the erection of a fine legation building at Washington. Most of the European powers already own imposing buildings at Washington in which their diplomatic representatives are housed.

Were it not for the fact that a few of our Ambassadors abroad spend liberally from their private means, the United States would not be fittingly represented and the national interests would suffer as a result. A diplomat, to be of any use, must be in close touch with everything that is going on, which would be clearly impossible did he lack the means of meeting the necessary expenses inseparable from life in the highest social and official circles in foreign capitals. The cost of life in official Washington furnishes a fair idea of the cost in foreign capitals. It is a fact well known that none of our high officials at the national capital are able to live on their salaries, a circumstance which has made it impossible for any but a rich man to hold a Cabinet position.

There are times when it is better for a woman to be blind than beautiful.

One smile for the living is worth a barrel of salt tears for the dead.

No man with the fishing fever can be relied on to tell the truth.

#### THE REAL THING.

The indictment by the Chicago grand jury of the notorious Shea and eleven other labor leaders on a charge of conspiracy and the indictment of thirty-two members of the teamsters' union on a charge of assault with intent to murder tells the whole story of the Chicago strike, which the grand jury says was "conceived in iniquity, fostered in malice and conducted with murder, to the end that their pockets might jingle with unholy gain."

And the Chicago strike is not very much different from most other strikes, inasmuch as the real reason for declaring the strike may be traced to the blackmailing tactics of the union leaders, who are corrupt in ninety-nine cases out of a hundred. Few strikes are called as the result of any overt act on the part of employers. The union leaders are ambitious to demonstrate their influence and increase their income and trump up some charge, no matter how trivial, which will give them a pretext to obtain an audience with an employer. The interview is usually short and the termination is abrupt and sometimes unpleasant. Something said by the employer is twisted into a reflection on unionism. The matter is reported to the union in such a manner as to excite the passions and prejudices of the poor dupes who furnish the funds. The matter is so manipulated that the walking delegate—now called business agent—is given full authority to "settle the controversy." Such a condition affords the venal representative the opportunity he craves and he licks his chops in glee at the opportunity thus afforded him to extort blackmail from the employer.

Nor is it surprising that the employer too often yields to the pressure, instead of kicking the sneak off his premises, as he should do. He recalls the work that is under contract to be completed and delivered at a certain time, with severe penalties for non-fulfillment of contract. He thinks of the vacation he has planned for himself or his executive staff. He foresees the suffering his employees would have to endure on account of enforced idleness and the sneers they must face during the day and the slugger they must avoid at night in the event of their remaining faithful to their trust. He catches a glimpse of the torch of the incendiary and the dagger of the assassin—and, weighing all these things in the balance, he too often submits to the demands of the walking delegate and hands him a check for a thousand, fully realizing that he is purchasing peace for himself and employees at the expense of his manhood. The peace is only temporary, however, because the walking delegate always has a convenient memory and the money is quickly dissipated in saloons and brothels, because the blackmailer realizes that, having once bled the employer, he can repeat the operation at convenient intervals.

The act of the employer is reprehensible, but not criminal. The act

of the walking delegate is both reprehensible and criminal.

Another form of blackmail places the employer and walking delegate on an equal footing, so far as criminal responsibility is concerned. This is where they conspire to call a strike or declare a boycott on a competing employer through collusion. This is a common practice for the walking delegate. He looks around until he finds two houses in the same field, both catering to the same class of people. He notes that one house is losing ground as the result of the superior management or larger capital of the other and approaches the weaker house with a proposition to incur the hostility of union labor towards the competitor—for a cash consideration, sometimes well up in the thousands. This kind of a proposition is too frequently entertained and accepted, and fully half the strikes which are declared nowadays may be traced directly to this cause.

In such a case both employer and walking delegate are equally responsible and both should be made to pay the penalty of the law.

There are few employers in the cities who have not been approached by emissaries of the unions with one or the other proposition. Those who have not been approached are probably men of such high character that the union officials hesitate to make the advances, for fear of exposure.

The men who were indicted in Chicago were immediately placed on a pedestal by the labor unions. The Chicago Federation of Labor re-nominated their President and Secretary—both indicted—and the typographical union, the bar-tenders' union and other organizations involving a low order of intellect and a large measure of viciousness, immediately adopted resolutions, expressing confidence in the innocence of the indicted officials and condemning the grand jury for being "hostile to unionism."

In the light of these facts only one conclusion can reasonably be drawn: No union man can be trusted. No matter how good his character may have been before he joined a union, the moment he unites with an oath-bound organization whose tenets are the closed shop and the destruction of non-union men and whose weapons are the strike, the boycott, the torch, the dagger and the bludgeon—that moment he ceases to be a good citizen and becomes a servile tool in the hands of men who are guilty of every crime in the calendar and who will stop at no excess to accomplish their ends, the principal one of which is the maintenance of grafting tactics and the levying of blackmail.

You can not tell anything about a man's real thoughts by listening to him talk.

He who laughs adds one ray of sunshine to brighten the day.

A soft answer is not necessarily the sign of an easy mark.



## BENCH AND BAR.

## Legal Luminaries Prominent Forty Years Ago.\*

It is my purpose to briefly refer to some of the circuit judges and lawyers with whom I have been personally acquainted during the past thirty-five or forty years. It will be seen that the brief time that I could properly trespass upon your indulgence would not permit of more than a passing notice of a few.

When I first became acquainted with Josiah Turner, now living at the advanced age of 93 years, he was Judge of the old Seventh Circuit, which included the counties of Shiawassee, Livingston, Genesee and Tuscola. He had been upon the bench for some years and, although strong and vigorous, his hair was nearly white and his bearing venerable. In appearance he was a typical judge of the old school, his dress unique and his temper judicial. He usually opened court at 8 o'clock in the morning and invariably held evening sessions, dispatching business with great expedition, although a word of impatience or a reprimand of an attorney seldom passed his lips, consequently the lawyers' esteem for him approached veneration.

He had a happy faculty of keeping the attorneys' attention directed to the issues of fact they were trying, and away from the useless shoals of legal technicalities; hence very few legal questions were ever discussed before him at great length. He always seemed to be impressed with the idea that his chief duty was to see that suitors in his court had a fair opportunity to try the questions of fact pending.

His charges were models of brevity, concisely stated in the language of a lawyer, fifteen minutes usually being a long time for him to formulate the issues of the case and state in apt words what the jury were to consider; the result being that few of his cases were reversed by the Supreme Court. He never fell in the way of, nor had any sympathy with the idea that it is the duty of a circuit judge to so shape a trial that the right party wins—he believed and acted upon the theory that under the constitution his duty was performed when he defined the law and stated the issues to be passed upon by the jury, leaving them to perform their duty under the constitution and law.

Judge Turner was never considered a great trial lawyer, but history will bear record that he was born for the ermine that he worthily wore for so many years. This commonwealth never has and never can repay him.

At my coming into Michigan, forty years ago, Jabez G. Sutherland was Judge of the Tenth Circuit, then including the important counties of Saginaw and Bay. It happened that I tried my first Circuit Court case before him, and thereafter I became intimately acquainted with him, which acquaintance continued while he remained upon the bench—and afterwards. It is, perhaps, unnecessary to state what is so well known, that Judge Sutherland was a great lawyer before he became Judge, engaged in the most important litigation of the State. He was recognized by members of the Supreme Court as having no superior in the State in the preparation of a brief upon, and the argument of, important and intricate legal questions. As Judge he carried to the position this profound learning, which, coupled with his remarkable reasoning power and urbanity of temper, at once marked him as a great Judge.

He would sit through a long, tedious trial, apparently looking away into vacancy, permitting the attorneys to try their case without interference on his part as long as they remained good natured, but no sooner was a

legal question raised than he was ready with a ruling which, if it in any way involved the evidence given, showed he had not overlooked the most unimportant testimony in the case.

He had a remarkable power beyond that of any judge I ever knew of concealing his own opinion as to the merits of a case being tried before him. No word, look or intonation of voice ever disclosed to the hearer how he thought a case ought to be decided while it was being tried and no argument or position of counsel ever broke through his guard. Sometimes when he caught a lawyer indulging in sophistry a merry twinkle would be seen in his eye, but it seldom developed into a smile. He could, as was said of Chief Justice Waite, "hold in his steady and equal hand the balance of Justice undisturbed."

He was always a student of law and literature and, while he was upon the bench, he was preparing the manuscript of his great work on the law of damages, that has rendered his name immortal throughout the English speaking world, although it was not published until some years after he left the bench and had spent a vast amount of time in revising and correcting it.

While he discharged the duties of Judge he had not the aid of official stenographers, and his minutes of a trial were kept with method and neatness, so that little difficulty was had in preparing a bill of exceptions on appeal. A bill of exceptions from his court was not a relash of a stenographer's minutes, but a concise statement of that part of the record that involved the legal question he had passed on, and nothing more.

In 1870, soon after he had been re-elected for a second term, without opposition, he was nominated and elected to Congress and resigned the office of Judge, and within a few years after emigrated to Salt Lake City, where he soon became one of the renowned lawyers of the country, and for twenty years was engaged in the most important litigation of the Great West, dying recently.

I may be mistaken, but it is my opinion from what I knew of him and from what I have heard the great lawyers of Michigan say of him that, all in all, Jabez G. Sutherland was without a peer among the many great trial judges who have honored this State. He not only had a judicial mind, but he had also what is just as necessary for a great judge, he had a judicial heart. He was a lovable man, and "the good he has done will live after him."

Thirty-nine years ago Sanford M. Green was Judge of the Sixth Circuit, then residing at Pontiac, honored and respected by the people of the entire State, having been a Circuit Judge for eighteen years and a part of the time Judge of the Supreme Court under the old constitution. He had passed the meridian of life and had well earned the right to retire upon his honors, but he was not so minded and early in 1866 he resigned the office of Judge and took up his residence in Bay City, and entered upon the practice of law. It was here that I first became acquainted with him and, as a lawyer in active practice, I chiefly knew him, although I saw him frequently upon the bench after he had been chosen Judge of the Eighteenth Circuit, and I also learned much about his peculiarities from the lawyers of that Circuit.

When he was elected he was an old man and without doubt was wanting in much of the virility that marked his early career upon the bench. No one ever questioned his integrity and every one conceded his great knowledge of the law. If any one ever had any doubt upon this point, he will have it removed by consulting his opinions found in the early vol-

umes of the Supreme Court, reports in which great legal learning is blended with the principles of common sense.

He was a student of polite literature and of mental and moral philosophy and his rulings and opinions were many times gilded with his knowledge of mankind. In his later years he became impressed with the theory of heredity of crime and as Judge was prone to extend clemency where some thought it ought not be extended, but without doubt his wisdom was greater than that of his critics, as his study and experience were greater than most of them. Nevertheless, whatever he did upon the bench was accepted by all as the act of a kind-hearted, able and incorruptible judge. The lawyer's remedy frequently taken from the judgment and rulings of the court of cursing the judge was seldom taken as to the opinions of Sanford M. Green.

In 1873 I became a resident of the Upper Peninsula and at that time there presided in the important Twelfth Judicial Circuit one of the most original and yet eccentric judges that ever graced a judicial bench, James O'Grady. He was a typical Irish gentleman. He had been a resident of the Pacific slope, holding some judicial offices in the city of San Francisco, and in going up and down the world had gathered a rich fund of general information and a good understanding of legal principles. He discharged the duties of judge with general satisfaction to the people, but at times was severely criticised by the leading lawyers of the Circuit. On the whole, his eccentricities were overlooked and his failings forgiven, as his official integrity was never questioned.

Being of a social nature he was never happier than in the company of his friends and when off duty he was wont to draw them closely to him. But as soon as he ascended the bench every lawyer understood that he was before a dignified court and no one ever dared address him except under the due guard and sign of a genteel attorney. One incident I well remember shows that he would permit no foolishness. During a term of the Marquette Court he had spent an evening with several of his lawyer friends, in which they had all been more than usually festive. One very prominent lawyer, on returning to his home, wore away the Judge's glossy silk hat, leaving his own, somewhat the worse for wear, for the Judge to go to court with in the morning. This greatly displeased O'Grady and the next day at the hour of recess he approached the lawyer and in the most earnest and decided tones said: "John, how dared you take away my hat last night? Hereafter I would have you to know, sir, that while my hat may be big enough at night for you it will not be in the morning."

He had read thoroughly the origin and history of the Court of Chancery, and always seemed possessed of the idea that a judge sitting in Chancery was discharging a much more exalted function than while sitting in a court of law, and that certain attributes of his nature were called upon that were unusual and almost supernatural, and that while sitting in Chancery the judge should be guided by a quick and tender conscience, and that a party violating the order of a Court of Chancery was guilty of a most serious offense.

Upon one occasion a prominent merchant of Negaunce had unwittingly violated an injunction allowed by the Judge. Upon an order to show cause why he should not be punished for contempt, the Court found him guilty but did not inflict the punishment as the defendants' attorneys signified their intention of appealing, and so the matter rested until the time for the appeal had expired. Thereupon the Judge cited the defendant to appear for punishment. The defendant, knowing the Judge's trend of thought upon matters pertaining to the respect due to an order of the court and expecting that unless something extraordinary was done in his behalf he would receive an excessive punishment, retained nearly all of the prominent lawyers of the Upper Peninsula to defend him, among others my partner, D. H. Ball, of Marquette.

Mr. Ball having had some experience in defending a juryman before the Judge, in which a fine of \$200 had been inflicted because the juryman had failed to respond to a summons for his attendance upon court, frankly told the defendant that he did not believe he could do anything for him, but that perhaps his young partner might and that he had better have him go with the other attorneys to see what could be done. On going before the Court with our client we found the Judge in an austere condition of mind, clad in the most chilling habiliments of dignity.

Putting off our sandals we approached the Court and opened our arguments in defense of our client, and every legal reason possible was urged in his behalf. Some contended there were absolutely no merits upon the face of the complainant's bill, others that the injunction had been improvidently granted, and as one after another addressed himself to the Judge's reason, he became more and more impatient and constantly warned the advocate that the point he was making had already been settled, that the defendant had violated the injunction of a Court of Conscience, and deserved the most condign punishment.

Being the youngest of the defendant's attorneys and greatly embarrassed by the manner in which my associates had been received by the Court, I resolved to approach him

## Black Gyptian Paint

Is a perfect preservative. Preserves new and makes old roofs as good as new. Is used on iron, steel, tin, wood, felt, tanks, boilers, smoke stacks, gutters, structural iron, etc. Will prevent decay. Does not crack, blister, run or scale. Is elastic under all conditions. Imparts no odor or taste to water. One coat is usually sufficient. Is easily applied and dries with a jet black, glossy finish. Is not affected by heat or cold. Ready for use at all times. Put up in barrels and kits of ten, five and three gallons each. One gallon will cover from 200 to 250 square feet of tin and 100 square feet of felt or ready roofing. It is not only the cheapest, but absolutely the best paint for its purpose. Send for price, sample and description, which will be mailed free.

H. M. REYNOLDS ROOFING CO., Dept. T.  
Grand Rapids, Mich.

\*Paper read at annual meeting of the Pioneer and Historical Society by Judge C. P. Black, of Lansing.

from a different direction. The Judge, being naturally of a kindly nature, noting my youth, softened his voice as I arose, but in a decided manner said: "Mr. Black, I have already heard enough, the reasons advanced by the defendant's counsel are but adding insult to injury. No! Mr. Black, this is a Court of Conscience. I can not permit this argument to go farther. The defendant has violated one of the most sacred of writs, and I must now discharge the painful duty of inflicting the penalty." But I resolved to be heard and in a trembling voice asked: "May it please your Honor, I do not come before the Court to justify his acts. Upon that question my brethren have already spoken. I come into this most sacred Court of Conscience to ask that mercy may be extended to him for his acts done, without the intention of violating your Honor's injunction."

The Judge, instantly seeing the opportunity of disposing of the matter without reflecting upon the dignity of the court, said: "Mr. Black, I will hear you, go on," at once turning his most attentive ear to what I might say. In a few words I recounted the facts, excusing my client's acts, placing stress upon the enormity of the offense if the injunction had been violated wilfully, but contending that such was not the case at bar and sat down. The Judge sat for a few moments as if calling to his aid the highest impulse of his being, and then with great deliberation and solemnity said: "This is indeed a Court of Conscience. The defendant has violated its most sacred writ. But he now comes asking mercy, and what should a Court of Conscience do but to extend clemency if the defendant's acts were not wilful? I do not believe they were, and I now order and adjudge that the defendant pay a fine of one dollar, and stand committed to the custody of the sheriff for this county for twenty-four hours."

Of course, the whole proceeding was taken by the lawyers as a farce, but it was not so considered by the Judge. He did finally what he thought was right, as he always did when upon the bench.

The snows of many winters have fallen upon O'Grady's grave, but they have not obliterated the recollection of the many noble traits of mind and heart which he possessed, and the reports of the Supreme Court will ever bear record that he was a judge of no mean ability.

While a resident of the Upper Peninsula I became acquainted with Judge Daniel Gladwin, born in 1799. He held many important public positions in this State, among such being that of United States Attorney, Judge of the Supreme Court and for many years Judge of the District Court of the entire Upper Peninsula. Twice he came within one or two votes of being chosen United States Senator. When I first knew him he was a Judge of the Circuit Court, his circuit including the lower portion of the Upper Peninsula. I had the great good fortune of practicing in his Court, thereby learning of the order and method with which this eminent man discharged his official duty. He was at that time nearly 80 years old, but his mind was clear and his reasoning powers strong. He held the scales of Justice with an impartial hand, always obeying what he so well knew, the rules and principles of law. I can not close this short reference to him better than to quote what his biographer has said: "He was a model judge and lived a spotless life."

Thirty-five years ago there suddenly appeared within the public eye a judge of remarkable parts and great ability. I refer to Augustine H. Giddings, who was for seven years Judge of the Fourteenth Circuit. He was a man of fine personal presence

and would have been readily selected among a hundred as one born for an exalted place. He was a good lawyer, possessing to an eminent degree that equipoise of mentality and keen discrimination of principles so necessary to a judge.

I distinctly remember when he opened his first day of court. He had recently been appointed and had consented to exchange terms with Judge Turner. It was not until the close of the session that the attorneys learned that this was his first term upon the bench. At the opening of this term he marched in with the majesty of a king and took his seat upon the bench, and in a deep and melodious voice addressed the bar in the most felicitous and appropriate manner, then called the docket and immediately entered upon the trial of an important case, over which he presided with the politeness of a Chesterfield and the learning of a Story. He had a faculty possessed by few of beating a lawyer in such a way as to make him think he had but extended a gracious favor—and when he had gone the lawyers all agreed that during the whole term he had decided everything right!

But, with all the pre-eminent ability and noble characteristics possessed by him, he was weak in this—his social nature and periodical appetite for intoxicants finally left him wrecked upon a lee shore. Whatever may have been the cause of his weakness, a question that judges of the world can never solve, the brilliancy of his career, like the reflection of a shooting star, will remain with us who knew him. His life and early death afford an impressive lesson.

Among the many circuit judges I have known in the past forty years there is one whom I can not pass without notice, and he of whom I speak was Judge Levi L. Wixson, of the Twenty-fourth Circuit. Judge Wixson was a good trial lawyer before being called to the bench. It so happened that I was engaged in the first and last trial he ever presided over and during the time he was upon the bench I was intimately acquainted with him.

He was nervous and quick in speech, but what is seldom found coupled with such characteristics, he was gentleness personified, and though fearless in his rulings, he carefully refrained from saying or doing a thing that would leave a sting if it could be avoided. He had a retentive memory and was ready at all times to cite a ruling of the Supreme Court as his authority. He was more than esteemed by the bar, he was loved with brotherly affection. After serving for some years the state of his health necessitated his resignation, he dying soon after, being succeeded by Judge Beach, who has continued Judge of that Circuit since Judge Wixson's resignation.

A reference to the judges I knew thirty-five years ago would be incomplete if I omitted the name of Wm. T. Mitchell, of Port Huron. Although I have been intimately acquainted with Judge Mitchell every since I have been a resident of this State, and can testify to his high standing as a lawyer at the time he was elected Circuit Judge, I never saw him upon the bench but a single time, that being at Bay City, where he presided for Judge Sutherland. At that time his hair, which is now silvered with over eighty years, was dark and clustered thickly about his brow. I know that I thought at the time that he was a very handsome man and that he presided with urbanity, dignity and ability. Judge Mitchell now in his advanced years is in the retention of his faculties and still practices law, respected by his many friends throughout the State.

During my residence in Bay City Judge C. I. Walker, of the Wayne Circuit, also held a term of court

there. It was my first acquaintance with him. I now remember him to have been impatient and irritable and quick to see the weakness of a suitor's cause. His opinion upon the merits of a case he quickly disclosed to the jury and it could not be generally said that he was an impartial Judge, although he was the very soul of integrity.

While holding court at Bay City the late Judge A. C. Maxwell tried a case before him in which Maxwell was badly beaten by the jury. Conceiving himself aggrieved by the verdict he, while smarting under his defeat, entered a motion for a new trial, basing it chiefly upon the prejudice of the Judge in charging the jury. The clerk called the attention of the Court to the motion, who became, as he had a right to be, greatly incensed at it. As soon as Maxwell came into court the Judge stopped the proceedings and summarily inflicted a fine upon him of \$50 for contempt of court. Maxwell at once cast off his coat, as was his custom on entering court, and sat down and commenced writing, as if nothing had occurred to ruffle him.

Subsequently when in Detroit he told Judge Walker's acquaintances that the Judge had fined him \$50, but had paid the \$50 back to him out of his own pocket and apologized for the wrong, saying he would not have done it if he had not been angry at the time. This story of Maxwell was related to Walker, who, being of a sensitive nature, was very uncomfortable over it for a long time.

If time permitted I would like to speak at length of Judges Greer, of Bay City; Hawes, of Kalamazoo; Dewey, of Pontiac; Lovell, of Ionia; Williams, of Marquette; Gridly, of Jackson; Hence, of Port Huron, and Eldredge, of Mt. Clemens, all of whom have joined the great majority. I knew them well, and can testify to their high standing as Circuit Judges. "These men for small pay have done much in maintaining the high record of the Michigan judiciary."

There was one Circuit Judge, however, whom many of you knew that I wish to refer to briefly, and that is Erastus Peck, late Judge of the Jackson Circuit. His eminent position and his lovely traits of character were so well known that it makes it necessary for me to say but little. He was by education and training a trial lawyer of high standing, by pre-eminent mental endowments a great Judge, by God-given traits of heart and soul a nobleman. We shall no more see his genial face, no more clasp his hand in friendly and loving greeting. But we shall carry with us while we live a feeling that it was a good thing he was born, and lived and acted among his fellow men. "Green may his memory ever be."

It will, perhaps, not be out of place to here refer to one of the Federal Judges of Michigan, whom I intimately knew for some years—Judge Henry B. Brown, now Justice of the Supreme Court of the United States.

Judge Brown possessed a classical education, and was a lawyer of great learning, but he was always ready to learn more and if he ever found that he had made a mistake, he possessed the quality of mind of correcting himself easily. It was not an uncommon thing for him to announce in court that he had made a mistake upon some question, seeming to take delight in being right where he had once been wrong.

He was usually inclined to be merciful in the infliction of sentences in criminal cases, except in "burglary cases." Upon one occasion a burglar entered his bed-room and the Judge engaged in a revolver duel with him, and ever after a burglar convicted in his court usually received the full penalty of the law.

Once he said to me, "Brother Black, I hope you will have no more

indictments against postoffice burglars, as I really do not think I ought to preside in such cases." I replied that I thought his expert knowledge rendered him the best kind of a judge to hear those cases.

His demeanor towards the members of the bar was always dignified yet polite and kind. I heard him say once that during his long service upon the bench he never had an attorney address him in a disrespectful manner, nor had he ever found it necessary in his court to order an attorney to sit down.

Some people thought him cold in his nature, but such was not true. He did not have the faculty of letting everybody know it, but he really was, and desired to be, a warm-hearted man. He was loyal to his friends he believed in and, after he became Justice of the Supreme Court, he urged upon President Harrison the appointment of Judge Howell E. Jackson to a seat on that bench, although Judge Jackson was a Democrat. Judge Brown had learned, from associating with Judge Jackson upon the Federal Circuit bench, of the latter's pre-eminent fitness for a seat upon the Supreme bench and politics did not affect Judge Brown's judgment, and so Judge Jackson was appointed and during his short life thereafter adorned the position.

Time will not permit me to speak at any length of the lawyers whom I have known in the past forty years, and to single out a few would seem almost unjust to those I can not speak of. However, I desire in a brief way to refer to some:

Forty years ago George V. N. Lothrop, of Detroit, was acknowledged by all to be the leader of the bar of Michigan, which place he easily held for many years. While there were lawyers in the State who excelled him in different directions, yet as a whole he was unexcelled. He was learned in the law as well as in the branches of human knowledge. He was honorable and high-minded. He was an orator of sweet and persuasive eloquence. The first time I heard him he was addressing a vast assemblage of people, and he swayed them with magic power.

Much of his force as an orator was due to his magnificent presence, charming voice and graceful and rounded periods. He was a master of the art of using nothing but precise legal terms in addressing a court, his definitions, as they came rolling quickly upon him, being well nigh perfect. It was a good thing that the younger lawyers of this State had for so long a time such a model as Geo. V. N. Lothrop. His life, both as a lawyer and gentleman, will for years to come result in great benefit to both bench and bar.

Forty years ago Theodore Romeyn, of Detroit, had been engaged for a long time in the practice of his profession in this State. He was an old man when I first knew him. Whilst he was lacking in Lothrop's eloquence and dramatic method in trying a suit, he was not his inferior in legal knowledge or in the principles of logic. As a real estate lawyer he had no equal, as I once heard Mr. Lothrop state in an argument in the Supreme Court. For many years after he retired from active practice his towering form was frequently seen upon the streets of Detroit, and he was always pointed out as one of Michigan's greatest lawyers.

Judge C. I. Walker, to whom I have referred as being a short time upon the bench, was known thirty years ago as one of the oldest lawyers of the State. I met him frequently at the bar and can testify that a more painstaking, careful lawyer never tried a case.

He had in early life been extensively engaged in business and he brought to the bar his knowledge of correct

business methods. This was noticeable even in the way he presented his authorities to the court. He arranged them in a sort of a chronological order, carefully marked with a slip of paper, and he never would read one out of its order. He never burdened a court with anything but the pertinent point of a case cited by his adversary as he studied the cases against him with as much care as he did those in his favor.

His success in his profession, and he had great success, was without doubt due to his wonderful ability to find, arrange and classify the decisions of the courts rather than that of presenting his own original reasons.

Levi Bishop was a contemporary of Lothrop, Romeyn and Walker and attained a high place at the bar. I never knew him except as I heard him in the argument of cases in the Supreme Court. He seemed always to be ready with authority and much reason to support his contention. He had a strong and somewhat ponderous style, rendering his arguments forceful yet involved and lacking in the graceful precision that always marked those of Mr. Lothrop. He was a poet of some repute and a gentleman of high standing, and a credit to the city and State in which he lived so many years.

Bethune Duffield had 35 years ago attained a prominent place at the Detroit bar. He was a poet and scholar, as well as a good lawyer, a lovable man, and continued in the practice of his profession until his death some fifteen years ago.

Of all the Detroit lawyers I ever knew none excelled the late Wm. P. Wells in the presentation of great legal questions to the court. He was a master of logic, broad in his conceptions of general principles, learned in the decisions of both American and English courts, a classical scholar and peerless in the use of pure English. To hear him at his best was to listen to his arguments upon constitutional questions, where he could draw to his aid his knowledge of the history of the country in the light of which the constitution was to be construed.

To the outside world he was supposed to be cold and exclusive. A story is related of him that when he was a member of the Board of Education in Detroit, a person desiring his daughter to be employed as a teacher in the public schools asked his partner if he would not intercede with Mr. Wells in her behalf, to which his partner replied: "I cannot do it, as I am not very well acquainted with Mr. Wells myself." I remember of telling this story to Mr. Wells, and his enjoying it much.

He was not cold and repellent in his nature but kind and genial, and when one came to know him he was found to be a generous hearted man. I knew him intimately and never found anything but genial kindness in his nature.

But the great lawyers of Michigan in the years gone did not all reside in Detroit, any more than they do now.

Forty years ago the Saginaw Valley numbered among its bar some of the greatest lawyers of the State, including John Moore, Wm. L. Webber, Gaylord and Hanchett and John J. Wheeler, of Saginaw, T. C. Greer, Archibald McDonnell, Isaac Marston and H. H. Hatch, of Bay City. At this time the immense lumbering business done at these places called for the best legal talent that could be found, and these lawyers, together with the others there, had most of this immense business in charge.

At this time T. C. Greer was scarcely thirty years of age, and in fiery zeal and indefatigable labor he had no superior in the valley.

Isaac Marston, a graduate of the University Law School and protege

of Judge Cooley, with a rich Irish accent, was a conspicuous figure of the Bay county bar. He was then a ready trial lawyer of great resources when closely pressed, and it was a difficult matter to get him into a place from which he could not escape, and if any person could do it, it was T. C. Greer.

Greer was a companionable man of a social nature.

He served a short time as Circuit Judge, but before his sun reached its meridian he laid down in the furrow. Marston lived longer but died young. Both were good lawyers and will long be remembered.

Wm. L. Webber of Saginaw, was for many years recognized as one of the ablest lawyers in Michigan. He possessed business knowledge of the highest order and seemed to delight in unraveling complicated affairs. He was high minded and respected throughout the State.

John J. Wheeler, also of Saginaw, small of stature, was great in intellect. He could draw a contract or pleading in the fewest words and in the most understandable form of any man I ever knew, and could manage a Chancery case absolutely to perfection.

John Moore, now very old, forty years ago was recognized as an educated lawyer and able advocate. His voice was as clear as a silver lute, his style captivating, his reasoning cogent—all of which rendered him a dangerous opponent in jury trials. But it must not be understood that he was only a jury advocate. He was a great all round lawyer.

Benton Hanchett at that time was one of the younger lawyers who had won a respectable place at the bar and then bid fair to attain to the high position that you all know he occupies to-day. It was Judge Sutherland's opinion at that time that he had the most accurate knowledge of practice of any lawyer in the valley.

At Flint forty years ago there was a brace of lawyers who were foemen worthy of the best steel in the State, among which were William Newton, Wm. M. Fenton, Sumner Howard, Levi Walker and Geo. H. Durand. It was generally understood among the lawyers that the Genesee county bar tried their cases as closely as any bar in the State.

Newton was at that time an advocate of great power, his argument always being couched in good language and tinged with a vein of sadness which rendered him impressive.

Sumner Howard was a fine jury lawyer and a renowned wit.

Levi Walker was a walking encyclopedia of equity, law and the rules and practice of courts of Chancery.

Geo. H. Durand was a young, handsome, genial, careful lawyer and already stood well in his profession for his years.

I knew but few of the great lawyers of the Oakland county bar, but those I did know were worthy to be classed with the best, and these were Michael E. Crawford, Augustus C. Baldwin and Chas. Draper.

I never knew D. Darwin Hughes personally, beyond hearing him in the Supreme Court, but I remember of the tremendous force and great reasoning power he exhibited. In one case Prof. Kent was opposed to him and during the Professor's argument he had analyzed the sentences in the terms of a contract and had parsed the words in the sentences for the purpose of showing that the contention made by Hughes was untenable.

When Hughes came to reply he assailed Kent's several propositions with unanswerable logic and great fury, and at each climax he thundered to his opponent, "Parse that, Professor Kent," to the merriment of those present, and at the close of his ar-

gument Benton Hanchett, who was present, said to me, "I always feel my own inability when I hear that man argue a case."

There was one great lawyer, while not a resident of Michigan forty years ago, yet was claimed as really belonging to the bar of the State. I refer to John VanArman, who crossed swords at Detroit with Wm. H. Seward in the great railroad conspiracy case over fifty years ago and bore away the trophies of victory.

I knew him intimately and his methods as a lawyer.

He was thick set and swarthy as an Indian, with a magnificent head, a strong lower jaw and a mouth that nearly severed his head from his jaw.

He was one of the most remarkable men I ever knew. His capacity for learning about a lawsuit in a short space of time, if it involved only questions of fact, was wonderful. But if it involved legal questions, then it was a matter of greater labor to him, as he always studied over the most simple questions before entering court. When fully prepared it was a rich treat to hear Van Arman argue a case to a court or jury. In his arguments he used strong, simple language, rejecting every word that did not express just what he desired to say. He met in the fullest sense the requirements of an orator, "He convinced his hearers."

As a cross examiner I never knew his equal in this or any other State, and I cannot conceive of his having a superior in this most important art of a lawyer.

In this hasty review of Michigan lawyers I am constrained to refer to O'Brien J. Atkinson, of Port Huron, and John Atkinson, of Detroit. But owing to their recent decease it would hardly seem necessary to speak of them as lawyers to those who knew them as well as most of you did. But I may be pardoned in saying that Nature had been generous in her endowment of these brothers.

John Atkinson for twenty years before his death was acknowledged as one of the best trial lawyers in the State of Michigan. He was witty, eloquent, logical and resourceful and was never defeated until the judgment was entered.

It is hard for us who have heard him so often to realize that we shall never again see him engaged in battle royal, giving and parrying blows like a plumed knight, or hear his rich eloquence blended with his inimitable wit.

O'Brien J. Atkinson, while in my opinion not as good a trial lawyer as his brother John, was more than his equal in his knowledge of the law and in generalship of a lawsuit. He was a safe counsellor and seldom miscarried in his calculations and for forty years retained the confidence of his neighbors and clients. His manner of presenting a proposition was winsome and convincing. Like his brother John, he could not refrain from witty repartee and frequently clothed his wit in poetical language which at times was quite effective.

Upon one occasion many years ago when I was quite young he and I were engaged in trying a suit at Caro. At the close of the case he insisted upon my arguing it to the jury, as I was better acquainted with the jurymen than he. I did not wish to do it and gave as a reason that I was engaged in the next case to defend a man on a charge of stealing a horse and I did not feel fully prepared and wanted a little time to talk with the prisoner.

O'Brien replied that I should go on and make the argument and he would write a speech for me to make to the jury in the criminal case and I finally consented to do as he wished.

In order to understand the speech he wrote I will say that a short time before the Board of Supervisors of

Tuscola county, after wrangling over the county seat question, as a joke located it in a swamp in the extreme corner of the county, called Moonshine.

The name of the horse thief referred to was Myers. He had started from Bay City, as he claimed, and took a horse which he had found just over the county line, grazing in the road, and when detected he was riding without saddle or bridle, twenty miles away near Moonshine.

The case was brought in and after the people had offered their evidence I called the prisoner to the stand, who told his story in a few words, and the prosecuting attorney then made a lengthy argument, urging the respondent's conviction, and while he was talking, Atkinson was indicting my speech, which I read to the jury and sat down without further comment. It was as follows:

Myers was on his way to Moonshine  
Where sage Justice took her seat;  
When the sun poured down hot terror,  
Myers, he strode with weary feet  
Up the sandy road to Moonshine,  
Up where frogs and lizards meet.

Myers was tired; his feet were weary,  
Walking long his strength had tried,  
And seized with moral Kleptomania  
Myers resolved to take a ride,  
Up the sandy road to Moonshine,  
Up where frogs and lizards hide.

So he took a horse found grazing  
On the highway near the hill,  
Scorning saddle, girth or bridle  
Guiding only by his will,  
Riding up the road to Moonshine  
Up where are frogs and lizards still.

But the people—God forgive them—  
By their seldon of the law,  
Looking at this whole proceeding,  
Crimes and misdemeanors draw  
Such a people—such a scion,  
None but Moonshine ever saw.

The poem convulsed everyone with laughter, including the dignified Court, Judge Lovell, who was then presiding. The jury retired and within a few minutes returned with a verdict of not guilty. And so I succeeded in winning a case that I had much doubt about, solely through the ability of Mr. Atkinson to present the ridiculous side in poetic verse. He was a true and loyal friend of mine and it is but human for me to revere his memory.

In closing this paper permit me to speak of one who not only adorned the bar of the county of Ingham, but also of the State, the late M. V. Montgomery, of Lansing. From a close acquaintance with him for many years I feel that I can truly say a more courteous gentleman never signed the roll of attorneys in this State.

As I said in the beginning, I could refer to but a few of the lawyers and judges who have done honor to this State. There were many I should have been pleased to have spoken of at length, and in particular those who have resided in Grand Rapids and the western part of this commonwealth, but my time will not admit of it, and I will leave such reference to others who may do justice to them in a more fitting manner than I am able to do. But there is enough in the lives of those of whom I have spoken to warrant the reputation that Michigan bears in the sisterhood of the states of having an able bar and a learned and incorruptible judiciary.

**Before Buying Your  
Gas or Electric  
Fixtures**

look over our stock. We carry the largest line of  
**Lighting Fixtures**  
in the State.

**WEATHERLY & PULTE**  
Heating Contractors  
97-99 Pearl St., Grand Rapids, Mich.

## REDUCTION SALES.

## Their Success Generally Due To Woman's Credulity.

Written for the Tradesman.

In season and out of season, from the time of its inauguration, have "menkind" given the merry Ha! Ha! to the "bargain counter" and its attendant smash and jam of feminine humanity on the outside of it. At the same time that the spectacle is pitiful, in that it shows a deplorable lack of sound commonsense on the part of women who should know better—I say, at the same time that the sight is to be deprecated, it is still excruciatingly funny.

What could be more ludicrous and absurd than a mass of pushing, struggling females clawing over, pulling out from under and grabbing trash they would never vouchsafe a second glance if found on its legitimate counter?

Just for the fun of the thing I sometimes allow myself to attend such a sale, and to see "what fools these mortals be"—the mortals denominated the Weaker Sex. I go early—not to "avoid the rush" but to secure a good position where I may get in the "closest touch with the situation," as it were. And I get "close touches" "all right, all right," as the children say. I pretend to look at this, that or the other piece of riffraff, asking of my nearest neighbors their opinion of its desirability, simultaneously answering their anxious enquiries.

At Morse's, on Monroe street, aft-

er the "Great Fire Sale" was "on" with all its flourish of trumpets, I several times got into the thickest of the fray, just to laugh in my sleeve at the gullibility of my silly sisters—the complete surrender to the god Moloch in the shape of a so-called SALE.

Watch the droves of women going past a store window in which is placarded the above magic word—a word to conjure with. Every lady whose glance falls in that direction will "stop, read and ponder," a la the advertisements and billboards. And if by any chance they get almost past they will scurry back as if life itself depended upon seeing with their own eyes the fascinating bargain announcements. They read just how long the sale is going to last, and if the window-card doesn't tell they step inside to ascertain the exact date-limits, that they may govern themselves in accordance therewith.

Poor dupes! For, as a general proposition, it can not truthfully be said that women are excellent judges of quality. If an article, cloth or garment looks reasonably good, and is "marked down," that seems to satisfy their every requirement, and they will buy it unquestioningly.

Sometimes a sign announces:

Was \$2.28 a doz.

Now only 18c apiece.

"My! See how them things is marked down!" they exclaim delightedly, as they peruse the Was and the Now cost to the consumer. "Them's only 18 cents now," they announce, and, as their arithmetic is no better

than their grammar, they buy now for 18c a shoddy article that never was worth at retail more than 16 at the very most!

And then there's the matter of damaged goods announced to be sold at "the most tremendous sacrifice!"

\* \* \*

George Morse didn't miss anything, in banking on woman's credulity and insatiable love for "bargains," when he made the settlement with the insurance companies by which they paid him \$120,000 and he kept the damaged stock.

I watched the weary women as they stood in line for hours, waiting until the doors of Paradise should be opened to let a hundred of them in at a time to inspect the wonderments of the "Great Fire Sale!" They came with babies and baskets on their arms—the ones unconcerned for the appearances of life. All classes were represented: the lady of high degree with money galore in her pocket—no, no, women have no pocket; I mean pocketbook—to the poor Polish or Italian woman with shawl thrown over the head and nose keen for the something-for-nothing.

They were drawn in the biggest bunches to the white goods and ladies' underwear departments. These seemed to possess a fascination impossible to resist.

The so-called bargains in towel-ing and white bleached cotton (some might have been a little better) were about such as could be obtained at a "January Linen Sale" in any dry goods store, and, as for the

mess of undergarments—well, those whose condition I examined never could have brought the price asked, even when clean and dry, and now, in all their blackened wetness, many of them mildewed besides, no sane woman would buy them at the prices marked.

The women were so jammed around the counters mentioned that you wouldn't have said there was room for another bit of bargain-hunting femininity! Those next to the undergarment counter clung to their post with Spartan firmness, standing their ground with valor worthy a better cause. They jostled and shoved and their feet were trod heavily upon by other females just as frantic to get a position of advantage. Many a bony hand was thrust above or under in the endeavor to clutch a more than mussy—a dirty—garment for close inspection. The crowd on the outskirts waited with ill-concealed impatience for the "pig-gish persons" on the inside track to give them a chance. But the "pig-gish persons" hadn't stood hours out on the sidewalk to be willing to abdicate the throne for nothing, and so the war went merrily on. After an hour or so of clawing over of the dirty stuff some of the inside trackers considered by the less fortunate as exhibiting more than porcine proclivities would reluctantly yield the ground they so valiantly had camped on and the next row would immediately gobble it, while rows three and four would "move up a peg."

'Twas a sight for gods and men

# ADVERTISING SCHEMERS FAIL

To show you one of the many fine examples of our pure, honest and legitimate work read the following letter:

Winona, Miss., May 24, 1905.

The New York & St. Louis Consolidated Salvage Company.  
Mr. Adam Goldman, President and Manager,  
St. Louis, Missouri.

Dear Sir—In answer to your letter of the 20th, will say that we have found your system entirely profitable. We adopted your system of inaugurating special sales March 11th. In this ten day sale you increased our business more than tenfold, taking in twenty-two thousand dollars (\$22,000) in the ten days. We have continued using your system of advertising and have inaugurated three additional monthly sales. These sales realized more business for us than we have been doing the entire year. These facts, once and for all, must show the general public that your mode of advertising must be legitimate to get these results. We are the leading merchants in the State of Mississippi, and would not secure the services of any concern unless they could show and prove to us their ability and established reputation in this line of work. Before we secured your services we looked up your reputation, and found that your references were genuine and of the highest character. Of course, as is natural with every transaction, with all these facts before us, we were still in doubt as to your claims, yet the records on our books will show the business from the time that we engaged your services and our previous business before we secured your services. These facts must convince the reader that YOU CAN DO WHAT YOU CLAIM and that YOU WILL DO WHAT YOU CLAIM. We had all kinds of propositions from the many concerns operating throughout the country, but none of them offered a guarantee for the good faith in preparing their work as your firm does. We should be glad to give brother merchants any other information they may seek regarding your good will.

THE FLAKE-NEILSON COMPANY,  
Arthur Flake, Pres.

**YOU Cannot Fool the Public, Mr. Merchant. If you expect the people to do their trading with you, do away with the various novices who tell you that they will advertise your business.**

If you have any foresight, you will realize that the real merit is the only thing that can bring you and your business success. The many premium schemes and trading stamp devices resorted to in trying to improve your business have all been tried and failed. If you would put the same money, energy and ability into making, improving and promoting your business by adopting a system of pure, wholesome and legitimate advertising, you would readily realize that you would have no use whatsoever for these impossible schemes, premium games and other un-businesslike methods that novices are trying throughout the country.

We are promoting some of the largest mercantile houses in the country. By the word promoting we mean that we increase their daily average receipts by adopting our methods and our system of advertising, which is clean and wholesome. We inaugurate a ten day sale and guarantee the merchant a stipulated amount of money to be taken in during the ten days. We manage, advertise, conduct and supervise these sales with our modern mode of advertising. If you are not doing as much business to-day as you did yesterday; if you are not doing as much business this week as you did last week; if you are not doing as much business this month as you did last month, write us immediately and we will tell you and explain to you how we inaugurate our new plan guaranteed ten day sale, with a series of advertising systems that have been tried and tested and which are bound to bring results.

**NEW YORK & ST. LOUIS CONSOLIDATED SALVAGE CO.**

**ADAM GOLDMAN, President and Manager**

**CENTURY BUILDING, ST. LOUIS, MO.**

**SPECIAL NOTICE**—The New York & St. Louis Consolidated Salvage Company, Adam Goldman President, exclusive offices are in St. Louis, Mo., Century Bldg. Not connected with any other special sales concern who are using the word Consolidated to mislead the public.

for days; a most graphic illustration of the strenuous life!

\* \* \*

Many times do I look at the underwear displayed in store windows under the various sale names intended to arrest attention and secure customers for the same. I bear in mind a certain exhibit ticketed in a window a while ago. I paid particular attention to the prices, and there wasn't one article in the window but its duplicate might be bought in any store in town that very minute for the same price! But one has to be familiar with goods and their general values to know this.

Of course, it wouldn't do to say that so-designated bargains are never true to name, for such a statement would not be in accord with facts, but in many instances one has to more than "look a leedle out," as the Dutchman puts it. In the case of a coat or such where a woman has "marked a garment for her own" if the price drops before it is snapped up by some one else, she knows whether the alluring "marked-down" means anything, and then she is safe in believing her eyes; but too many times it is merely an instance of "wanting to believe," like the "pure fools" who attend the "spirit manifestations" of the "mediums."

Emancipated Shopper.

**Trade Teachers Give Lessons Free of Charge.**

While a few years ago large numbers of old-style cook stoves, with those cut-under ovens which now look so terrible, were still sold in Ohio and Pennsylvania and all over the South, the Michigan dealer would buy nothing but square ovens—strictly up-to-date goods. I could sell ladies' hats of styles three or four years old in New Mexico, but in Michigan the home journals and the fireside papers tell all about the twentieth century washing machines, about Mrs. Rorer's latest report on a new paring knife, of the celebrated bread mixer, etc., often before we can get those articles in stock—and our up-to-date housekeepers with the journal kitchen education wonder why the Michigan hardware dealer does not keep these goods in stock.

It has been largely due to the traveling men's efforts that the Michigan dealer has become educated. The traveling man it is who keeps us posted, reports new things, is ever ready to add to our stock and see that we are strictly in it. It is a pleasure for him to open his treasure of new ideas and let every merchant have full and plenty.

I select a line of stoves, of refrigerators or of hay carriers. The salesman representing any one of these lines has with him a model of his 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 also is 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 line, increases the enthusiasm, makes the line an easy one to sell.

The traveling man visits fifty or perhaps seventy-five 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 stove, and the result is that his knowledge is mine for the asking, an open book with a new volume whenever he comes around.

A large number of customers in the store prefer to trade with the owner of the business or at least 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 plant 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 causing confidence and faith between his employer and the customer, the better he will succeed as an order receiver. Buying from the catalogue alone can never give the satisfaction as a personal intercourse between the jobber's representative and the retailer.

If the issuing of a catalogue would be sufficient to sell goods the catalogue houses would get all the business there is. Their prices are good, their description of articles is fine. It is a good thing for us dealers that quite a goodly number of the public is from Missouri—they prefer to see. Some of us have perhaps bought from a house which sells through catalogues alone, but how often one or more articles are found, even in a small bill, which would not have been ordered if they had been seen before or could have been explained in regard to quality or utility by an agent. To overcome this we must visit the jobber as was formerly done by the New Mexicans or else stay

by the traveling man, and I am sure the latter will be the cheaper and more satisfactory for most of us.

And last, but not least, we are thankful to the majority of traveling men for a large amount of sunshine they carry with them in their smiles, their greetings, their handshakes, their jokes, their heartiness. The successful traveling man is a

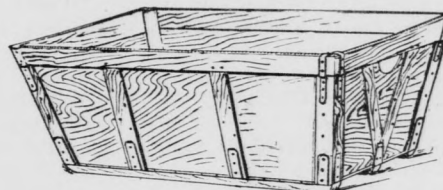
man of tact, of culture, of sociability. How many of us would like to keep a store without him? I, for one, shall, for the present at least, cast my vote in favor of the traveling man. C. F. Schmidt.

Never strike a man when he is down. Ten chances to one he will get up again.

**An Indestructable Delivery Box**

Patented

Especially Adapted for Grocery Men



They contain all the advantages of the best basket; square corners, easy to handle, fit nicely in your delivery wagon, no tipping over and spilling of goods, always neat and hold their shape. We guarantee one to outlast a dozen ordinary baskets. If your jobber doesn't handle them send your order direct to the factory. Manufactured by

W. D. GOO & CO., Jamestown, Pa., Successors to Wilcox Brothers

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

Ten Reasons Why You Should Buy

**Golden Horn Flour**

Reason No. 9.—Our Guarantee

GOLDEN HORN is the best flour made. If you will give it a fair trial and don't find it perfectly satisfactory in every respect we will cheerfully refund your money or do anything else you may deem fair and reasonable. We have perfect faith in every sack and know that it will suit you. Not one pound in a thousand barrels is ever returned. It don't come back. Golden Horn isn't that kind of flour. It's the kind that sticks and that's the kind YOU want.

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

MILLERS AND SHIPPERS OF

Established 1883

**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



### Observations of a Gotham Egg Man.

Regarding the general situation of the egg market there is no new or encouraging feature to report. The only change that may be expected to improve the position is for production to fall below consumptive needs, throwing part of the demand upon the excessive storage accumulations. There has been a moderate decrease in receipts at the larger distributing markets, but it has not yet been sufficient to rid us of a surplus and storage stocks have, in the aggregate, gone on increasing.

The hot weather prevailing in the country has still further reduced the proportion of heat-free eggs and of these there is now no material surplus. It is quite probable that the supply of fancy strong bodied eggs may fall below consumptive needs of this quality and compel the use of some of the earlier storages before the surplus of medium and lower grades ceases, and that a few fine eggs may be taken from storage at a time when there is still a larger quantity of cheaper eggs going in. But there seems little probability that any actual reduction of storage holdings can occur before August and there is now no question that the first of that month will find the markets of the country as a whole with by far the heaviest storage accumulations ever recorded.

An egg shipper writes to know whether the reported storage accumulations here (550,000 cases on June 15) represent actual stock stored or whether they include storage room engaged but not yet filled. We wish to say that the reports as compiled here represent actual storage of eggs; there is still room in this vicinity for further storage, although many of the houses are full and can take no more. The total available egg storage facilities in New York and Jersey City are upward of 600,000 cases.

I referred last week to a serious difficulty experienced by the Egg Quotation Committee of the N. Y. Mercantile Exchange in making quotations which would fairly represent the qualities arriving and still conform to the official requirements for grade. This difficulty has continued unrelieved and the quotations have still been made regardless of the official grading.

The specifications for "firsts," for instance, are met in the spring by perhaps 80 or 90 per cent. of the egg receipts; under hot weather conditions such as recently experienced they are met by only a very few exceptionally fancy country candled and graded eggs from Northern sections. If the quotation for firsts were to be based upon the value of these few extra fancy goods it is evident that it would bear an exceedingly irregular relation to the country value of eggs from season to season, and tend to mislead shippers as to

the value of their goods. Yet it is manifestly a wrong to quote established specified grades on a basis entirely different from the specifications.

An effort to correct this difficulty has now been made which, it is hoped, may meet the changing requirements of the market from season to season.

The egg rules have been changed so that the varying requirements for the grades of extras, firsts, seconds and thirds may not be fixed by dates as before, but left to the discretion of the Egg Committee according to the general character of the receipts. By this means only can the grades be kept to represent even approximately a fairly uniform proportion of the egg receipts; and it is to be hoped that the change will do away with the objections lately made as to egg quotations which, in everything but technicalities, have very fairly represented the value of our receipts.

The very faulty character of our egg receipts of late, and the heavy loss shown in many invoices, emphasize the necessity for a more careful grading and candling of the eggs before shipment. It is useless to pay for cases and freight to send rotten and half rotten eggs to market, and an enormous saving could be made if these were culled out in the country. While I have always advocated sales of eggs "at mark" in the distributing (consuming) markets it would seem that shippers who buy eggs in country places and prepare them for distribution should buy "loss off." In the large markets eggs are sold at mark at widely varying prices according to grade so that shippers have a natural incentive to put up stock in the best possible manner; but at collecting points it is often the practice to pay a uniform price for eggs of irregular quality and consequently the farmer and country storekeeper are without the incentive to a proper care of the eggs and a prompt marketing of them while fresh. In order to encourage improvement in the quality of eggs coming in at collecting points all classes from whom the goods are bought should receive different prices for different qualities according to their real value. If the collectors would all adopt the "loss off" buying (some of them do so now), assort the eggs before the candle and pay for them according to grade the country storekeepers would surely take better care of the stock and might be compelled also to examine qualities when buying from farmers. There is no hope of improvement so long as dealers get a uniform price for irregular qualities.—N. Y. Produce Review.

And that motto of Theocritus: "Doing is never half done unless the doer is done for."

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

# Butter

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

**E. F. DUDLEY, Owosso, Mich.**

W. C. Rea

A. J. Witzig

## REA & WITZIG

PRODUCE COMMISSION

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

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

### REFERENCES

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

Established 1873

## 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

## We want Butter, Eggs, Poultry and Veal

We pay highest prices all the year around.

**GRAND RAPIDS PRODUCE CO.**

40 S. Division St.,

Reference

5TH NATIONAL BANK

Citizens Phone 3083

Bell Phone 465

## Egg Cases and Egg Case Fillers

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

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

## 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.**



**Special Features of the Grocery and Produce Trade.**

Special Correspondence.  
New York, July 1—Spot coffees have been in more active demand since last noted and some pretty good-sized lots have changed hands. Quotations show little if any change, although there is an upward tendency. At the close Rio No. 7 is worth 7½@7¾c. The receipts of coffee at Rio and Santos from July 1, 1904, to June 28, 1905, aggregate 9,944,000 bags, against 10,381,000 bags at the same time last year, and 12,292,000 bags two years ago. It will be seen from these figures, so far as they go, that the situation is decidedly in favor of higher markets. Mild grades are dull and buyers are simply taking small lots to keep up assortments. Good Cucuta, 9@9¼c, and good average Bogotas, 10¾@11c. Little is doing in East India sorts and quotations are practically without change.

As to teas, neither buyers nor sellers seem, at the moment, to be taking any interest in the article. The latter hold firmly to quotations, and it takes a pretty sharp buyer to get any concession. Advices from primary points indicate quietude all along the line.

There is a decidedly better feeling in the refined sugar market and orders have been coming in at quite a satisfactory rate. It is likely that when the mails are opened next Wednesday, after the holiday, there will be enough orders to keep the market on the jump for awhile. Retailers, it is thought, are pretty well cleaned up, as they have not been active purchasers lately, and everything indicates a lively market for the remainder of the season.

The rice market is hardly as active as last reported. Consumers are reported as light buyers and, in turn, retailers are doing little. Supplies are not large, however, and quotations seem to be pretty well sustained.

In spices we have a market for pepper which retains all of its recently-acquired strength and adds thereto almost every day. Sales have been made showing about ¼c advance and buyers are showing more interest than for some time. While this has been the leading article of interest, the whole spice market is firm and is being closely watched by careful buyers.

Naturally, there is not much life in the molasses trade. Buyers take small lots and seem to be "lying low" for awhile. Offerings, however, are light and sellers are pretty firm in their views. Syrups are steady and unchanged.

It is a quiet week in canned goods. Almost everybody is away who can get away at all, and they say it is a very easy matter to do this so far as being busy is concerned. Hardly an item of interest can be picked up

in the whole run of the market, and no changes of note have taken place. Future tomatoes are pretty well established at 67½@70c, but it would hardly be safe to quote much of anything above this figure. Salmon is firm.

There is a more quiet feeling in the butter market. Arrivals have been quite large and the demand is hardly as active as had been hoped for. The receipts here this week will, it is thought, closely approach 80,000 packages. Best Western creamery, 20½@21c; seconds to firsts, 18@20c; extra imitation creamery, 18@19c; firsts, 16@17c; factory, 15½@16c for firsts and 14½@15c for seconds; renovated, 15@17c.

There is little if any change in the cheese market. Supplies are fully equal to the demand and not over 9¾c can be quoted for full cream small size. Large size is very slow, although quoted at about the same figure. Skims have been in fair demand at about 5@7c.

There is precious little change in the market for eggs, but the dealers are pretty well cleaned up and not much stock will be carried over. Best Western, 17@17½c; seconds, 14@15c.

**German Meat Supply.**

The municipality of Nuremberg, says Richard Guenther, Consul General at Frankfort, Germany, has resolved to petition the Bavarian government to convene the "commission for meat supply" to take steps for relieving the meat market. According to expert opinion, the farmers supplying Nuremberg with meat have only inferior cattle, and the domestic husbandry is utterly incapable of furnishing a full supply. The municipality holds that "this condition will be much aggravated when the new commercial treaties go into effect, as then a further advance in the present high price of meat is likely to occur." When that time comes meat may become a once-a-week luxury to many Germans.

**Disappearance of Mackerel.**

W. H. Jordon, collector of the port of Gloucester, Mass., and Benjamin A. Smith, of the Board of Trade of that city, have had a talk with the President concerning a proposition to have the Bureau of Fisheries investigate the reason for the gradual disappearance of mackerel from the waters of New England. It is probable the suggested enquiry will be made, as it is regarded as highly important that New England fishermen should learn something definite regarding the movements of the fish.

**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.**

**We Sell the Following Goods  
Advertised in the Tradesman:**

- Jackson Baking Powder
- Baker's Brazil Coconut
- Eagle Brand Condensed Milk
- Grandpa's Wonder Soap
- Beech-Nut Sliced Bacon
- Lion Coffee
- Ben-Hur Cigars
- Tradesman Coupons
- Yeast Foam
- Sapolio
- Ballou Baskets
- Karo Corn Syrup
- Royal Baking Powder
- Jennings' Extracts
- Dutch Rusks
- Baker's Chocolate
- Quaker Oats

**WORDEN GROCER COMPANY**

Grand Rapids, Michigan



**Cigars**

WE SELL 'EM

**WORDEN GROCER COMPANY**

GRAND RAPIDS, MICH.

**CLOTHING**

**Style Tendencies in Little Folks' Wearables.**

The attack of doleful doirdrums which depressed the retail trade in New York in May and continued intermittently for a brief while in June has been dispelled. While it lasted it had the effect of introducing semi-annual clearance sales a month ahead of the usual time. The sale of woolen goods has been rather spasmodic since Easter, and after a comparatively slow May retailers felt that some effort was necessary to give celerity to the slow-moving stock, hence the price reductions which were made so early this season.

While retailers in the metropolis are congratulating themselves on being ahead for the year so far, they have not had the good general trade from month to month, with each period of thirty days showing gains over the corresponding periods of a year ago, as has been the case with retailers in other regions. Even the up-state trade reports that there is nothing to complain of, and yet they have had the same weather to deal with that New York merchants have had. Trade in the big city, however, has not been the same with all, for some clothiers report having had good business right along, and say they have no fault to find with the weather. Perhaps those retailers who are continuously holding the weather responsible for trade dulness, and now find their "weather reports" no longer available, might bring "the little black man" to the front, for it seems hard for the complaining ones to assign any other cause for lack of business than the weather; when it is cool it is too cool, and when it is hot it is too hot for them.

Trade reports from other sections of the country, as they have been made by travelers now home and by visiting merchants now doing their fall marketing and picking up supplementary summer supplies, are very good.

Even in wash suits there is a little doing all the time, but a seasonable demand has set in during the fortnight and bids fair to continue increasing in activity. That business is now brisker may explain why manufacturers are holding on to their stocks which, up to this time, have remained large, owing to the light retail sales. Retailers now believe they make a very satisfactory showing for June.

There are many more novelties in wash goods out this season than were shown last summer, and in heavier fabrics, such as khaki, duck, butcher's linen of heavy quality, which are shown in two-piece models, Norfolk and double-breasted jacket styles with bloomers, and, owing to their heavier weight and sturdiness, these have sold well during the cool periods.

Buyers say that never before has

so much consideration and attention been given to houses putting out merchandise at a price as for the fall season. As buyers they are more discriminating than ever, and say that they are less concerned to-day than formerly about the various little extras in the details of making clothes which add to the cost and have been more and more considered essential in the complement of a thoroughly well-made garment. Some are sticklers for fabric, and insist on getting the best fabric possible with but indifferent tailoring; others want fit and style and are satisfied with fabrics that look good to the eye, while others are pleased with merchandise carrying general good looks, so long as it meets their ideas of value and can be handled by them at good profit. This, of course, applies to low and popular priced lines, and is said to be the outcome of those conditions prevailing in the clothing market which make it hard to get clothing at old prices.

There are many buyers who claim that the people do not appreciate in popular-priced clothing the extra details of manufacturing which add so materially to the cost, such as better quality trimmings, elastic stayed waistbands, tape-bound seams, hand-made buttonholes, hand felling, etc., and that so long as these items are not valued by the parent, when buying clothes for the offspring, the buyer is not going to give them the consideration for fall that he would another season, when clothing values do not range so high as at present. This looks very much like skipping the price on the make and putting it into the quality of the fabric, so that good value will show in the looks and not the make.

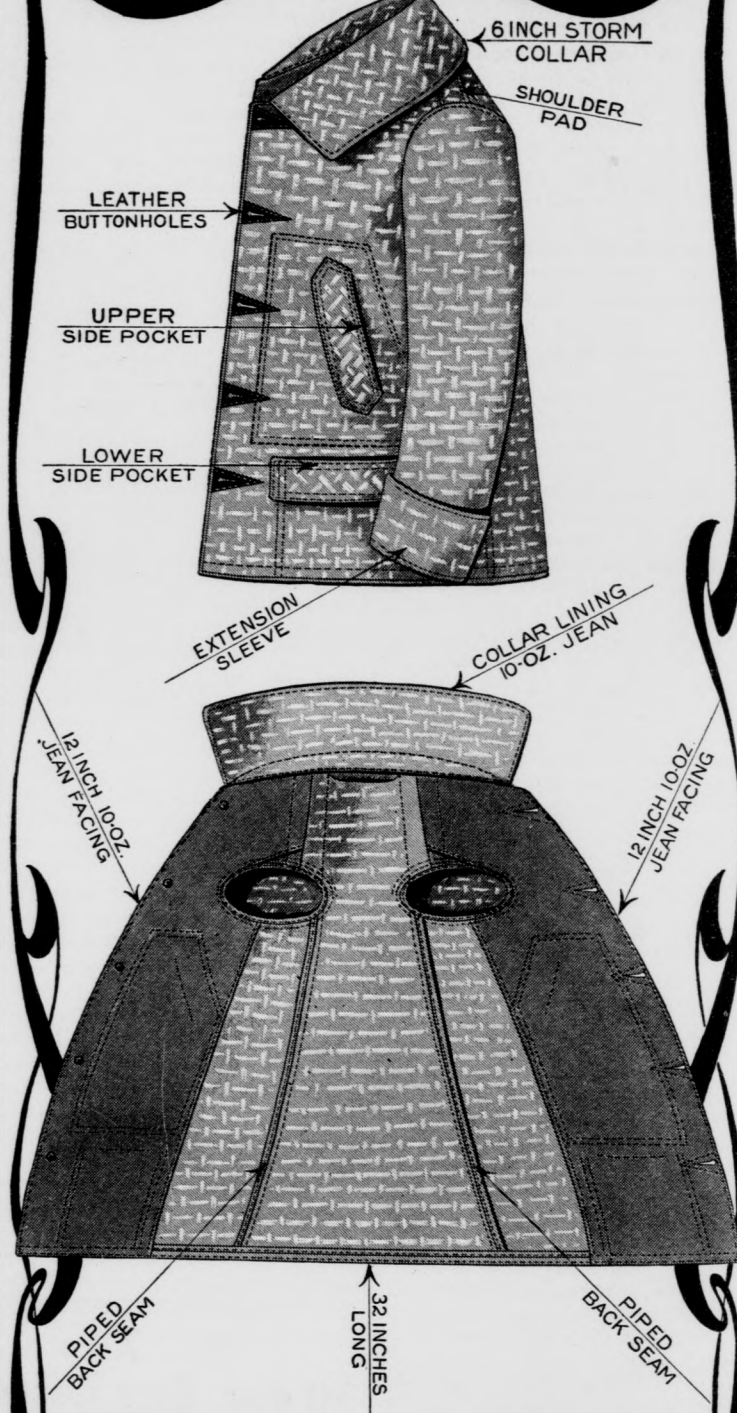
The majority of buyers of juvenile and boys' lines have bought heavily of mercerized worsteds, claiming that the public wants nothing but worsteds and will not have woolens. Their defense is that the worsteds give better satisfaction, and that woolens are condemned by the consumer because the wool wears off quickly at the points receiving hard wear, and the garment soon looks worn and shabby. These buyers therefore assert that they are obliged to buy worsteds in order to give the people what they want, and hence say that the bulk of their fall orders is made up of mercerized worsteds up to a medium price, and pure worsteds in the high grades, with but a small percentage of woolens to complete the line. There can be no disputing of the fact that mercerized goods are in high favor with the majority of buyers of juvenile, boys' and youths' clothing.—Apparel Gazette.

Make home a heaven, and the children will take your word for it as to the heavenly home.

Many men are sure they would get to heaven if only they might die in their Sunday suits.

The principal thing a bigot believes is that all new ideas are born of the devil.

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



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



**Market Conditions in the Neckwear Division.**

The best evidence of a slow season in neckwear is furnished by the low level reached by prices on good merchandise, and the persistent efforts to get orders from dealers. Although late, improvement has finally come and since our last issue there has been a more seasonable demand for neckwear. Stocks of silk goods left in the hands of manufacturers are large for this time of the season. This is attributed to the cool weather and the consequent backward season, and the popularity of cotton goods.

There is some doubt about the popularity of cotton goods lasting beyond a short time, on account of the quantity of cheap cotton goods of unsatisfactory quality that have gone into consumption. The cheap stuff does not last through one laundering, in fact, the first wearing suffices to prove its worthlessness. This does not apply to the imported vestings, used by the best neckwear people for scarfs, as they have given service, but relates to the poor domestic cottons put out at a quarter and a half a dollar. Dealers are of the opinion that the cheap cottons have hurt the future sale of washable stuff and will drive consumers back to silks. Some dealers have refused to put in cotton goods, declaring that they have no faith in them and that they can better satisfy their trade with silks.

Wide end string ties—batwings, graduated end clubs and windsors—have been very well received and to an extent that strengthens confidence in bow tie vogue for the summer. At wholesale wide-end ties have fared so well that makers have brought them out in fall lines and predict that they will be worn in the autumn, if not right through the winter.

A very fair advance order business has already passed to the order books for fall, and the salesmen who are now out are said to be doing nicely, so that there is every prospect of a good season. The shapes favored by early buyers are folded four-in-hands, folded squares about three inches wide at the shoulder and widening toward the ends, French seam four-in-hands from 2½ to 3 inches wide, Ascots from three to four inches wide, and broad-end batwing ties. Some open squares have been ordered, and some big buyers are of the opinion that they will sell freely in the autumn.

Among the favored weaves in silks at from \$4.50 up are mogadores, matelasses, Gros de Londres, armures, baratheas, faille Francaise, silks in the weaving of which the taffeta and louisine weaves are combined, and honeycomb, a new weave for fall. It is some time since honeycomb weaves have been shown and now it is a new treatment of an old "chain" and particularly appropriate to the fall series of weaves, since the disposition is to secure fancy weave motifs in solid colors, because the fancy weave gets away from the severely plain weaves of the past season. All of these weaves are shown in solid colors, changeables, faconne with a melange

of colorings, and others with iridescent grounds jacquarded. The effects run mostly to set figures, bias stripes and patterns, block and pencil line plaids and all-over designs, more or less floral in character.

The grain weaves, such as mogadore, faille, Gros de Londres, etc., are revived, and will be used largely in scarfings, reefers and mufflers.

Preparations have been made for a big reefer and muffler season, and the foreign assortments are very comprehensive and beautiful, consisting of hand and power loom silks of fine quality pure dye. In all the foreign collections one finds hand-loom goods from Crefeld, and power-loom weaves from Vienna, exquisite textures from the hand and power looms of Lyons and Macclesfield. These unsurpassed qualities from the best weavers of Germany, France and England are for the finest trade, and the large assortments shown bespeak the confidence the importers have in a big season. The patterning of both includes all-over jacquards in self and color designs, swivels, plaids and stripes on white, black, navy and garnet grounds. The hand-loom reefers are 12 inches wide and 42 inches long, and will be in vogue for evening dress and street wear.

The merit of the pure dye foreigners is that they are non-crushable. Even the heaviest armure and grain weaves may be folded and crushed with impunity and may afterward be smoothed out with the hand without leaving a crease perceptible.

Mercerized cotton-filled scarfings figure prominently in the fall collections of neckwear, and are vastly superior in quality and will give better wear than the weighted silks. —Apparel Gazette.

Those who go down to the sea in ships have enough of danger to face in winds and waves, storms, hurricanes and cyclones, but these are not all the perils. There are icebergs floating around that must be watched out for and avoided. There are wrecks that may be run on to unexpectedly and now over in the Pacific ocean there is a new menace. A trading schooner recently arrived in San Francisco reports that in the Northern Pacific current 2,500 miles east of Japan, she passed a floating mine adrift in the ocean. It is believed to be one of the mines that was expected to do duty in the siege of Port Arthur. Some way it became loosened and drifted into the current. The ship that struck it would go to kingdom come and no one would ever know her. Rocks can be chartered and mariners know where to look out for icebergs, but a drifting mine or torpedo gives no notice of its whereabouts and adds to the perils of the deep, already too numerous.

You are given mind and muscle and you are expected to make the best use of both. If you do not, blame only yourself for your position in life.

Don't be content to be an average dealer.

**SINCE  
1877**

we have been engaged solely in the manufacture of

**The Best Medium Priced  
Clothing in the World**

That is a long time, isn't it? Mr. M. Wile, who founded this great establishment over a quarter of a century ago, is still the head of it. It is the parent house of "Wile."

It has been a period of great progress and achievement.

**"Clothes of Quality"**

are known favorably everywhere.

This season's models are ready for you. When shall we send our salesman?

**The Best Medium-Priced Clothes in the World**

MADE IN BUFFALO

**M. Wile & Company**

ESTABLISHED 1877

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

Line of Union Made

**Men's Clothing**

For Fall 1905

Ranging in Price from \$6.50 to \$13.50

Special Leaders

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

Write for Samples

*Wile Weill & Co. Clothing*

Buffalo, N.Y.

## WATCHING EMPLOYEES.

## What Merchants Demand of Men They Promote.

Waiting recently in a retail establishment employing a full battalion of young men, and being attracted by certain alert and energetic actions on the part of an employe, I said to the proprietor, with whom I had been talking: "That young man"—indicating him—"seems to mean it."

"You are right," replied the merchant, "I have my eye on that young fellow. I am going to send him up a notch next month. He has been here nearly four years. He hasn't any particular genius that I can discover, except the genius for steady, energetic work. I doubt if he has any special sensibility of mind or imagination which is the foundation of talent. But he has tact, and a whole system full of energy. He has quickness, readiness, and good temper. He does things to a finish. Finds satisfaction in doing things just right. In the morning he is at the entrance when the watchman opens the door. From that moment he is busy. He will stop on his way to the coatroom to shift a box or package so that it is shipshape, pick something from the floor or brush a little dust from the counter. It may not be in his department, but that does not trouble him. If that young man keeps his health he will be, in ten years, a well-to-do merchant."

With a pleasing smile the man stood before his employer, who said: "Well, Mr. Newell, what seems to be the prospect for to-day? Good?"

"All the conditions are favorable, sir. Our (with a little stress on the "our") new goods make a decidedly strong feature, I think."

"Thank you," replied the merchant, and turned away.

Resuming our talk, the merchant said: "I like to study these young men, and to indulge in predictions concerning their future. I make quite a feature of it. It is something of a recreation for me. Come into my office and let me show you a sort of sketch book I have made out of this personal study of the young men in my employ during the last half dozen years. Perhaps few business men in this city take as much pains as I do to learn all that can be learned about the young men employed. One or two of my business friends do it, in much the same way. Other business men keep track of their people through a system of surveillance that is open to serious objections, chiefly because it offers opportunities for unscrupulous dealing, through pique or malice.

"I do not imagine that any of my employes have an idea of my study. These young men come here bearing credentials of a certain kind—general character, fitness, intelligence, home life and all that sort of thing. Most of these letters are written out of a good heart, but not always out of a good head—at least, not a business head. But that isn't all I want. So I have done some book-keeping with them as debtors and creditors of a character kind. A page or two of 'biogra-

phy,' as I call it, will give you an inkling of the whole."

Taking at random from the journal of about 100 pages I made the following extracts:

George A.—Good personality, neat in dress, finger nails clean, shoes blackened at the heel. Doesn't lounge. Attentive, polite, correct at figures. Studies his goods. Spirited in action. Evenings at home. Mostly at church Sunday. A good clerk. Too timid to venture alone.

Wilford D.—Energetic. Fairly thorough. Very rapid. Talks well. Keeps busy. Goods in order, showing to best advantage. Method good. Theatergoer. Honest. Genial ways. Future prospects fair.

Henry W.—Young old man. Reliable anywhere you put him. Liked by women customers. Steady. Specialty silks. Always a clerk.

John T.—Dishonest. Cropped out first ten days. Shook him. (Later in State's prison—embezzlement.)

Maurice G.—Good address. A trifle slovenly in dress. Takes a hint and mends some. Up-to-date salesman. Quick, diplomatic, orderly, systematic. Self-confident not quite to egotism. A little sporty off duty. Honest. No future as an independent man.

Benjamin S.—Fair appearance; lacks promptness. Particular not to do anything but what he is paid to do; works by his watch ticks; drops his work on the second; always looking over the edge of work, wanting play to begin; no ambition to go alone.

Thomas H.—Energetic, with fair judgment; does small things to a finish. Watches figures carefully; quality everything to him; easy in manner with patrons; makes friends for the house; prompt; baseball enthusiast; church Sundays. Outlook good.

Thomas K.—A square-out shirk; stickler for minutes; no ambition; wages main thing; stood it eight months for mother's sake; let him out. No future; (later—waiter in restaurant).

Henry A.—Brimful of energy; genial; looks you in the eye when talking to you; hunts business among customers; persuasive; some tact; our business his business; honest clear through on principle; sincere; ambitious to know thoroughly; gets at details; enthusiastic about his work; in love with it (promotion ahead); evenings at public library; home Sundays.

These nine names, with the annexed biographical notes, are taken from among at least 200 in the pages of this merchant's journal. The author of this book is widely known and highly esteemed as a business man and citizen. He is especially noted for the justice and equity of his dealings with employes, always leaning conspicuously to the charitable and lenient side. If he has to discharge a clerk it causes him pain. Unless the young man is downright dishonest beyond all doubt, he will go out of his way to help him into a place the young man can fill and make a living.

It is worth while to make some analysis of this "biography," faithfully kept by a business man of this character, as showing special quali-

# 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.

# ELKS REUNION

## BUFFALO, JULY 10-15

Brothers:

I extend to every brother a friendly invitation to make our store his headquarters during his stay in Buffalo.

Write me when you will arrive and I will gladly arrange for hotel accommodations for you

Our entire establishment is at your service, your mail can be sent in our care, a cordial welcome will be given you, and everything possible will be done to add to the pleasure of your visit.

Fraternally yours,

Buffalo Lodge No. 23

B. P. O. E.

HERMAN WILE.

# Herman Wile & Co.

Makers of HERMANWILE  
GUARANTEED CLOTHING

"The Best Medium Price Clothing in the United States"

Buffalo, N. Y.

ties that are in demand. Among the most prominent is energy.

Energy is more essential to success than most other qualities put together. Business men count it the most important among practical qualities. The gifts of a young man may be of a working character, good sense, perception of opportunities and the power of attracting or influencing customers, but lacking energy he fails. Energy without some judgment will not suffice.

Then comes the matter of personal appearance, dress, manner. There is a world of meaning in the merchant's notes as to the appearance of George A.: "Finger nails clean; shoes blackened at the heel." If it is not born in a young man to respect appearances, he ought to cultivate it. He will fail if he does not. A young man with a clean, well kept suit meets a better reception than the sloven. Some young men affect slouchy clothes. They are generally slouchy in character and duties. No employe has an excuse for being careless in regard to his personal appearance.

The merchant wants promptness. When a thing is to be done, it must not wait. If it has to wait it will join in with other things that are waiting, and there soon becomes a great bulk, not easily handled. Doing well depends upon doing promptly.

Along with promptness goes thoroughness. Doing everything to a finish. One of the mottoes in the office of a large business house in this city reads: "Never be satisfied with doing anything as well as it is required, but do it better."

The maxim of William E. Dodge, the once princely merchant of New York, was, "What is worth doing at all is worth doing well." Wanamaker's secret is: "Pay attention to detail."

The world is a market, and to-day it is paying a higher price than ever before for these qualities of success—energy, integrity, promptness, thoroughness, industry, tact, method and the like. Business men are not only on the lookout for young men of this stamp on the outside, but they are looking for these qualities among their employes. C. B. Carlisle.

**Succeeded in Business, But Failed As a Man.**

He stopped growing. He was not greater than his occupation.

He never learned to look on the sunny side.

He stuffed his pocketbook, but starved his brain.

He had no use for sentiment which could not be cashed.

He never learned to take the drudgery out of his work.

He did not live in his upper stories, but in the basement of his being.

He regarded his business as a means of making a living instead of a life.

He lost his early friends by neglect, and had no time to cultivate new ones.

He never learned to enjoy little things, to see the uncommon in the common.

He never learned to lubricate his life's machinery with laughter and good cheer.

He made life a grind, out of which he got neither pleasure, profit nor instruction.

There was only one side of his nature developed, and that was the money-making side.

No face ever brightened at his approach, no heart thrilled at the sound of his voice.

Society bored him, children bored him, music and the drama were unknown languages to him.

He never learned to enjoy himself as he went along, but was always postponing his happiness.

He used every means to develop his business, but none to develop his mind or to make himself a larger man.

When he retired from business he found that, in his struggle to get the means for enjoyment, he had murdered his capacity to enjoy.

He knew nothing about what was going on in the world outside of his own narrow circle; another state was like a foreign country to him.

He read only market reports in the newspapers. He never read articles in the magazines, and books were an unknown quantity to him.

The idea of helping others, or of owing society, his city or his nation any duty outside of caring for his own interests never occurred to him.

Recreation, relaxation or amusement of any kind was condemned by him as a wicked waste of valuable time which might be coined into dollars.

He was a giant in the store or factory, but a pigmy elsewhere. He was awkward—as ill at ease in a drawing-room as a bull in a china shop.

Nobody had power to interest him unless he thought he could get something out of him. If he could not see the dollar mark in the man he dropped him.

He could talk "shop" fluently, but could not carry on intelligent conversation or express an opinion on any subject outside of his own line of business.

He knew nothing about police or political parties, because he did not think them necessary to help his business along—which was the gauge of all his values.

Requests for aid for any charitable purpose, any philanthropic work, were gruffly refused with a curt, "If those people had done as I did they wouldn't need help."

All the softer human emotions, the tender sentiments, the blossoms of the finer side of a man's nature, were nipped in the bud as so many hindrances to his business.

Social conditions, the relation of nations to one another, the progress of science—all the great questions of the world—passed by him without even raising an interrogation point in his mind.—Orison Swett Marden in Success.

Much time is spent figuring on how to reduce one's expenses that could be put to better purpose planning an increase of income.



*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**

## Michigan Fire and Marine Insurance Company

Detroit Michigan

Established 1881.

Cash Capital \$400,000.

Assets \$1,000,000.

Surplus to Policy Holders \$625,000.

Losses Paid 4,200,000.

**OFFICERS**

D. M. FERRY, Pres. F. H. WHITNEY, Vice Pres. M. W. O'BRIEN, Treas.  
GEO. E. LAWSON, Ass't Treas. E. J. BOOTH, Sec'y E. P. WEBB, Ass't Sec'y

**DIRECTORS**

D. M. Ferry, F. J. Hecker, M. W. O'Brien, Hoyt Post, Walter C. Mack, Allan Shelden, R. P. Joy, Simon J. Murphy, Wm. L. Smith, A. H. Wilkinson, James Edgar, H. Kirke White, H. P. Baldwin, Charles B. Calvert, F. A. Schulte, Wm. V. Brace, W. Thompson, Philip H. McMillan, F. E. Driggs, Geo. H. Hopkins, Wm. R. Hees, James D. Standish, Theodore D. Buhl, Lem W. Bowen, Chas. C. Jenks, Alex. Chapoton, Jr., Geo. H. Barbour, S. G. Caskey, Chas. Stinchfield, Francis F. Palms, Carl A. Henry, David C. Whitney, Dr. J. B. Book, Chas. F. Peitler, F. H. Whitney.

Agents wanted in towns where not now represented. Apply to

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

## The Unanimous Verdict

That the Long Distance Service of this Company is

### Beyond Comparison

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

### One System all the Way

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

Call Local Manager or address

### Michigan State Telephone Company

C. E. WILDE, District Manager

Grand Rapids

## 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**

## CLERKS' CORNER

### Inattention of Drug Clerk Brings About Contretemps.

Written for the Tradesman.

Talk about comical things happenings in a drug store! I heard, the other day, of an occurrence in a local pharmacy that for ridiculousness certainly would be hard to beat.

The dramatis personae was a girl with the poster craze (we will call her Number One for short), a pretty young girl of 18, (and incidentally her sister), a susceptible drug clerk, and afterwards the sweethearts of two of these.

Girl Number One, when Paderewski was here, stepped into a certain popular drug store on Monroe street to ask if she might be allowed to have the great musician's picture which stood in one of the windows, if it did not have to be returned after the concert.

She was very cordially given the permission she wished.

After the evening of the concert, girl Number One, being short on time and long on friends, asked a young girl she knew if she wouldn't go to the drug store and get for her the famous artist's picture.

Girl Number Two is one of those delightful people, an accommodating person, and readily acquiesced. She is employed in an office, so went at the noon hour to perform the errand.

A clerk stood near the entrance, and the girl would quite naturally have gone to him to be waited upon.

As I said, she is a "maiden fair to see," and this probably accounted for the fact that a young fellow way down at the other end of the store started for the front with great alacrity. Rushing toward the girl, he bounded out from behind the counter and reached her before the other fellow got his thinking-cap on.

"Did you wish something?" he asked with his sweetest smile.

The girl was so astonished at his sudden appearance before her, when she had supposed the other clerk, so near her, would wait on her, that she actually for the moment forgot what she came for. Recovering herself she managed to get out the following announcement:

"I came to get a pitcher of Paderewski."

The young girl has since told me that from her earliest childhood she always has said "pitcher" for "picture" when she was confused.

The impressionable clerk's face took on a curious expression of amusement and incredulity and his cheeks got a shade redder. He looked, too, as if he wanted to laugh.

"Did you—did you—ah—did you bring a bottle?" he stammered, but with the utmost politeness. Then, glancing at the girl's empty hands, he hastened to add: "Oh, never mind, I'll get you one."

His feet seemed winged, for, before

the girl could say her soul was her own, he had flown to the end of the store whence he came and was stooping under the counter, with one hand on it, so far that one couldn't see his head, and there was a clinking sound as of bottles being knocked together in a tub or box.

When the clerk left the girl so precipitately she wondered if he had gone crazy.

"Did I bring a bottle!" she said to herself, beginning to think of stories she had heard of escaped lunatics. "A bottle!" she repeated. "What on earth does he imagine I want a bottle for?" and she tried to think fast.

The clerk at the door and three or four customers seemed to be taking interest in the situation, which, to say the least, was getting embarrassing. Decidedly, the girl must do something.

Summoning up courage, she made a bee-line for the clerk rattling the bottles under the counter.

"I think," she ventured, with a gentle little "Ahem!" to attract his attention to the fact that some one wanted to talk with him. "I think," she repeated, a little louder this time, "that you misunderstood me, for," she smiled, with slight, but pleasant, emphasis, "what I asked for doesn't come in a bottle!"

Even then it hadn't dawned on her what the clerk had a notion she wanted.

By this time the young man had raised his head and, with the exertion and an evident surprise awaiting him, his face got even redder than before.

"What did you think I said?" asked the girl, looking wonderingly at the peculiar bottle in the clerk's hand.

"Why," he exclaimed, blushing, "didn't you say you 'came to get a pitcher of whisky?' And, as you came empty-handed — you brought no 'pitcher' with you to get the whisky in—I'm fishing out this flask for you!" And he pointed to the bottle he had set on the counter.

"With that," said the girl, in recounting to me the mirth-provoking experience, "everybody around began slyly to laugh, for they had heard the whole lingo.

"I felt so ashamed I didn't know what to do—there all those people thought I came for whisky! And such a quantity of the vile stuff, too—a whole 'pitcher' of it!

"Then I explained to that heedless clerk that I came for 'that poster of Paderewski that was in the window at the time of the concert and was promised to a friend of mine!'

"You should have seen the look that stole over the face of that drug clerk," continued Girl Number Two, "when he realized the truth of the affair.

"Soon he began to laugh, although at first he looked as if he might be saying something pretty strenuous inside.

\* \* \*

"I went in that same store several weeks afterwards with my sister, and that very same clerk came forward. I was glancing out of the window as I stood waiting and he didn't see

## Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

### WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

# YEAST FOAM

received

The First Grand Prize

at the

St. Louis Exposition

for raising

# PERFECT BREAD

my face until I turned to state my object.

"When I spoke I saw immediately that he recognized me as the girl that he formerly understood wanted a 'pitcher of whisky,' for he couldn't keep his face straight, and he said:

"You didn't bring your 'pitcher' this time, either!"

"I had told my sister all about the happening and she joined in the laugh at my expense.

\* \* \*

"And on Decoration Day I saw that drug clerk again; but this time not in the store—it was on a Lyon street car.

"My friend' and I were invited to my chum's house for dinner and I was going home from there.

"As we entered the car I looked for an empty seat. There was one about halfway down the aisle and we ran to get it.

"As we scurried along, whom should I spy two seats ahead of that unoccupied one but the pitcher-Paderewski fellow!

"He must have observed me while we were waiting our turn to get on the car, for, as we dropped into the seat, I saw him quickly nudge the girl beside him, and heard him say:

"There she is—there's the girl I told you about—look quick, but don't let her see you!"

"This was all so quietly done that nobody but myself would have noticed it.

"Then he shook his head in a laugh that overcame him, and slapped his knee as if something was excruciatingly droll.

"At the same time I was nudging my companion and saying:

"Look at that young man two seats ahead of us!"

"What for?" asked 'my friend.' 'What's the matter with him?"

"I'll tell you by and by,' I whispered.

"Tell me now,' he demanded.

"Can't!" said I laconically.

"Yes, do," came next.

"No, if I try to tell you I shall get to giggling so, every one in the car would be looking at me. I don't dare attempt it. Wait till we leave the car and then I will tell you all about it."

"My friend' wasn't satisfied with this sort of putting-off, but he had to accept the inevitable. Even then I was so full of giggle that he got to laughing, too. So all four of us were convulsed over the same thing, and it was a pity we couldn't have laughed over the occurrence altogether instead of in duos.

"We reached our destination before the other couple and, as we stood a moment for the car to get off the crossing, the other two looked down at us, and we up at them, the other girl inquisitive about me, and 'my friend' curious as to her 'friend' and inclined to be a bit jealous into the bargain, evidently thinking there had been some flirtation going on of which he was in ignorance.

"When, however, the car had sped on its way, we sat down on a convenient horseblock—we weren't out for

dignity, because it was a holiday—and I related the entire episode.

"I acted it all out, and I thought 'my friend' would die laughing—he laughed till the tears came.

"And every time, now, that I see him he asks, solemnly:

"Did you bring the pitcher?"

H. S.

### Some Laughable Substitutes for Common Words.

Written for the Tradesman.

How very numerous are the spoken mistakes one runs across each day in the year; errors as to words themselves and as to their use and pronunciation. And these fall-downs are not all committed by uneducated people, either. Quite as frequently are they made by college graduates.

The other day I heard a young woman, who should have known better—and did know better—telling another about the priest coming to give a man "ablution."

A certain lady, who is proverbial for getting the cart before the horse on any occasion, recently asked an acquaintance if she was going to the hairdresser's to get her hair "shampooed."

A boy I know always says "threwneral" for funeral. He has used the wrong word from his first employment of it and finds it next to impossible to break himself of the error.

A smart man with whom I am acquainted tells about his little nephew being so "mischieveous."

Another uses "mizzerly" in speaking of a stingy person; and a lady above the average intelligence says "instid."

A school teacher in a near-by town often writes me how "buisy" she is. And she's not the only one who spells the word with five letters.

Many people mispronounce the word "alias." Others egregiously say "camphora" for "camera," and, moreover, accent the second syllable. It would seem impossible to commit such a blunder.

"Telefoam" is the word one person makes serve her purpose for telephone. This same one invariably speaks of President Roosevelt as "Roosenvelt."

The word cyclopedia was recently transformed to "cleopedykee." Emulsion was referred to as "emulsen," and gondola was called "garndoly."

Somewhat along this line, but a trifle different, was the following statement in regard to a pail of paste of thin consistency: "The water has all settled at the top."

But what caps the climax as to twisting of letters was the word "kalollop" when the last circus dragged its dreary shrieking steam piano through the Monroe crowded thoroughfare. E.

Many a man has created an impression of being very wise just because he was wise enough to keep still at the right moment.

Keep a reserve fund of knowledge on which to draw in emergencies. Do not tell all you know.

# Fans For Warm Weather



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

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

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

## Tradesman Company

Grand Rapids, Mich.

### Alderman's Plans Frustrated by a Dealer.

Written for the Tradesman.

After parting with that utterly useless but exceedingly troublesome part of his internal works, his appendix, Bangs had left what he thought was a capable man in charge of his business; but later events showed that for once Bangs' excellent judgment was at fault.

In company with several other merchants of the town Bangs' Manager, as the Fourth approached, had loaded up with the usual large supply of fireworks. About a week before the Glorious Morn consternation was struck to the heart of the small boy by the announcement that it was to be a "safe and sane. Fourth" in Blank. The storekeepers came in for a large slice of the consternation, too.

Bangs was worse off than the other merchants. He did business on a larger retail scale than any of the others and had quite a wholesale business as well; in fact, he had several hundred dollars tied up in fireworks that could not be carried over without a loss.

Bangs, feeling pretty brisk, had just been discharged from the hospital, one morning in the last days of June. As he was about to start for the train for his home a telegraph boy came in, bearing a telegram from the Manager stating the case and asking for advice. Bangs swore to himself and cursed the Manager under his breath for not "getting next" (again Bangs' words) to the situation before he loaded up in this manner. Bangs was the kind of man who, through reading the papers, would have seen what was being done in other towns and would have had his finger on the pulse of public affairs in his own town to see how things were going and would not have made this error. But it had been made and, making a slide for home by making as good train connections as possible, Bangs got in the midst of affairs in his town to see what a nifty young business man with brains could accomplish in a limited time.

By a practical demonstration he proved that a business man answering the aforesaid description could accomplish a good deal. The first step was to find out if the thing was true and if the Manager had not been misinformed.

Bangs found that he had to a certain extent, which made his task a little easier, although still difficult. He found that the members of the Council had all agreed upon this measure but had decided to call a public meeting and hear the voice of the taxpayers upon the subject. This looked fishy to Bangs. He could not see, after a good deal of mental looking, why a mass meeting should be called upon this comparatively simple movement.

It looked a good deal more fishy after he had talked a little with the people around town about the subject—with the taxpayers, who had visions of powder-blackened offspring in a more or less maimed condition, and burning barns set on fire

by unhappy canines who had run under the structures with a yard of popping purgatory tied to their tails. Verily, a "safe and sane Fourth" was a thing devoutly to be wished. "Why, then," thought Bangs, "do our City Fathers call a mass meeting to hear opinions upon a measure which they know the voters are unanimously in favor of?"

As it was the first thing that pleased the people that the Council had done since it had been a Council Bangs wondered why it didn't push the thing through and get solid with the voters. After a little thinking he came to the conclusion that, as the Council was a gang of grafters by some hook or crook gotten together in a bunch, and as their municipal legislating had thus far consisted in putting through several public improvements, said improvements to be done by contracting firms in which the men were all "silent partners," they had adopted this method of making their constituents think that they had something to say about the city after all.

"It's a beautiful scheme," thought Bangs, "and that Council is a fine bunch of robbers!"

But there must be some other motive. Those men wouldn't do anything unless they thought that they were going to get off with a "piece of money." And Bangs was right.

To put it tersely, and as he would say it himself, Bangs was "up against it."

Bangs was a young business man and he was a hustler from the time he arose in the morning until he struck his bed at night so tired that he was asleep before he had his shoes off. Bangs ran a drug store. He made more money off the other goods he sold, though, than he did off the drugs. He sold books, stationery, novelties, toys and a great many other things. Principal among the "other things" were fireworks. As the anniversary of the day drew near—that day when our illustrious forefathers affixed their signatures to that important document which is such a favorite at Fourth of July celebrations—Bangs' big store windows always blossomed with "the most complete line of fireworks in the city."

They blossomed this year as usual. Hartman came in to see Bangs. Hartman was a large man with a winning way, a shifty eye and no visible means of support except an insurance office that never did any business. Hartman carefully explained to Bangs that he was "doing a little speculating in fireworks;" that, as it was practically settled that no explosives were to be allowed on the streets of Blank, there would consequently be no sale for them and that he was buying the stock of the dealers, to be shipped in a lump to a wholesale house in the next town that was short and needed the goods. He carefully explained that here was a chance to unload a lot of goods to advantage.

For some reason Bangs felt that he needed fireworks more just at that particular moment than he had ever needed them in his life before! But

# Why Hesitate?

From all over Michigan letters are coming to us from women who want to get Lily White, "the flour the best cooks use," but who state that their grocers do not handle it.

While it is true that we sell the great majority of grocers, still there are many who from long habit are selling other brands and who do not read the handwriting on the wall.

These women who want Lily White will get it. Some of them want us to ship direct to them, but we do not care to do this if we can induce the dealer to put some in.

We are advertising Lily White extensively and its sales are spreading with a sureness that is bound to cover every inch of selling territory in the State sooner or later, and that dealer is wise who starts first and gets the prestige of leadership.

We do our share toward helping sell it. We furnish advertising matter and work hand in hand with the dealer. We consider that he is entitled to our support and we give it to him in the superb quality of our flour and the advertising we do.

The dealer who puts Lily White in for the first time is always surprised to find out how many people know about this flour and how eager they are to get it, and he finds his trade growing beyond his fondest dreams and with no unusual effort on his part.

It is worth trying.

Why hesitate?

**Valley City Milling Co.**  
Grand Rapids, Mich.

he was not mean, no, not Bangs. He told Hartman that he was short himself on fireworks this year—luckily—and that all he had was in the window display. Hartman might have those. Hartman got them at a very low figure and looked around the store suspiciously. When he went out the astute Bangs went down cellar and carefully inspected a pile of cases, then went up again, carefully locking the door after him. Hartman bought fireworks all day and when night came if any one should have wanted a stick of punk he would have had to get it of Hartman—or perhaps one other man!

There was a saloon across the street from Bangs' place of business that, although it outwardly looked all right, was a favorite resort of the dignified members of the Council. Here the plots were laid, as Bangs and a few of the other wise ones knew. When he saw a majority of the Council go in one at a time and not come out, and when later Hartman hurried in and did not come out, Bangs grew suspicious, very. He went across the street and sat down by a table near a thin board partition and called for something cooling. The bartender solicitously told him that the table near the door was cooler; but Bangs said this one would do very well. The bartender gave him a hard look and started for a door in the partition; however, seeing Bangs deeply absorbed in a newspaper, he went back behind his bar and was soon lost in a game of dice with a loafer.

Bangs might as well have been holding the Koran in front of his eyes for all he read. His faculties were all alert listening to a voice behind the partition. The voice sounded a good deal like that of the Alderman from the Eighth. It was saying:

"Well, the plan outlined is this: We will at our meeting to-night rescind the call for the mass meeting. We will say that we have decided that as a whole the people are not in favor of a 'safe and sane Fourth.' We can fix the Herald all right and the Times doesn't count. When the Herald says the people want a noisy Fourth, why, the city as a whole will think they do."

A protesting voice broke in, so low that Bangs could not hear what it said.

"Oh, that's all right," said the Alderman from the Eighth, "the people aren't 'on to' us yet—and they won't find out until a couple of days before the Fourth. Hartman has done his work well and there isn't so much as a squib in the city that we don't own! The dealers won't have time to get any more goods and we will import a man I know from outside the town. This man will have bought Hartman's stock on a gamble and will rent a vacant store and put his stock on sale. The people will have to buy from him—us, I mean—and we will just 'sock it to 'em' on prices. Our hands won't show in the matter at all. Hartman bought the fireworks on a speculation, sold them to our man. Our man hears about

the situation here, takes advantage of it. Business, that's all. We pay Hartman his price for the job, as well as the man from out of town, and we get off with a neat little 'piece of money'—not so much, of course, but enough to clear election expenses and a little more. Pretty good, eh? Nice little trust game of our own, eh? Well, let's have 'something to the health of the Consolidated Fireworks Trust!'"

There was a rap on the partition and the bartender went in. When he went in Bangs lost all interest in his paper and hurried over to his store. Bangs had been a sign painter in his early days and he had not forgotten how. He painted twenty-five large banners to be carried through the streets by small boys. They informed the public in insistent letters that Bangs had a large quantity of fireworks at his place. Then he set them up along the wall to dry and went over to look at the packing cases again and chuckled.

As planned by the voice, the public meeting was "called off," and the small boys went crazy. There was not a firecracker in town, sorrowing storekeepers told them.

The night before the Fourth a vacant store building blossomed out with a complete line of fireworks. So did Bangs' place! Then Bangs burned red fire, shot off cannon crackers, got his banners out and otherwise let the general public know that he was on earth and had fireworks for sale.

The Consolidated Trust didn't seem to be doing much down the street. While the Trust could plan a big deal in a fairly successful way, it neglected little details such as advertising and the people didn't know the Trust was in existence. The way Bangs sold fireworks that night was a caution and by nine o'clock his stock began to run low. Leaving the place in charge of the clerks, Bangs went down the street and found the Alderman from the Eighth. He told the Alderman that he needed fireworks and that he wanted to buy the entire stock of the Aldermen. The rogue professed surprise; but it was no go and Bangs soon had him where he wanted him by saying that if he didn't turn over the whole stock at cost he "would give the whole snap away." With his eye on several fat contracts, the Alderman from the Eighth wished no unpleasant publicity and did as was requested, and with the assistance of a dray the people of Blank got all the fireworks they wanted. Bangs made money on that deal so fast that it was a shame to take it.

"And the joke of it all was just as I expected: The Trust wouldn't pay Hartman and he got sore and 'peached' on the precious gang of robbers, and there was an investigation and the dickens to pay," said Bangs, as he finished telling the story to the Doctor who had removed his appendix and thus given him a chance to make this grand coup.

Glenn A. Sovacool.

Every sorrow may be the seed of some great joy.

IF

*"Gold Mine"*

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

**"Satisfaction or Money Back?"**

Get a trial lot from

**Clark-Jewell-Wells Co.**

Our Wholesale Distributors

**Grand Rapids, Mich.**

and get the benefit of our extensive

Free Advertising

Proposition.

**Sheffield-King  
Milling Co.**

**Minneapolis, Minn.**



Ceresota

Ceresota

# Flour Troubles

The most troublesome troubles are flour troubles.

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

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

When troubled or desirous of avoiding trouble use

## Ceresota Flour

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

Distributors



### Some Reasons Why Women Fail as Mothers.

It is one of life's little ironies that the women who most conscientiously try to be the best mothers are usually the worst, and that maternal devotion can work more harm to its object in a minute than maternal malevolence could achieve in a week.

People who are believers in the luck theory in life nowhere else find their faith so fully justified as in the way children turn out. It is the watched child of the mother, so careful that she will not even trust a nurse, that always falls and breaks its arms, while nothing ever happens to the children of the careless mother who lets her offspring make a playground of the trolley-track and a toboggan-slide of the apartment-house fire-escape. It is the children who are given every advantage of education and culture—whose club-woman mother reads and studies with them and devotes herself to their enlightenment—who grow up into commonplace, unbookish men and women, with a Philistine taste in art and literature; while the children of a Marie-Corelli-and-Laura-Jean-Libbey-reading mother develop a passion for letters and graduate into learned professors and distinguished scientists. Every prison in the land is filled with children of good, pious, praying mothers who spent their lives trying to do their duty in the holy estate of parenthood to which they had been called.

To the average observer it is a clear case of kismet. You raise your child right or wrong, wisely or unwisely, and it turns out as Fate ordains. It is a cheering and a consoling faith, but unfortunately it is a false doctrine. Nowhere else in the world does the law of cause and effect work out so inexorably as in the rearing of children, and there is no drunkard, no gambler, no murderer, no thief, no unsuccessful man or woman, who has not a right to turn and accuse the mother who bore him or her of being accessory to the crime for which punishment has been meted out. Sentimentalists have embalmed a mother's tears in song and story, but the tears a mother sheds over a wayward son or daughter are drops of shame, because there would be no need for them but for her own fault.

The responsibility of motherhood falls heavily upon a woman in America as it does nowhere else, for, except for the purposes of legitimacy and support, the American child is fatherless. The average American man considers that he has done his full duty by his children when he furnishes the money for their food and clothes. Not one father in a thousand takes the slightest control over his offspring, or even gets acquainted with them. If they are bad he demands to know of their mother

why she does not make them behave, and if she fails he grumbles at her lack of management; but he does not try to find out the peculiarities of the little mind and soul with which his wife has lacked the wisdom and the intuition and the courage to cope.

The lack of fathers is the greatest lack of this country to-day, for there are few women who have the broad intelligence, the knowledge of the world, the backbone and the grit to manage a family properly. Sooner or later there comes in the life of every child a time when it rebels at petticoat government, when it has a contempt for mother's home-made opinions and judgment and for the authority she is too weak to enforce. Then it is that a man's strong grasp is needed on the reins of family government. Children respect his point of view because it is that of the outside world; they defer to his authority because he has the physical power to enforce it. Insurrections in the home, like insurrections in the nations, are the unmistakable evidence of a feeble and inefficient ruler.

It is, however, a condition and not a theory with which women are called upon to deal in raising children, and since they do not receive the assistance to which they are entitled from their husbands, it behooves them to give all the more study and thought to doing worthily the most important duty a woman can be called upon to perform. That women fail so often at this—for the successful mother is as rare as the successful musician or painter or poet—is one of the most pitiful things in the world, made all the more pitiful by the fact that women give the best years of their life to it; they give their health and strength, days of anxiety and sleepless nights; they give their hopes, their prayers, their very souls to it, and in the end so often reap only a harvest of tears for all their efforts.

Why is it that women, good women, intelligent women, fail so often as mothers in raising their children?

Is it Fate, or the woman's fault? I answer that it is the woman's fault every time—even, nay most, in those dread cases of hereditary tendencies toward evil against which the wisdom of the serpent and the goodness of angels work in vain. The woman who marries when her own blood flows a vicious tide, or who gives her children a drunken or an immoral father, is solely responsible for the decadent beings, predestined to sin, that she brings into the world.

Barring hereditary degeneracy—and we lay a lot of blame on our forefathers which we ought to shoulder ourselves—the chief reason that women fail as mothers is through love. Like the heroine of the old poem, they "love not wisely, but too well." With the average woman maternal affection is a passion that blinds her perceptions, stultifies her judgment and renders her morally and physically incapable of taking a rational attitude toward her own child. In other respects she may be kind, just, considerate, forbearing, but where her child is concerned she is a monster of ruthless cruelty and selfishness to others.

All of us have seen a mother permit her child to disturb a whole roomful of people by howls of temper that she did not even attempt

to spuelch. We have seen her let a selfish brat make a feeble old grandmother or grandfather give up some particular chair that the little demon wanted to play horse with. We have seen mothers calmly acquiesce while

## Your Children's Health

IS OF VITAL IMPORTANCE.

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

# Alabastine

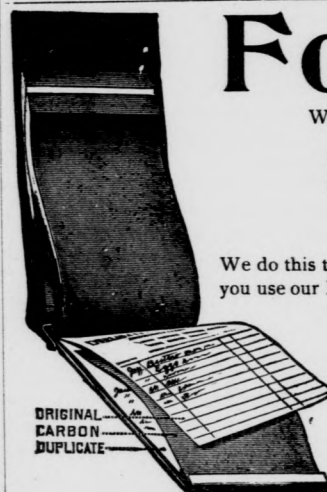
THE SANITARY WALL COATING

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

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

**ALABASTINE CO.,**

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



# For \$4.00

We will send you printed and complete

5,000 Bills  
5,000 Duplicates  
100 Sheets of Carbon Paper  
2 Patent Leather Covers

We do this to have you give them a trial. We know if once you use our Duplicate system you will always use it, as it pays for itself in forgotten charges alone. For descriptive circular and special prices on large quantities address

**A. H. Morrill & Co.,**

105 Ottawa Street,  
Grand Rapids, Michigan

Established 1872

# Jennings Flavoring Extract Co.

Were the first to announce to the consuming public and the trade the great advantage the Terpeness Extract of Lemon

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

Order direct or through your jobber.

**Jennings Manufacturing Co.**

Sole Owners

Grand Rapids, Mich.





their little vandals scratched pictures with a pin on our best mahogany, or smeared bread and butter over our collection of first-proof etchings and commit a thousand other crimes against the peace and happiness of all about them, yet the mother never interfered. If another woman's child had done it she would have called for the police if necessary to suppress the infant terror, but she can not see for the life of her why anybody should object to having her little Mary howl or her little Johnny smash the bric-a-brac. Every woman's own perambulator is the car of Juggernaut under which she crushes her acquaintances without a pang of compunction.

To such an extent has this been carried that, instead of children being looked upon as an attraction, everybody outside of their immediate family regards them as an affliction. Apartment-houses and hotels bar their doors against them, servants refuse to work in households possessing them, and when you hear that even your dearest friend is coming to visit you and bring the children you have the same kind of feeling of despair that you would if she were going to bring the leprosy or the Asiatic cholera. This is not the child's fault. It is the fault of the mother who from the child's earliest consciousness has spent her time burning incense before it, cultivating tyranny in it, fostering its egotism, teaching it by word and deed that nobody has any rights which it is bound to respect. There is nothing on earth so lovable, so adorable as a sweet, unspoiled child, and that the mothers of the country are united in trying to extinguish this once familiar type of being is a crime against high heaven.

The second reason why women fail as mothers grows out of overlove, and is overtenderness. The mother can not bear to think that her children must do any of the hard things of life, or bear any of the heavy burdens, and in this you have the secret of the great majority of failures. Perhaps there is not a man or woman living to-day who can not look back to some definite episode of childhood and in the mother's attitude on that occasion trace the success or the disaster of a whole career. It may have been the merest trifle imaginable—a hard lesson that they wanted to shirk, a task begun that proved distasteful that they wanted to give up, a morning when they wanted to turn over on their pillow and sleep again instead of starting out to work with the whistle—but, however trifling it was, it was the turning-point of fate. If the mother shamed the child into learning the hard lesson, if she forced it to keep on with the task until it was done, if she held the boy or girl to the work, the habit of overcoming difficulties was formed, persistence became a part of being, and the girl or boy inevitably gravitated toward success.

On the other hand, the child whose mother is so tender that she tries to shield it from every hardship is

foredoomed to failure, because she has taught it insensibly to give up before every difficulty. Strength of character is just as much the result of exercising one's mental and moral muscles as strength of body is of developing one's physical sinews. You do not train an athlete by having him loll about on silken cushions, and it is just as impossible to fit a child for the battle of life by having it spend its youth on flowery beds of mother-love and a tenderness that protects it from every hard knock of life.

There is such a little while, at best, that a mother can take care of her child. The time comes so soon when every one of us must go out into the world and stand or fall by ourselves, that it does seem as if women might use some sense in dealing with the subject. For the ones who succeed are not the ones on whom the winds have not been permitted to blow roughly. It is the ones that have learned to take their punishment, to be knocked down and get up and fight again, not the ones who throw up their hands and give up at the first blow.

A third reason why women fail as mothers is because they are cowardly and lazy. It is so much easier to give up yourself than it is to make a child give up, that the majority of women follow the path of least resistance and meekly submit to the caprices of their offspring. The seat of government in the American home is the nursery, and the new commandment reads, "Parents obey your children, that your days may be peaceful." Now nobody will contend that managing a strong-willed, high-tempered child, full of animal spirits and determined on its own pleasure, is an easy task. On the contrary, it is about the most strenuous job that any human being can undertake, but upon its being accomplished rests the welfare here and hereafter of an immortal soul.

Every woman knows that. She also knows that obedience is the beginning of all law and order and re-

ligion and morality, yet the spectacle of a child who would obey, who would do what it is told to do without argument or comment or tears and howls, would be a spectacle so rare that people would travel miles to see it, and pay out good money for the pleasure of beholding a creature that has become as mythical as the fabled dodo. All about us we see children still in pinafores and knickerbockers whose mothers lament that they are already beyond their control, and yet with a spanking machine on the market, and rattan canes in the corner store, these women are making no effort to establish a permanent form of government over them, simply and solely because they lack the backbone to stand up and fight it out once for all with the little usurpers.

The final reason why women fail as mothers is because they are so blinded by their own partiality that they see their children through a glorified halo instead of as they are, and this robs them of the opportunity they would otherwise have to correct their children's faults and supply their deficiencies. It is a beautiful phase of mother-love that every crow believes her nestling to be a swan, but it is pretty rough on the crow, and it is one of the most

pathetic and cruel things in the world that this besotted mother-infatuation prevents millions of afflicted people from having the help that modern science and modern education can give.

**45 Highest Awards**  
in Europe & America

**Walter Baker & Co.'s**



**COCOA**  
AND  
**CHOCOLATE**

TRADE-MARK

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

**GRAND PRIZE**

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

**Walter Baker & Co. Ltd.**

DORCHESTER, MASS.

Established 1780

ESTABLISHED 1852

**GILLETT'S** DOUBLE STRENGTH

**Flavoring Extracts**

Absolutely Pure

Full Measure

Full Strength

Full Value

**E. W. GILLETT CO., LTD.**

CHICAGO

TORONTO

LONDON

**Golden Essence of Corn**

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

**Karo**

**CORN SYRUP**

*The Great Spread for Daily Bread.*

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

CORN PRODUCTS CO., New York and Chicago

Every woman believes that her own children are infant prodigies of beauty and intelligence and virtue. Unless they are hideously deformed she does not even perceive their physical blemishes, and so they are allowed to grow up knock-kneed or bandy-legged, with squinting eyes or a jimmer jaw, when a little judicious treatment from a surgeon in childhood would have remedied the defect and made them presentable for life. Mentally the mother displays the same obtuseness. The first article in her code is that her child is as smart as anybody else's child, and so she has the dull-witted boy or girl dragged through the same course of study as her neighbor's clever child, and the result is that many a child that, had its mother recognized its limitations and had it educated according to them, would have done reasonably well is forced into absolute idiocy.

Morally the same thing may be said. Not one mother in a million will face the truth that her child has a tendency to lie or steal or drink, and so the poor helpless little creature, with no hand to help it fight its battles against its own weaknesses, drifts into the army of criminals or failures, and we pity the mother where we ought to blame her.

After all, the question of why women fail as mothers may be answered in one word—mother-weakness. They simply lack the grit and determination to make their children behave themselves. This is woman's greatest crime against society, for if the hand that rocks the cradle rules the world, the hand that spans the baby could reform it if it would.

Dorothy Dix.

**Idleness a Cause of Divorce.**

In the shocking cases of perfidy and of unfaithfulness to the marriage vow among our wealthier classes, the root of the matter lies, as in so many other sorts of sin, in idleness. The absence of strenuous, compulsory occupation is in itself a temptation to crime. The idle man or woman whose sole interest in life is the pursuit of pleasure inevitably becomes sated with its different forms. All of the ingenuity which can be expended upon inventions of new sorts of food, new ways of serving, new entertainments, really avails little. After all is said and done a banquet is only a banquet, a cotillion is only a cotillion, and even operas and theaters after a few years begin to seem strangely and dully alike. A new emotion, a new sensation—something which money can not buy—this becomes the only fresh and desirable thing on earth.

True loyalty in business means "to stand up for your own opinions before your employer, and for your employer's opinions before the world."

Whatever you do, do not worry. Nothing so quickly defeats success. Let the worst come and when it does, meet it bravely.

**Glowing Praise of the Tailor-Made Girl.**

Written for the Tradesman.

There's a certain young man I know, and such a nice young man, too. He has all the virtues and none of the vices of young American manhood; and still he never seems like what is called a goody-goody boy.

But that's neither here nor there. I merely had him in mind as an exponent of slick-dressing, for he is the epitome of spick-spanness—one of those pink-checked, cleanlooking boys whose clothes always have the appearance of just having come in a box from the haberdasher. His apparel never borders on the obtrusive and yet it is always in the latest cut and style.

This young man has his own ideas as to ladies' clothes as well. Said he, the last time I saw him:

"Ah, the tailor-made girl is the girl I like. What more charming type of femininity than this! Take a girl who is thoroughly well groomed from the top of her modishly-quoified head to the tip of her daintily-shod toe, and what fellow is not proud to take her out where everybody can admire the maid of his choice!

"She it is whose skin is as clean as soap and water and the best of care can make it. Her complexion is as clear as a baby's, and her face shows no dirty streaks or pores so filled with black the fact advertises itself that more time should have been spent in the bathroom. Actually, when you are talking with some girls you can't, for the life of you, help observing that the corners of the mouth and of the eyes show the worst sort of neglect and, as to the edges of the hair, and where the top of the collar leaves off and the neck begins, the track of the face cloth is as visible as the track of a law-

mower in the grass! I would think a girl's self-respect would impel her to more caution as to these details. Too many girls one sees on the street cars and in other public places whose every effort seems to have been expended on dress alone, with none left for the more necessary point—the point of utmost cleanliness of the physical person.

"And then there are the hands. Now, wouldn't you think that here a girl's pride would step in and be more likely to manifest itself than in any of the other details of her toilet? But I have run across dozens of girls so derelict in this essential that one would judge they never gave it the ghost of a thought. Why, the commonest decency would dictate the opposite course.

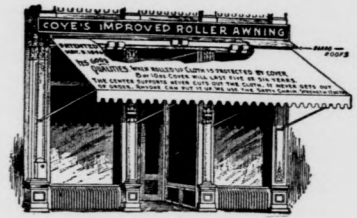
"I call to mind a certain young woman of Grand Rapids. Exceedingly beautiful in feature and attractive in form, and very chic as to costume, always being clad in Fashion's latest vogue, she yet not long ago entered my office with her fingernails in the

**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

**Don't Buy an Awning**

Until you get our prices.



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

CHAS. A. COYE

11 and 9 Pearl St., Grand Rapids, Mich.

**Every Cake**



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

**The Fleischmann Co.,**

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

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

**HAND SAPOLIO**

**HAND SAPOLIO** is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain. Costs the dealer the same as regular SAPOLIO, but should be sold at 10 cents per cake.

very deepest of mourning! It fell to my lot to wait on this fascinating damsel—my partner was out—and I was impressed with her interesting personality. But oh, those nails—it seemed as if they obscured everything on the horizon! I could scarcely believe my own eyes when I saw the plight in which she was suffering herself to appear before others. Such looking nails would only be excusable in a scullion, never in a girl who had every advantage in life on her side—pride of wealth, of position and of influence. The young woman exhibited no hint of humiliation as to her unseemly digits, for she talked with a big flourish of trumpets, gesticulating frequently and using a forefinger freely to indicate on the paper before us that she wanted certain things to be thus and so about the matter in hand.

"I had heard much and often of this young lady, and I might—if I wanted to—add that I had admired her individuality greatly; but this interview completely disillusionized me of any ideas I may have cherished of a closer acquaintance with the acknowledged beauty and belle. The girl is really too pretty to allow herself to spoil such a pleasing effect by inattention to this important personal item.

"Then there's the subject of belts and shirt waists.

"When gotten into properly there's absolutely no neater garment to imagine; but when it is tossed on with a hayfork, as you might say—well, it is certainly not a joy to the be-

holder. Few things so detract from the impression a girl makes than this one detriment—carelessness in getting into her shirt waist. No article of clothing may be so abused as this. If put on right it is the nattiest of the natty. If thrown on with the afore-said farm implement it is quite the reverse. I often feel like saying:

"Girls, if you must neglect some part of your toilet, don't, for mercy's sake, let it be your shirt waist. See to it that its pleats are plumb and your belt adjusted to a nicety, and you can then go on your way rejoicing over one duty well performed!"

"The sweet paragon never has her skirts dragging in the mud. Not an inch does she permit their condition to be contaminated with the dust and filth of the sidewalks and crossings. She's a veritable crank on this subject, not only because of the unsanitation but because it is a part of her innate daintiness of nature to avoid grime in every form.

"As to color, her clothes are 'neat, not gaudy.' She may wear more than a touch of bright colors, but these are not of the loud variety—they do not scream at one. She puts them on with the utmost discrimination, and they are such as she knows are becoming to her complexion and that accord with her personality.

"The best-dressed girl I ever knew scarcely ever attempted color. When she did it was never anything more conspicuous than a hint of lavender or a soft shell pink. Her dresses were generally gray, 'mixed goods,' black, and in summer mostly white.

This sounds like bordering on the old-maidish; but somehow she escaped this stigma. She was precise without primness. She was simply perfection, relying entirely on the fit turned out by Madame her dressmaker and on the queenly way she carried herself.

"Without exception she was the most lovely woman I ever beheld. Even in Paris, that city of style and beauty of costumes, everybody turned to look at la belle Americaine, so distinguished was her bearing. And a lady sojourning in Paris at the time—a woman standing high in musical circles on two continents, and whose home city in Michigan was the same as that of the young lady I am raving about—caught a glimpse of her on the streets of that gay capital, and actually followed her to her hotel to ascertain if her impression was correct. And, mind you, she had only seen her back! But something in the graceful way she drifted along reminded the great musician of the lovely girl of her home town.

"When she reached the Queen's hotel and went into the parlor to send enquiries for her, the Queen, the Michigan girl, was seated before her!

"Afterward, in speaking of the occurrence to mutual friends, the gracious musician exclaimed:

"And just to think—I didn't know she had crossed the ocean, and yet I recognized her from behind, just by her tailor-made gown and her queenly walk. She is the most beautiful woman in Michigan! Say, rath-

er, the most beautiful woman in all the world!"

"And this tribute was paid a tailor-made girl by a great artist in the musical world.

"They are both dead now—those fine ones of earth." J. Jodelle.

#### Beauty and a Porous Plaster.

A New York woman has begun suit for \$500 damages against the manufacturers of a porous plaster because by the use of one her beauty has been permanently marred—so the doctor says. The trials of Job are as nothing compared to her affliction; for alas! she is no longer able to wear decollete gowns or thin shirt waists, owing to the ugly scars and discolorations left by the plaster.

It is declared that the plaster cost eleven cents, and was bought at a bargain sale upon the recommendation of one of the woman's feminine friends. An additional reason for the purchase was an alluring advertisement as to the composition of the plaster, in which "frankincense of the Bible" appears to play an important part. And so the woman yielded to temptation.

It will be interesting to know at what sum the court will place compensation for the hardship of being compelled to do without decollete gowns and thin shirt waists. Five hundred dollars hardly seems adequate. It would serve the horrid manufacturer right for allowing porous plasters to be sold at bargain rates.—Pharmaceutical Era.

free from hulls  
and black specks  
BEST FOR YOU TO SELL  
Quaker Oats

## MEN OF MARK.

## W. N. Ferris, President Ferris Industrial Institute.

A peep into the life of W. N. Ferris, of Big Rapids, gives a bold example of what a young man can do if he is persistent in his efforts.

Born in poverty, Mr. Ferris was forced out into the world at an early age to combat with those things which stand in the way of success, and he has succeeded. He has wrung success from defeat by simple, persistent effort.

The Ferris Institute of Big Rapids, with an annual enrollment of fifteen hundred students, stands as a monument to his labors.

W. N. Ferris was born in New York State in 1853. He was just an ordinary boy—fond of play and mischief, and doing only what he was forced to do.

He received his first inspiration when about 12 years old from reading the autobiography of Benjamin Franklin. He attempted to set up a miniature printing press and do many other things that Ben Franklin did.

Later he obtained a copy of O. S. Fowler's book entitled, "Memory," which gave him further inspiration.

He had learned from the reading of these books that any man of ordinary intelligence and ambition to work persistently could make himself eligible to any position.

From this time on Mr. Ferris was a stranger to everything but hard work. He had no encouragement from any source outside of himself, and no money but what he earned at odd times to help him to an education.

When 15 years of age he attended the Spencer Academy, of Spencer, N. Y. At 16 he graduated from the Candor Academy, Candor, N. Y., receiving a teacher's certificate, and began teaching school in a district remote from civilization.

While teaching his first term he made up his mind to be a physician, but was discouraged in this by his father, so drifted more or less in his plans until finally he decided to obtain a more thorough education. Acting upon this impulse, he entered upon a three years' course in Oswego Normal, of New York, borrowing money from a friend for the purpose.

Here he pursued a classical course, and at the age of 20 entered the medical department of Michigan University.

It was while attending this university that he heard lectures by Richard Proctor, the astronomer; J. G. Holland, then editor of Scribner's Magazine; William Parsons, member of the English Parliament; Edward Morse, of Harvard University—all of which exercised an important influence over his life.

After leaving the university and returning to his home he found the Spencer Academy, the school of his boyhood, without a principal and applied at once for the position. Although the board had practically agreed upon another man, the very persistence of Mr. Ferris gained him the position. He taught this school

for two years, achieving a great measure of success.

At this time he married Miss Nellie G. Gillispie, of Fulton, N. Y., who proved to be his great helpmate in subsequent years. After his marriage he became anxious to enter a larger field of work, so he went to Freeport, Ill., where he organized a business college and academy. Then, true to his principle to keep hustling, he went out into the country after pupils.

Shortly after getting the school under way he was induced by the President of Rock River University, of Dixon, Ill., to take charge of the normal department of that university. The school, being on a poor financial basis, was unable to pay his first month's salary, but as he was learning rapidly while teaching he deter-

him many things that proved of unlimited profit at this time.

In the organization of the institution which bears his name, and which has since gained a national reputation, Mr. Ferris received no encouragement whatever. The idea of organizing a school in a town where there were good public schools was looked upon as little less than folly. Mr. Ferris had faith in his idea, however. He started with an enrollment of fifteen students. His plans were well defined, his methods original. He was a firm believer in the gospel of hard work. He inspired his pupils to herculean effort and as a result their progress was remarkable.

Contrary to the opinion of the people, the school grew with a rapidity that was astonishing. Although new quarters were added from time to

ondary school in the United States.

It is emphatically the people's college. Everybody is admitted on the basis of character, without written examination. To men and women who are seeking fields of usefulness, who are struggling to do something and to be something, a cordial invitation is extended.

This school stands for the brotherhood of man, and its doors are wide open for the American youth. Its cardinal doctrine is the education of the head, the heart and the hand. The three main spokes in this wheel of success are persistence, originality and independence. Persistent in that Mr. Ferris never wavered from his set purpose; original in that there is no other school like it in its methods of education; independent in that the originator had no direct help from any source outside of himself.

Within the walls of this institution the bright student, the backward plodder, the child in the kindergarten and the gray-haired man have all found welcome and inspiration.

The school was organized to meet the demands of three classes of students: First, that large class of men and women who in early life were deprived of the advantages of school but who in later years have come to feel the need of an education. To this class the school has been a god-send. For them its doors are always open, and it is not strange that hundreds of this class, many of them 25 to 45 years of age, have entered the school to be assisted in developing their capacity for usefulness.

It is this feature of the school that lies nearest the heart of Mr. Ferris. He feels that those who have had superior advantages in early life are best able to take care of themselves; in other words, they need the assistance of the schools of this country the least.

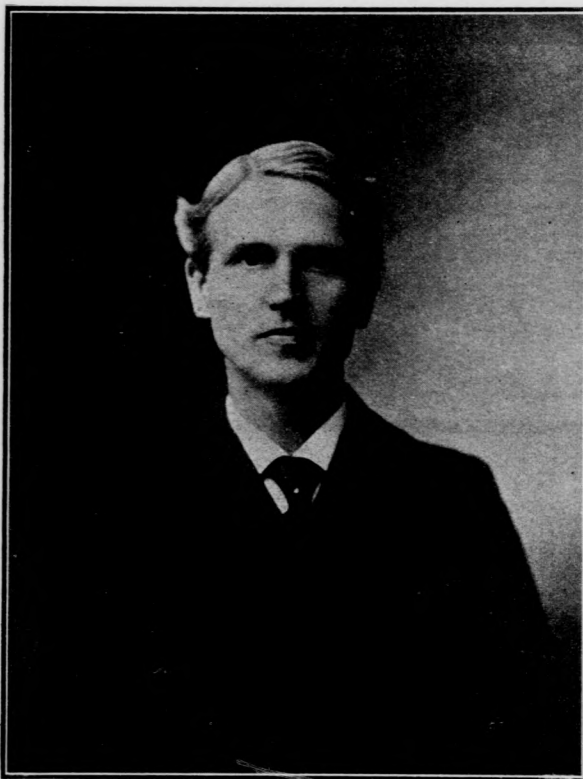
After all is said and done, this institution, as well as other lines of business, could not have been a success without the aid of that all important factor, advertising.

When the Ferris Institute was first organized Mr. Ferris consulted county commissioners and obtained their lists of teachers. He then got out circulars and papers which he sent to these people. He also wrote letters. During the first five years he wrote with his own pen thousands of letters, with gratifying results. Many of his pupils claimed that it was through the influence of the letter that they entered the school.

Doing institute work and delivering lectures in his own and adjoining states was another mode of publicity. This also had a great deal to do with the patronage of the Ferris Institute.

Another factor that can not be overestimated is the effort on the part of the faculty to make every student an advertisement by preparing him to go out into the world to do something and finding something for him to do.—Common-Sense.

Some people work very hard fluttering about and making lots of noise, but accomplish nothing.



Woodbridge N. Ferris

mined to stay. At the end of the school year he withdrew and opened a college preparatory school in the same town.

At the end of two years he felt confident that the Rock River University, in which he had been teacher, would soon fall into the hands of some man with capital who would establish a successful institute, which, of course, would injure his own school. With this impression on his mind he discontinued the school and accepted a position as superintendent of the Pittsfield schools. This position he held for five years, at the end of which time he bade farewell to the public school room and organized the Ferris Institute of Big Rapids. It is here that the real life of Mr. Ferris begins. He was now 30 years old and his past experience had taught

time it finally became imperative to erect a new building, and in 1893, nine years after the organization, a large brick structure was built that would accommodate about six hundred students. In a short time it was discovered that this new building was insufficient, and in 1901 another, and nearly as large, was constructed.

The faculty now consists of fourteen specialists, who conduct sixteen departments. The school is incorporated and is the greatest secondary school in the Northwest. This herculean task has been accomplished through the persistent and untiring efforts of W. N. Ferris, aided by his wife.

The crowning feature of this work is now clearly outlined. The Ferris Institute, with its splendid equipment has a future second to no other sec-



## 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

**INCREASING THE INCOME.****It Can Be Done by Increasing Your Usefulness.**

A man properly ambitious, industrious and willing can make just as much money as his needs require, and seldom can he make any more. If there is the right kind of stuff in a worker and he is sufficiently aroused by pressing necessity he can double his salary.

If a worker making only \$1,200 a year suddenly faces a condition which tells him that he must increase his income to \$2,000 during the next year, he can do it, and without working any harder.

These statements may sound absurd, but they are based on the experience of scores of men who work for their living, and who are real workers with brains enough to figure out the necessity. They declare that when they have been spurred on by necessity to make more money they never have found it difficult so to do, and that, furthermore, when the dire necessity has passed, they have kept right on making the increased salary, or nearly that much, and never dropped back to the low point again.

The "because" of this lies in the fact that a man, unless extraordinarily ambitious and aspiring, seldom will fight for advancement until the necessity arises and compels him to fight. Then he gets what he wants. It may sound foolish to tell 100 clerks in a store that they can double their salaries if they only will, but it is a fact—and some day, unless they are "quitters" who have ingrowing cases of "can't," they will double their salaries.

A man will go along for years living on a small salary sufficient unto his needs. He will think, perhaps, that the firm should be paying him more, but as the income covers every need, with a small amount over and above that, he will not "make a kick." He may work hard and diligently, but he seldom will go to his employer and demand more salary. He may be rewarded by small but steady increases, which renew his hope and add to his income.

It is true that, under these conditions, a man gets extremely little good out of these small increases in salary. A department manager working for \$25 a week shows merit and is advanced to \$30. He figures, of course (we all do), that he can save \$5 and still live as well as he ever did. But there is where figures do not work out right. At the end of six months he finds that he has not saved any more than he did from the \$25. It has gone for extras. He simply has expanded his habits to fit the larger income.

If he had a fixed idea of saving, a set purpose, something tangible in view, he would save the extra \$5, but not one man in 500 has any such idea. He simply figures that, with \$5 additional income a week, he can save \$200 a year and put it in the bank. If he were paying it on a house, or saving to buy furniture, or planning to save enough to go into

some business for himself, or to pay off a debt, he would save—otherwise not.

Then suddenly into this man's life comes something that calls for a sudden expansion of his income. There are two courses, either to say "can't" and surrender or to throw his whole being, his mind, body and hands into the task. If he follows the last course he will get what he needs. He will summon up his nerve and demand just as much more salary as he figures he will need, and, if he does not get it he will go to some firm that will pay the increased salary.

The chances are that during the years of hesitancy in asking for an increase the man really has added that much to his value as an employe, and when the pressing demand arises and he makes a plain, straightforward statement of the case to his employer he will get that for which he asks.

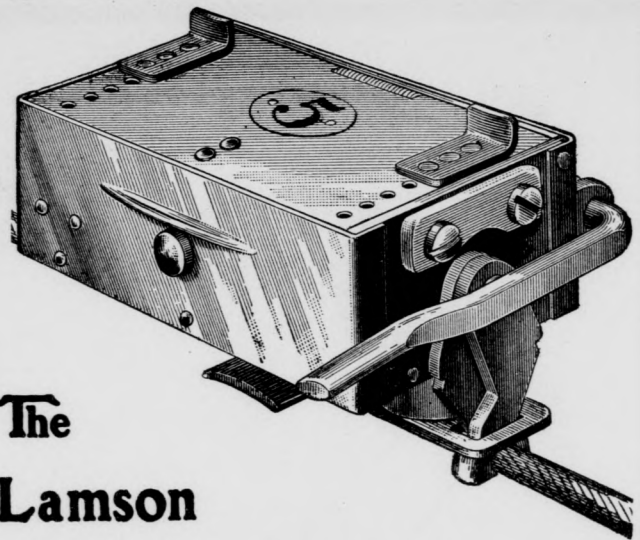
There is one convincing proof that men can get what they want when the necessity arises, and that is that practically every man who gets married at once gets a better salary. His salary is not increased because he has taken a wife, but because he finds it necessary to have an increase in salary, demands it and either gets it that employer or of some other.

There is a tradition that employers would rather have married men working for them, but in most occupations this is not true. Absences from business, lateness, and such kindred evils, increase when a man gets married and tend to make him a less valuable employe. If he is sick he stays at home and his wife nurses him. If he loses three days a year from sickness while single he will lose seven as a married man. Those figures are averages taken from the records of one big employer of labor.

True, married men are "steadier" and more liable to remain steadfastly in the employ of one firm, hesitating to "take a chance" by changing occupations, but they will be late oftener and away from the office oftener than a single man, and they will watch the clock more closely.

So it can not be that firms offer a premium to employes who get married, yet they raise their salaries. The reason for this is that a man who is planning to get married sees at once that he will be forced to increase his income, and by demanding an increase, or by diligently seeking a better position, he gets that increase.

Scarcely any one will claim that a married man with one child is more valuable to a firm than a married man without children, even although the coming of children may steady down a man still further. The number of times he will be late or absent on account of sickness increases with the arrival of a baby, and no one will claim that the man who is absent or late frequently is more valuable than one who is on time more often. Yet, in the pay rolls of a big downtown store it is discovered that the married men in the house who have one or more



## The Lamson Electric Cable Carrier

It has the capacity to handle any amount of business.

It unites all floors with the cash desk, which may be located anywhere.

It protects your profits, guards and concentrates your cash.

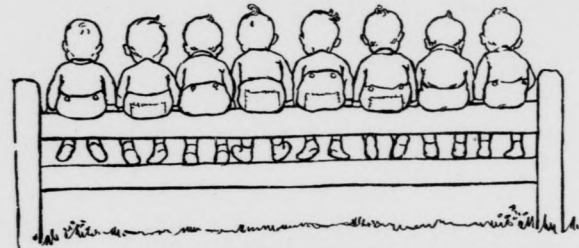
It is the most popular because of its efficiency, flexibility and economy of maintenance

**A System of Perfection**

**Lamson Consolidated Store Service Co.**

**General Offices: Boston, Mass.**

## 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

## Make Your Own Gas

FROM GASOLINE

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

### Brilliant Gas Lamps

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

**15 Cents a Month**

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



600 Candle Power  
Diamond Headlight  
Out Door Lamp



100 Candle Power

**Brilliant Gas Lamp Co.**  
42 State Street, Chicago.

children draw an average of \$1.40 a week more than the married men who have no children.

From these figures it would seem that the married men, seeing their expenses increased suddenly by the arrival of a child, demand and receive better pay.

As a matter of fact it all resolves itself into a question of an increase in energy and "get up." There are few who like to demand even that to which they are entitled. Few like to ask for a raise in salary until some emergency arises that necessitates it. They stand ready to throw increased energy, increased vim into their work, and, although circumstances may keep them from their work oftener than before, they will—if made of the right kind of stuff—work harder to earn the increased salary and bear their increased burdens.

Have you ever faced a financial crisis in which it seemed impossible to raise the money? Have you ever scouted desperately around to "raise the wind" when you could not see any chance? If you have the chances are 100 to one that you raised the money and without much trouble. You had to have it and you got it. You were forced by circumstances to do things that, under ordinary, easy-going circumstances you would not have done. You have collected from some one who had owed you for years, perhaps. Would you have done it if the necessity had not arisen?

It is the same way with getting an increase in income. The emergency arises and you arise to meet it.

It is all simple enough. You can double your income if you are forced to do so. Jonas Howard.

**Queer Definitions of a Kiss.**

A thing of no use to one, but much prized by two.

The baby's right, the lover's privilege, the parent's benison and the hypocrite's mask.

That which you can not give without taking and can not take without giving.

The flag of truce in the petty wars of courtship and marriage.

The acme of agony to a bashful man.

The only known "smack" that will calm a storm.

Nothing, divided between two.

Not enough for one, just enough for two, too much for three.

The only really agreeable two-faced action under the sun or the moon either.

A woman's most effective argument, whether to cajole the heart of a father, control the humors of a husband or console the griefs of childhood.

The thunderclap of the lips, which inevitably follows the lightning glance of the eyes.

A report at headquarters.

What the child receives free, what the young man steals and what the old man buys.

That in which two heads are better than one.

A kiss is three parts of speech—

transitive verb, an invisible noun and a visible conjunction.

Woman's passport to a husband's purse, and man's passport to a woman's heart.

When lips of lovers meet in bliss, The pleasing act is termed a "kiss," But when the pair have wed each other,

The vapid thing is called a "bother." Contraction of the mouth due to enlargement of the heart.

Nature's Volapuk—the universal language of love.

A woman's trump card in the game of love.

**Ant Slaves Found by German.**

While one pastor of the fatherland pursues his enquiries into the simple life for man, another, the Rev. Father Wasmann, investigates the complicated life of the ant, particularly the origin and development of slavery in the ant race. He concludes that the system of slavery had independent origins at different dates respectively in the two large formicine and myrmecine sections of the ant family and that it has also been independently acquired in different genera and species of these two sub-families at different times.

An Englishman meantime contents himself with spiders, social spiders, who dwell in the land of human hermits, and were discovered by Mr. N. S. Jambunathan in Madras living in a spongelike nest formed of a branching network with communicating canals and a number of external openings. These nests, which may be either attached to the tips of branches of trees or to leaves of the prickly pear, are ash gray in color and constructed of leaves and refuse from the spider's food. Externally is a coat of stout, sticky threads of the same color as the spiders themselves, and sheetlike webs spread in all directions from the nests. Five or six nests are often found together, each of which may be the home of from forty to 100 spiders, usually in the proportion of one male to seven females, a polyandrous harem.

**Deliver the Goods.**

Among the many texts from which ponderous platitudes are preached against our young men, perhaps none has so much real merit as the idea contained in the phrase "Deliver the goods."

The young man who undertakes business responsibilities fully determined that, whatever effort may be necessary, he will "deliver the goods" may confidently expect the goddess of fortune to smile upon him, and may justly rail at the injustice of his lot should misfortune haunt his path.

The history of man is a continuous record of the recognized successes—the appreciated achievements—of the man who delivers the goods. He stands in the front row of the galaxy of stars, and his glory is imperishable.

Don't go into anything half heartedly. Put your whole soul into it, or let it alone.

**The Old National Bank**

Grand Rapids, Mich.

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

**Blue Savings Books**

are the best issued.

Interest Compounded

Assets over Six Million Dollars

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

**Horse Collars**

We manufacture

**A Large Line of them**

Write for Special Collar Catalogue and Prices

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

**Send Us Your Orders**

for

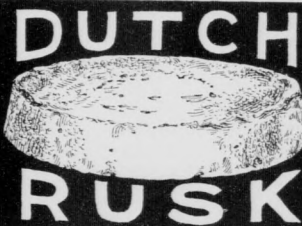
**John W. Masury & Son's**

Paints, Varnishes and Colors.

Brushes and Painters' Supplies of All Kinds

**Harvey & Seymour Co.**  
Grand Rapids, Michigan

Jobbers of Paint, Varnish and Wall Paper



Finest Toast in the World

A Health Food sold at moderate price

Sold in barrels and cartons

See quotations in Grocery Price Current

Manufactured only by

**DUTCH RUSK COMPANY**  
HOLLAND, MICH.

**BALLOU BASKETS ARE BEST**

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



**Moral: Buy Ballou Baskets**

We make several grades of stave baskets.

**Common Narrow Band Standard Wide Band Extra Wide Band**

**Oak Stave**

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

**Ballou Baskets Works**  
Belding, Mich.





### Rambling Reflections of a Busy Merchant.

The next generation of shoe distributors will be recruited largely from the ranks of the clerks of today. The increasing vigor of competition is steadily eliminating poor material, and enterprising, ambitious salesmen are succeeding to the vacancies. Probably there is not a clerk in the employ of any of us who is not looking forward to the time when he will be our most active opponent, if not our successor, in the business arena. Very few holding subordinate positions are not storing up ideas and suggestions for use in that great day. Why not try to get some of these ideas for our own use?

I think we do not put enough confidence in our salesmen. We do not place them under sufficient obligation. We endeavor simply to have them do their duty, not observing that it is too often perfunctory. Suppose we initiate them into the secrets of our business. We can easily do so. We might hold an experience meeting occasionally, with satisfactorily results. I think a good plan would be to invite them up to the house some evening and give them a banquet. When a man's stomach is full his tongue is loosened. Invite criticism of your methods and management. Tell them that you are open to conviction, that you are out for "the dough" and want to get it in the most approved fashion. Tell them to speak frankly, without fear of giving offense. Before doing this, however, say to yourself: "These men know some things that I do not." Then make up your mind to hear a few disagreeable things about yourself that never entered into your calculations. Treat these with the utmost equanimity, and do not be "bull-headed" whatever you do. You will soon find that the unpleasant remarks are more than half true, and that the balance is mere assumption. Even if you do not possess yourself of any business secrets you will learn what your help thinks of your business ability. It will be up to you, anyway, to make the most of the ideas thus elicited. Have you the courage to do it?

Do you take the time and trouble necessary to inform your clerks of the good qualities of each line of shoes as it comes in? Do you tell them why you bought it, explaining the class of customers you think it will suit, pointing out the superior points of excellence? Or do you leave them to find out these things for themselves, to form their own opinions as to value and salable qualities? If you leave it to them to find out the good points you may rest assured that they will find out the poor ones first. "What was the boss thinking of to buy that thing, anyway?" was what I accidentally overheard the other

day in my own store. It took me down a peg, for I thought the line under consideration was a particularly good one for a certain class of trade. Without taking any notice of the remark, I later spoke of the line in a general way, pointing out some of the features I thought were good, and the very clerk who had made the remark said, "That shoe is all right; I didn't think very much of it before, but I believe it is just the thing we all wanted without knowing we wanted it." He was in earnest, too.

I believe it is our own fault that so many lines fail to be good sellers. If there is a good reason for buying a line we should be able to communicate that reason to our clerks. If they have any objections to it we should listen to them. Then we can both consider the subject from all sides; but when one has a good opinion of a line and the other has a poor one and nothing is said about it we shall all be taking one-sided views. Perhaps the objections may be immaterial, but they must be made apparent for the benefit of the house.

Let us come down a little from our high horse of dignity and get familiar with the boys. Let us exchange ideas. It will mean a better understanding and increased sales. That's what we want, isn't it?

I was in a store of good size some years ago when a little girl came in with a parcel under her arm.

"If you please, Mr. —, mother says these rubbers won't do, and she will be down herself, and will you please give me the money?"

The proprietor was the one appealed to, and he answered rather gruffly, "If your mother wants to change them, she can, but I'm not going to refund the money."

The little one began to cry, but the tough old tradesman was not abashed. "Are they too small or too large?" he asked, intending to exchange them.

"They fit all right, but mother does not want them, she wants the money," persisted the child, still sobbing.

"But if they fit, what does she want the money back for?" asked the now determined shoeman.

"She wants it to buy some medicine for the baby," sobbed the child.

"Well, if that doesn't beat all," said the merchant, after the little one had left the store, her sobs and tears turned into genuine joy and smiles, while a 50 cent piece was tightly clasped in her tiny hand. "It's against my principles to refund money, but what could I do in a case like that?"

"Change your principles," was my reply.

He looked at me severely for a moment, and I was considerably his junior, too, then replied, "Gad, I'll think that over."

He evidently thought it over to his advantage, for when I saw him again, several years later, he said, "I have changed my principles."

"Your money back if you want it," is a standing phrase in his advertising now. It has a prominent place in his



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



## 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.



window, it has first place in the principles of the store. "It's the best advertisement the store ever had. It's the best selling argument the salesmen have," he said. "My customers believe in me. They know that if they buy an article here they can bring it back and get their money for it at any time. They feel that this is the one store where they can do this and no questions asked. At first I thought it pretty hard to hand out hard-earned money, but I soon found that for every dollar I sent out in that way fully a hundred came back."

I think he is right. But it is the way the money is refunded that makes it such a good advertisement. It is given without a word of comment or hesitation, whenever demanded. There is no haggling over it. A cheerful compliance with the wishes of a customer is a living asset, while a reluctant and disagreeable compliance becomes a heavy liability.—Shoe Retailer.

#### Experience of a Shoe Dressing Man in Quebec.

It was my second day in Quebec.

I had taken the regular drives, had been out to the Shrine of Saint Anne de Beaupre, and had spent hours at the "Little Shop," picking up curios for my window trims. That's a fad of mine, you know, curios in a window trim, especially appropriate ones for special days, but that has nothing to do with the story.

I had gone down to lower town to wander through the quaint, narrow, wood-paved streets. Sous-le-Cap street is said to be the narrowest in the world, which is traversed by horses and wagons.

It was while I was wandering down Sous-de-Cap that I met a horse and cart. When you meet a horse and cart in Sous-de-Cap you dodge wildly for a doorway. I dodged and found that another man had dodged before me. He hospitably made room in his doorway, and when the cart had gone on, with the driver alternately crying "En Avant!" (equivalent to our "Get a move on you, you four-legged son of a gun!") and "Doucement! Doucement!" ("Gently! Gently!") Think of a United States cart driver saying "Gently" to a horse), we both stepped out into the little street and passed along in the same direction.

Now, I know two or three words of French, and to ease the embarrassment I sprang a few, but he shook his head. Then I tried my few words of German, but that didn't go either, although he sprang "Nein," and then I mused "Sorry, old man, but that's the only languages I know."

"Why, don't you call good old United States a language?" he said, "I thought you were French or German, or something."

"That's what I thought about you," I replied.

"Gosh, but I wish I could talk the languages the way you do," he went on, "it would help me in my business greatly in some sections."

I allowed my chest to expand a little, while I winked at myself, as I

thought of my eight words of German and twelve words of French. "Yes, they are handy," I said. And having become so well acquainted we wandered on together away down Champlain street to the tablet which tells where Montgomery fell, and then we climbed the toilsome steps up the heights again, and walked over the plains of Abraham and so down to the city again, and we were standing looking across the street at the quaint little building which was once Montcalm's headquarters, but is now a barber shop, when my companion said, "I wonder if a fellow could get a shine over there?"

"I doubt it," I said. "I think that these Quebeckers must black their own shoes. I haven't struck a chair with brass-headed tacks all over it yet."

"Well, I've got so I black my own, mostly, when I'm on the road," he replied. "Keep a bottle of our Superlative Sheeny Shiner in liquid form in my grip and do the job in a few seconds."

By one of those rare intuitions of mine, I tumbled instantly, and had the presence of mind not to let on. "I never use them," I responded, sadly, with a mournful shake of my head. "Don't they rot the leather?"

"Rot the leather!" he snorted. "Rot the leather? Why, young man, before old Simon Silverstein allowed a drop of his goods to go on the market he soaked a piece of an old kid glove for six weeks in a pail of our goods, then dried it in a hot sun for four days and in addition to giving that old piece of kid a beautiful, glossy finish which made it look almost like a piece of patent, it left it soft, pliable and velvety to the touch and yet so tough that it was almost impossible to tear it without enormous pressure. No, sir, I often tell people that our house lays too little stress on the preservative quality of our bottle goods when there are so many articles on the market to-day which are about as good for leather as Third avenue whisky is for the department of your interior."

"You are in the business of selling these goods, then?" I queried innocently.

"No, merely trying to sell them. I wander forth over six of the United States of America, and approach the retail shoe dealers in each town and city in due and ancient form, for the purpose of doing them good by practically making them a present of two gross of our goods, and I tell you, young man, it is a long, hard struggle. A sort of a continuous performance, and one that wears you out. That's why I'm in Quebec. I got so tired out with hammering every day at these mutton-headed retailers—all retailers of shoes are mutton-heads, you know—"

"Oh, are they?" I queried. "I supposed they were pretty bright people."

"You think they are when you are selling groceries," he responded, sagely. "Then, you think the grocers are all puddin' heads or darn fools, and the shoe retailers are sharp and bright as a paper of nickel-plated



## The Hard Pan Shoe

Contains strength, comfort and wear in unusual quantities, in fact more shoe quality for the money than is to be had in any other everyday shoe for farm or factory use.

That is the Hard Pan Shoe we make, which is the original shoe of that name and the only one that will give the wearer the high grade shoe satisfaction associated with the name Hard Pan.

Our trade mark on the sole is our guarantee to your customer.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

## The Ruling Passion "Tans"

In Oxfords and High Cuts For Summer Wear

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

#### OXFORDS

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

#### HIGH CUTS

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

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

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

Mention this paper when ordering.

carpet tacks, but it's different when you're trying to introduce a new line of footwear garnish."

"Is your line new, then?"  
 "New in some sections, son. Of course, we have our old established trade in some territory, but they send little children out to take those orders. Anybody can sell to a retailer who has once handled our line, so they kept us old experienced men hammering constantly on the portals of the new trade, like the pioneers—the sappers, and—what-do-you-call-'ems of the army. We're always looking into strange faces and running up against men who are on the defensive, as soon as we make ourselves known. I tell you, it is an awesome thing to go into a modest retail store that isn't doing over \$7,000 a year, glance up at the shelves and see half a gross of "Unapproachable," quarter of a gross of "Palace Pet," several bottles of "Night Shade," and other carton goods, and a whole army of ten-cent dressings, and then try to get your mind off from the sight and begin a convincing lecture on the subject of Simon Silverstein's Superlative Sheeny Shine, equally good for the shoes of men, women or little children, a quick seller and a certain trade winner. It's a strain, I tell you."

"I would think," I went on, as though suddenly illuminated by an idea, "that it would be a good plan for the house to offer some inducement for the retailer to purchase. Offer some little premium with the goods, like giving a piece of furniture with each gross, or something like that, for instance, a rug, did you ever think of that?"

He swallowed two or three times, as though he felt a torrent of useless words coming up, which were inadequate, and then he said with a calmness which was pitifully forced, "Did you ever think of it? Why, friend, all over the broad land, which lies a few miles-south of us, hundreds and thousands of people are standing at this moment, in their stocking feet, on the name of Simon Silverstein woven into the designs of rugs which we have given with one gross of our carton goods. We do come, my companion, with gifts in our hands. Well I remember, almost twenty years ago, when I first carried a leather roll out on the road, from which I could draw our first beautiful Smyrna rug and spread it out before the eyes of dazzled retailers, who could gather it in, to replace the piece of brussels carpet with tinned ends, which they were then using before the settee. How the orders rolled in on that first trip. We gave a rug with two gross then. Now, we give rugs and foot rests and stools, and nickel-plated window fixtures, and special signs, and dressing racks and settees and other furniture, and most anything you like. Some dealers now sell the premium and throw in the goods. Not so with Simon Silverstein. All of the time he has been thinking only of quality. In our laboratory, day and night, skilled chemists have been searching, experimenting, testing, forever striving to im-

prove, even by a little, that which it seems must be now the best that can ever be improved. Why, the United States Government—"

"The view from the terrace is beautiful, isn't it?" I said, for we had reached the broad promenade.

"Beautiful, wonderful, magnificent!" he said, taking off his hat as though to keep it on his head were irreverent, "and to think of my gabbling away on shop, when I don't do anything else six days in the week and part of the seventh all the year round."

"Sort of second nature, I suppose," I said.

"Yes, I guess so, only I oughtn't to bore you with it. And I ought to forget it when I'm on my vacation. Only having someone to talk to, to whom the whole business was new, seemed so sort of novel."

I grinned to myself and held my peace. "And now you'll lunch with me," he said, "at the Chateau Frontenac."

So I lunched with him at the Chateau Frontenac.—Charles Newton Hood in Boot and Shoe Recorder.

**Leave Love Alone Until Success Is Won.**

In the worker's lexicon, if he be really a worker, there is no such word as sweetheart. He has no time to write it. The modern sweetheart demands all of a young man's time. And a young man nowadays, when to succeed means every nerve stretched to its utmost tension, every muscle ready to perform its function, every opportunity to be grasped and advantage taken, can not afford to waste his time, his thought, his vitality, seeking to cater to the wishes of the modern sweetheart.

When a man has his life's work to be done, women, except his mother, and perhaps his sister, must be thrust back.

When some one declared that all the world loved the lover it did not include the modern business world. This world pities him. It takes advantage of his dreams and snatches a fine deal from him. His frugality disappears. Economy is flung aside. His salary goes for theater tickets, dinners and the world of things that can be bought for a woman. And when the time for the inevitable proposal of marriage is at hand like as not she will take into account the young lover's extravagance, which will inculcate a fear that he would not be a "good provider," and give her hand to some fellow who has been too busy making a name for himself to pay much attention to her.

Women are won not by being made the object of extravagant attention by a man. They are won by a glance sometimes; by a word; by a deed, or by the combination of the three, or by the number of different ways as there are women. But the woman you want to wed is not won by the lavish expenditure of money.

The young man of to-day must strive to win success. And every working hour spent upon a sweetheart, whether actually in her com-

**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 Lyscoming Rubber Co.

SAGINAW, MICH.

**Glasgow Brothers**

129, 131, 133 and 135 Main Street East.

JACKSON, MICH. *May 24, 1905*

*Hirth Krause  
Grand Rapids  
Gentlemen We have sold  
a number of "Rouge Rex"  
Shoes and are well pleased  
with the wear of same  
Yours truly  
Glasgow Bros*

**Hirth, Krause & Co., Grand Rapids, Mich.**

Makers of

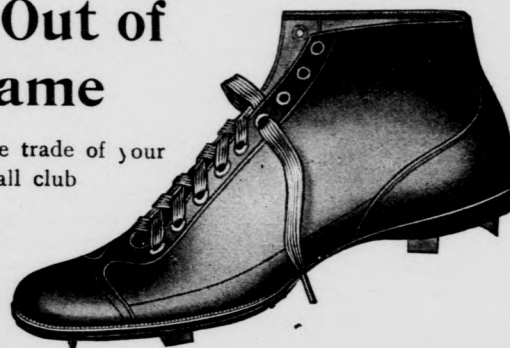
**Rouge Rex Shoes for Men and Boys**

**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**

Sizes in Stock

**Majestic Bld., Detroit**

Everything in Shoes

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

Local and Long Distance Phone M 2226

pany or thinking about her, is that much time wasted.

Recently, in one of the classes that graduated from a large Western co-educational university were two men who took no part in the men's doings of the class because these two were always attached to some girl. There came a time when every able bodied man in the class was needed in a contest of strength, upon which the honor of the class was staked. Things were going badly for the class. And all the while those two men stood by with their sweethearts and raised never a finger for the class honor. From that hour every man in the class and every girl, too, despised those two men.

Not long ago a man and two women were boating. One girl was the fiancee of the man. A boy who had swum out some distance took a cramp and was about to drown. The man began to take off his garments. The sweetheart ordered him to stop and declared that if he disrobed further she would have nothing to do with him. The man realized that if he were handicapped with clothes he could do nothing in the water. He promptly told her to do as she liked, finished his disrobing act, plunged in, and, after a fearful struggle, which left him completely exhausted, he succeeded in saving the boy's life. Had he worn his clothes both would have been drowned. The engagement was terminated at once. He wanted no woman like that for his wife.

On a Western newspaper was a youth who had shown great promise as a sporting editor. He had been given a place that carried responsibility. He did his work well. But he fell in love. In his lexicon he wrote the word sweetheart. From that day he began to show signs of failing. He began to neglect his work to spend time with her. He stole time for which his paper had paid him. He became the pity and the laughing stock of his fellows. His competitors "scooped" him time and again while he was basking in her smiles. Eventually he was "fired," both by the paper and the girl.

Once there came to town a young fellow who showed promise in a literary way. He could write "stuff" that would catch the public and hold its attention. He knew it. He had a sweetheart. She knew it also. She urged him to write. He said he would. But in her company his ambitions slipped away. He wrote her most beautiful letters. He idled until his ambition died. With it died her love. A man who had succeeded came along. This man had had no time for women. He had been busy winning victories, making achievements. He pressed his suit—and won.

The world has no time for mere lovers. It wants men who can do things. "Lovemaking," says one, "is the idleness of the busy and the business of the idle." When a youth forgets and takes his eyes from the goal, to become merely a man in love, penning dainty poems to his mistress'

eyebrows, soon you will behold him among the idlers and among the failures.

Furthermore, women do not want lovers. They want men first, and when a man has proved his right to the title by laying aside all thought of pleasure in woman's smiles, casting from him all issues except those that bear upon his success, then women—the right sort—will be ready to be won. But not until the youth of to-day has planted himself moderately well up on the ladder and holds a firm grasp on the actualities of life and its problems, has worked out a few of the answers to its more important questions and shown folks that he is on the highway to success, is he worthy to become a lover and try to persuade some woman to share with him the life that he has mapped out. John Ellington.

**Canned Oysters Wanted.**

There has been a scarcity of canned oysters in the Australian market of late, while the demand has been increasing constantly. Hitherto a well-known Baltimore brand has had almost a monopoly of the market; but through the difficulty in securing regular supplies there now exists an excellent opportunity of introducing new brands. Cases should contain four dozen round tins, the weight to be 8 pounds per dozen or 32 pounds to the case. The commonwealth customs duty works out at about 16 cents per dozen cans.

**Mack the Mechanic New Oldsmobile**

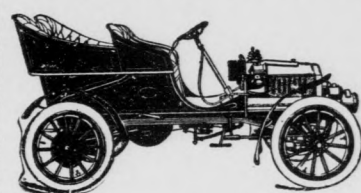


Mack the mechanic, who makes machines, is a man who always says what he means. And you may bet with all your might what he says is surely right, and if you bet you can not lose. For Mack says HARD-PAN are the shoes to use.

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

Write us for reasons why.

**Herold-Bertsch Shoe Co.,**  
Makers of Shoes Grand Rapids, Mich.



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.

**RUGS FROM OLD CARPETS THE SANITARY KIND**

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

**Petoskey Rug M'g. & Carpet Co Ltd.**  
Petoskey, Mich.

**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.

**HARNESS**

Special Machine Made

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

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

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

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

**A Simple, Sincere Statement**



We think we have one of the best lines of low shoes in America,

**The Walkabout Shoe**

which is a \$3 shoe with a \$5 look. We have succeeded in

convincing thousands of retail merchants that we have the best line. We want to convince you, and can if you will signify your willingness to let us send our representative to tell you about a proposition we have to make one dealer in each town.

**MICHIGAN SHOE CO., Distributors**  
DETROIT, MICH.

## COLLEGE MEN.

## They Work Hard and Face Many Perils.

College men, pointed out often by workers as persons living lives of indolence and luxury and scorning labor, frequently live more strenuous lives and work harder even than the men who scoff at them.

The students in the scientific schools of the great universities, the state universities especially, and such colleges as Sheffield; at Yale, Sibley; at Cornell, Case school; at Cleveland and Boston Tech lead as strenuous lives, brave as many actual dangers (or more) to learn their professions than do the men actually working at those same professions outside of college.

Sibley college at Ithaca—Cornell's scientific school—recently has won a great reputation for strenuous living and hard work among its students. The earnest and laborious course of study mapped out for the young scientists has been called to the attention of the outside world recently by the sudden death of Ralph G. Young, a post-graduate and instructing engineer in Sibley. He was an enthusiastic worker and aimed not only to perfect himself in his studies but to discover new things.

In pursuing his studies Young worked ninety hours in the cellars of the General Electric at Connellsville, Pa., with only six hours for food, rest and sleep, and he spent a great part of the time in water over a foot deep, laboring away to get experience. Pneumonia followed and the world got a glimpse of the hard work of the students and their reverence for a harder worker than themselves when they buried him with full universal honors.

Instances of bravery, heroism and constant devotion to duty are reported from Sibley regularly. The young men live in a sphere where physical pains and privations are second to the struggle for knowledge. Daring exploits in test work, dangerous experiments for thesis work, and risks of many kinds go with the young men and their instructors daily in the work at the Cornell "shops."

Tests of mammoth gas engines bring the young students in touch with the most dangerous operations. An imperfection in the material of which the machine are made would mean the loss of arm or limb to some student and perhaps an even graver injury. In the electrical testing departments there lurks an unseen danger.

Only recently two upper class men received from a misplaced switch the full current which carries power to a number of small motors. The current passed through the bodies of both men and entered the ground at their feet. While in the position which they occupied there was no way of breaking the contact, and neither could move. Another student saw the accident and for an instant watched with horrified eyes. Then, after weighing his own chances against those of his two friends, he jumped in the air and struck the first

a glancing blow with his knees as he fell to the floor. The young man was knocked down and away from the dangerous switch, while the friend escaped injuries through his quiet judgment in first freeing his own body from the contact with the earthen floor before touching the body of his imprisoned coworker. The task of liberating the second student from the switch was only the work of a moment. Although none of the trio suffered serious or lasting effects from the electric shock, the two were unable to pursue their regular work for several days.

James O'Neill, when a senior, lost an arm in an effort to save a companion who had stumbled and fallen into a big belt. To save his comrade O'Neill threw his arm against the belt and it was drawn between the whirling belt and the pulley, crushing the arm.

The dangers to which the young engineers are exposed and which they willingly face in their search for knowledge are shown by one of the adventures of a class of fifteen young men who were working in the Fall Creek gorge on the university campus making experiments in hydraulics.

Charles Mellin Cutler, now a prominent mining expert at Butte, Mont., slipped and fell over the edge of the gorge. His body caught on a ledge of rock and he was saved from being dashed to death on the rocks in the creek bed below. He remained senseless, lying on the ledge while one of the instructors slipped a rope around his body, the class lowered him and he then fastened the rope around the unconscious form of Cutler, who was drawn up. The weight of the two men loosened the mass of rock and, just as the professor was drawn upward, it crashed down into the creek bed.

The knowledge of Sherley Hulse, a student, and his close power of observation probably saved the lives of one entire class of embryonic engineers. They had constructed a huge syphon over a ledge of solid rock at the new Taughannock Falls power station.

The entire class was studying the hydraulic problem, when Hulse, noticing the unusual action of the water, cried out a warning that there was a vacuum in the syphon. An instant later the atmospheric pressure crushed the huge steel piping and it exploded with a terrific noise, hurling great chunks of iron in every direction. Four of the students were injured, but Hulse's warning saved the class.

The accidents and risks endured by the students of the locomotive engineering classes in their tests of locomotives are the most interesting and fascinating part of the work prescribed to Sibley men. Perched in dangerous positions, the young students make their observations and tests while the locomotive travels at rates of speed varying from ten to forty miles an hour. Under the direction of Prof. H. Wade Hibbard, a week is devoted to tests of this kind each year.

One of the hardest tests put before the Sibley engineer is the firing of the huge boilers which supply power and steam for heating certain portions of the campus buildings. The young men are compelled to stand for hours exposed to the intense heat of the boiler room, shoveling coal into the roaring furnaces beneath the big boilers.

"It's not the cinch that it's cracked up to be," is the common expression of the student who comes to Cornell not so much for the preparation he is to receive for his chosen life work as to have a general good time and an easy college course. To the man who has chosen aright his profession the work, the dangers, the risks of injury, and the ever increasing field for study laid out in Sibley College have an attraction that constantly grows in interest.

Robert S. Modler.

## Learn a Lesson from Downtrodden Ones of Earth.

Written for the Tradesman.

I wonder if a quarter of the store-keeping readers of this most excellent trade paper realize the money-value of cheerfulness.

"Honesty's the best policy," says the sage.

Well, cheerfulness is a good policy, too.

You store-proprietors, and you clerks, just run over in your mind the people who most do frequent your place of work—the place from whose till—full or empty—come your three meals a day, your clothing and that of your families and all the perquisites of life—large or small—that fall to your share.

Now who, of all the hundreds you greet, do you best like to come in contact with?

Is it those austere people who are so good they can scarcely crack a smile even on a weekday—people who lead the most exemplary of lives, whose every act will bear the closest scrutiny, who would cut off their right hand before they would do a wrong deed, or even wink at it?

Is it those luke-warm, those mediocre persons who never can scare up enthusiasm on any topic whatever, who seem never to have thought out anything for themselves or to have come to any definite convictions, whose anger is seldom or never roused and whom nothing ever appears to be able to shake out of their dead calm?

Or, is it those cheerful ones, who come in with a laugh before there's really the ghost of a thing to laugh at, whose smile is contagious and whose even soberest look is all ready to break into gladness?

Unless you are a pessimist of the severest, the most pronounced type, I know your heart warms when it encounters the latter specimens of humanity.

It may be the poor little old widow whose husband cheated you long before he took his worthless self hence, but whose wife is such a bubbling-over little morsel of goodwill towards all that you never had the heart to undeceive her and discover to her

the sort of blank she had drawn in the matrimonial lottery. Although such a tiny woman there isn't a person in the village but regards her as a tower of strength in time of trouble, and everybody loves her for the very blitheness of her disposition, let alone the gratitude they have cause to feel for what she has done for them.

There's the man, perhaps, who cleans your cistern twice a year. He's had any amount of tribulations, besides poverty all his days—grinding poverty—to contend with; and yet maybe you don't know any one who makes you feel so uplifted as he. His conversation couldn't be brought under any of the rules of grammar, his clothes are patched from head to foot, he's so poor he gets a shave no oftener than the veriest Weary Willie; and yet—and yet his presence is as sure to cure you of the blues as a straw shows which way the wind blows.

Mayhap the one you're so pleased to see is only the old woman who weekly scrubs your store.

\* \* \*

Two such saints have I known whose lives were—are—so full of patient service, of uncomplaining drudgery for others, that their existence is a constant reminder to me of how wicked I am ever to find fault, even inwardly, if things don't go in my life as they should, or just to my liking.

One of these beautiful-souled women is humpbacked. She came into the world as fair a child as ever blessed loving hearts but, through an accident—a dreadful fall—when a year or so old, was left in that sad condition for life. Nothing could cure her, and now, at the age of sixty-odd, she may be seen toiling at the hardest of work in several of the local offices. Although often in pain, no murmur is ever heard to escape her lips—the worst is a tired sigh now and then as the poor back hurts more than usual. Deep lines of care and anxiety seam her face, for, besides her poor misshapen body, she has had a world of trouble in her day; but there are all sorts of laughing wrinkles, too. I can not understand how she ever can smile with her terrible affliction, and her wretched situation in life.

The other scrub-woman is also an "angel in disguise." She, however, unlike the other, has been blessed with perfect health,—but such a husband as Fate selected for her! I can't imagine her herself having anything to do with the choosing. To look at, he's a regular old Jack in the Box! He's so frightfully homely he'd stop a clock in the dark! And, to compensate his wife for this, he should be the epitome of kindness—an ideal of goodness. Is he? Not a bit of it. He is unfeeling in his attitude toward her, evidently caring for her only as a household drudge.

I remember well a little incident which showed his unkind disposition:

This little Griselda of a wife has washed for my mother for many years and her husband we hire often for odd jobs. He was at the house



## DRY GOODS

### Weekly Market Review of the Principal Staples.

White Goods—Staple white goods are perhaps more active than they have been for some time. Purchases of gray goods are being made for the coming season by first hands. The right gray goods are in small supply and finishers who have attempted to secure early deliveries as a rule are finding it very difficult to find lines that are desirable. Gray goods suitable for an India linon are exceedingly scarce, nearly every mill turning out desirable goods being sold up months ahead. For current demand staple goods continue in the most favorable position and although the aggregate of business is not large, yet there is a continuous demand which comes from various quarters, and is evidence that the stocks of buyers are reduced materially. Printed lawns and batistes have had a very heavy business during the season just closed and converters are getting up similar lines for the next season. In the fine bleached end cambrics and nainsooks are being freely bought by the cutting-up trade as well as the jobbers. For the lingerie makers it is hard to decide whether cambrics or nainsooks are being purchased the more heavily. For shirtwaistings hard-finished cambrics are wanted. In fancy white goods the brocades and goods of the pique order are looked to with much favor for fall.

Coarse and Fine Gingham—Standard or apron gingham are in excellent demand and a good deal of contracting is being done for late needs. Of late more than ordinary pressure has been brought to bear on agents to make concessions on goods for late fall delivery, but sellers are more inclined to advance the prices of their merchandise rather than reduce values. An all-round canvass of the market shows that the sales for the present season are much larger than those of a year ago. The standard staple gingham that are wanted for export are not plentiful and this keeps the prices on these goods strong. On medium grade gingham, such as chambrays for shirtings and cheap zephyrs, a very excellent business is being done, the cutting-up trade covering for their fall needs, while jobbers are buying quite freely. The Southern mills especially are well fixed on this business. The fine dress gingham are in a fair way towards prosperity in the matter of fall business. Such well-known gingham as the Lorraine, Barnaby, Parkhill and Renfrew brands are generally well sold up and at this time there is no exception to the rule. If some of the buyers of the best retail trade can be taken for authorities, the finest domestic gingham are gradually giving the makers of English and Scotch gingham who ship goods to this

country a merry chase for the supremacy of the best end of the market. Some very good men say that if it were not for the foreign ticket the American public wouldn't know the difference between the American and foreign goods. In the matter of finish and weave it can not be denied that a few years ago our domestic gingham makers could have taken a few lessons from manufacturers across the water, but time has wrought many improvements in American gingham and now it would take the eye of an expert to determine whether they were American or foreign. In the shirting field the madras goods have the bulk of the business at the present time, although fine percales are not wholly exempt. Retail shirt men say that thus far this season the public have favored the fine percales almost as much as they have the fancy woven goods. The retail shirt merchants look with much favor to white madras goods for fall and it is understood that the cutting-up trade are taking this advice in the purchasing of fall goods. In the fine fancy trade the floating warp effects in small brown, black and other popular colored motifs are having an excellent business. Fancy effects in white goods naturally have the most call, but some of the new shades in the faint olive yellows and very subdued olives are receiving much notice. Fine striped madras can not be outclassed, however, as there is always a certain amount of business done in these goods.

Flannels — Flannels, flannelettes and other similar napped goods are in excellent shape. Cotton flannels, or domets, are sold ahead for months and the better grades of printed flannels, or flannelettes, are being bought in large quantities by the makers of house gowns and pajamas. Probably at no time in a number of years has the demand for flannels been as brisk as it is now. The secret of the big business may be in a measure due to the improvements shown in the methods of finishing or printing, for it is claimed that a large amount of flannelettes

### CORL, KNOTT & CO.

Jobbers of Millinery and manufacturers of

### Street and Dress Hats

20-26 N. Division St. 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.

## 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.

## 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.

is going into channels where the flat-knitted goods generally go.

**Dress Goods** — The lightweight season in dress goods has not yet opened. These lines are always shown later than the goods in the men's wear markets, although lines of fabrics are being shown which are suitable for both men's wear and the ladies' trade. The heavyweight season in dress goods has drawn towards a close, showing conditions much more satisfactory on the whole than the most optimistic mind dared hope for. Lines of woolen goods which were expected to do practically nothing have at this late day booked a sufficient volume of orders to make the season a fairly successful one. This is proven by the following: Reports from Philadelphia, a great dress goods manufacturing center, a few months ago were to the effect that many looms there, generally employed in the manufacture of dress goods, were idle. Later reports are that these looms are now all running full time and that business conditions are generally prosperous.

**Carpets** — Retailers are getting ready to show bargains in dropped patterns and left-over goods. In many cases retailers have no stock of old goods left on their hands from past seasons as they have bought very closely during the last two or three years, but an annual clearance sale, during the summer, has become a fixed habit with some and they are picking up a stock to be disposed of at bargain prices from jobbers of job lots. Retailers are buying pretty freely of regular goods. But manufacturers are not picking up stock in advance of orders. The prices of raw materials are so high that they do not feel safe in manufacturing any quantity in excess of present orders in expectation that the demand will be sufficient to leave them bare stockrooms at the end of the season. The orders received are for quantities sufficiently large to keep the plants running.

**Annual Meeting of the Master Bakers' Association.**

Detroit, July 3—Our annual meeting is to be held in the city of Detroit on July 12 and 13. It is hoped that we will have a large attendance of members of the Association and prospective members. The committee in Detroit, to whom the arrangements have been entrusted for this gathering, have made arrangements for a boat ride and dinner one afternoon on the Detroit River and another feature of the programme will be either a trolley or automobile ride through the city of Detroit and around Belle Isle. There will be other plans for the entertainment, which are not fully matured, but you can rest assured that you will be well taken care of and your two days in Detroit, we hope, will leave nothing to be desired in the shape of pleasure. No arrangements have been made for the reading of papers, etc., at the meeting, as we expect that only the routine business of the Association will be conducted. The

Committee desire to notify the members that no preparations will be made for a number larger than those who signify their intention to be present. Hotel accommodations will be found ample and reasonable, and we trust that this first annual meeting of the Association since its organization will be a great success. Come and if possible bring some fellow baker with you who will become a member of the Association. We want live men in the Association, so bring them along, and in bringing these live men along we also wish you would bring some live women, so come along and bring your wives and sweethearts.

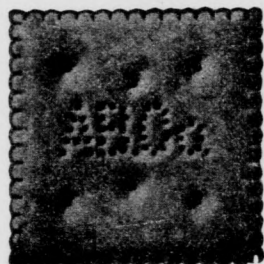
Headquarters will be at the Griswold House. Rates \$2 per day.  
Robert Morton, Pres.

**Dogfish for the Table.**

A Cornish gourmet, following the advice of Horace about combining pleasure with utility, suggests that the destructive dogfish, which are ruining the local fishermen, would prove a valuable addition to our cuisine. When skinned and carefully cooked the dogfish is "more delicate than hake," while a peculiar "sweetness" of flavor can be remedied by lemon or vinegar. Poor Frank Buckland long ago advocated a diet of dogfish, and was once delighted at being asked by some weather-bound French fisherman: "Will you buy a dog, John?" As a matter of fact, dogfish has from time to time eagerly been eaten under the ambiguous euphemism of "fried fish" by many generations of East and South Londoners.

There are a lot of people who would rather gather to-morrow's thistles than to-day's figs.

**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.



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.

**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**



**FOSTER STEVENS & CO.**

Grand Rapids, Michigan

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

**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  
JACKSON, MICH.





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

United Commercial Travelers of Michigan  
Grand Counselor, W. D. Watkins, Kalamazoo; 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.

### He Had To Smoke a "Lottie."

One of the most successful and best-known clothing salesmen in the United States tells a good story of how the head of a well-known house once hired him to "take the road" for it. That particular concern was one of the "top-notchers" in the trade chiefly because its head, who hired and handled the salesmen for it, knew how to do it; since then it has fallen down low in its class because since the death of the "old man" the younger partners are not wise in that sort of thing. Simon—he may be called that as a good and appropriate name for this particular salesman whom the "old man" once hired—tells his story through Charles N. Conservon in the Saturday Evening Post thus:

"When I started out on the road my hair was moss. I almost had to use a horse-comb to curry it down so I could wear my hat. Heavens, but I was green! I had been a stock-boy for a third-rate house and they put me out in Colorado. Don't know whether I have made much progress or not. My forefathers carried stuff on their backs; I carry it in trunks. Although changing is often bad business, the best step I ever made was to leave the little house and go with a bigger one. One day, when I went in to see one of these big men in Denver, he said to me: 'Look here, Simon, you're a mighty good fellow, and I'd like to do business with you, but you know I can't handle any goods from the concern you represent. Why don't you make a change?' I said to him: 'Well, I'm really thinking about it, but I don't know just where I can get in.' He said: 'I think I can give you a good tip. Old man Strouss from Chicago is out here looking for a man for this territory. He was in to see me only yesterday and told me he was on the lookout for a bright fellow. He's stopping up at the Windsor and I'd advise you to go over and get next if you can.' 'Thank you very much,' said I; and I went over to the Windsor—I was putting up there—and asked the head clerk, who was a good friend of mine, where Strouss was.

"'Why, Simon,' said he, 'he's just gone down to the depot to take the Denver & Rio Grande for Colorado Springs, but you will have no trouble finding him if you want to see him. They're not running any sleepers on the train. It's just a local between here and Pueblo. He wears

gold-rimmed spectacles, is bald and smokes all the time.'

"I called a cab, rushed down to the depot, checked my trunks to Colorado Springs, and jumped on the train just as she was pulling out. I spotted the old man as I went into the coach. He was sitting in a double seat with his feet up on the cushions. I got a whiff of his cheap cigar ten feet away. Luckily for me, all the seats in the car except the one the old man had his feet on were occupied, so I marched up and said: 'Excuse me, sir; I dislike to make you uncomfortable,' and sat down in front of him. The old man saw that I was one of the boys, and, as he wanted to pump me, he warmed up and offered me one of his 'Lotties.' I shall never forget that cigar. Smoke 'em in Colorado—smell 'em in Europe! I managed to drop it on the floor in a few minutes so that I could switch on to one of mine. I pulled out a pair of two-bit straights and passed one over, lighting the other for myself.

"'Dot vas a goot secar,' said the old man. 'You are on de roat?'

"'Yes,' said I.  
"'Vat's your bees'ness?'  
"'I'm selling clothing.'  
"'Vat? Vell, I am in dot bees'ness myself.'

"'Whom do you travel for?' said I, playing the innocent.

"'I'm not on de roat,' said the old man. 'I am just out on a leetle trip for my health'. I am a monufacturer. Whom do you trafel for?'

"I told him, and then tried to switch the conversation on to something else. I knew the old man wouldn't do it.

"'Vere do you trafel?' said he.  
"'Colorado, Utah and up into Montana and Wyoming,' I answered.

"The old man took his feet off the cushions and his arms from the back of his seat. I thought I had him right then.

"'Dot's a goot contry,' said he. 'How long haf you been out here?'

"'Five years,' said I.  
"'Always mit de same house?'  
"'Yes,' said I; 'I don't believe in changing.'

"I didn't tell him that I had beef a stock-boy for nearly four years and on the road a little over one. It is a good sign, you know, if a man has been with a house a long time.

"'How's bees'ness this season?' said he.

"'Oh, it's holding up to the usual mark,' I said, like an old-timer.

"'Whom do you sell in Denver?' said he.

"That was a knocker. 'Denver is a hard town to do business in,' said I. 'In cities the big people are hard to handle and the little ones you must look out for.' That was another strong point; I wanted him to see that I didn't care to do business with shaky concerns.

"'Vell,' said he, after a while, 'you shouldt haf a stronger line und den you could sell de beeg vons.'

"'Yes, but it is a bad thing for a man to change,' said I. I knew that I was already hired and I was striking him for as big a guaranty as I could

get, and my game worked all right. He asked me to take supper with him that night at the Springs, and before we left the table he hired me for the next year.

"I came very near not fulfilling my contract, though, because, after I had promised the old man I would come to him, he said: 'Shake and haf a seecar.' And I had to smoke a 'Lottie!'

### Correspondence of a Salesman With His House.

May 11, 1905.

Messrs. Want, Orders & Co.,  
Businessville, Ill.

Gentlemen—Our line is right in it in my territory. I have the other fellows skinned to death. Some of the houses are sending men out that have not a ghost of a chance to sell goods against me. They don't know the dealers as I know them. I find they have been around, but it won't take them long to find out that a new salesman has no chance against one who has a friend in every buyer on his route.

I had Blankety, Blank & Co. out to dinner and a show the other night and was quite amused to learn that several of the boys had been soliciting him next day.

Actual orders have been a bit shy the past few weeks, but my friends all give me the glad hand and promise to order when they are ready. If I don't get the orders with the "stand-in" I have the other fellows must be getting a frost all right.

I don't like to be classed as a kicker, but your credit man has written me several letters that read as if he has a bad grouch. I hate to take orders from my friends and have some man in the office turn them down, especially when I know the dealers and he doesn't.

You are dead wrong in your criticism of my expense account. It takes money to hold up one's end with business men and they naturally expect me to buy during the evening and be a good fellow.

Yourst truly,  
Thomas Blowhard.

Thomas Blowhard,

Oriental Hotel, Squashtown, Ia.

Dear Sir—We have your favor of May 11 and have concluded to write you a longer letter than we usually send our salesmen.

You are suffering from a disease that if not speedily checked will utterly destroy your usefulness. Your case may be diagnosed as a virulent attack of bombastica conceititis and if something isn't done the disease will rapidly degenerate into hasbeen-orhea.

Of course, you are angry. The preceding paragraph is intended to produce that effect. Anger is volatile. After it evaporates there may be a precipitation of common sense. If so, you will perhaps recover. If not, your friends will be smelling smilax before long.

You have been a good man in your day and there should be plenty of success left in you yet, but you are getting behind the lighthouse and will soon be running onto the rocks.

Booze, bombast and business is as fatal as the alliteration that defeated Blaine. As a matter of cold fact, dealers who are willing to spend their evenings drinking whisky at your expense are fit subjects of investigation by our credit department. Don't imagine that every man who drinks your liquor is your friend. Some of them may be, but you are on the road to make customers, not friends. Of course, there is no objection to friendship, but many shrewd buyers have a habit of doing the good fellow act with their friends while the orders go to the man they never slap on the back. A buyer may not have read Sherlock Holmes, but horse sense tells him that drinking a salesman's wine is a poor way to get a lower quotation. There are better stepping stones to success than the footrail in front of a bar.—Hide and Leather.

Did you ever stop to think that the only difference between you and more successful men and women is that they have sought out the best road, while you have simply taken the nearest and easiest path?

## LIVINGSTON HOTEL

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

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

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.

## 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



**Industrial Situation at Adrian Good.**

Adrian, July 3—Along with Adrian's splendid industrial boom must be mentioned the loss of a factory during the past week. The American Electric Fuse Co., maker, of telephone and electrical supplies, has about finished moving to Muskegon. The company enjoyed a thriving business in this city and moves to Muskegon simply to be able to consolidate with two other of its plants in that city. While in Adrian the company employed between 200 and 250 persons, including a good many girls, and had an annual output of \$350,000.

An interesting bit of industrial news this week has been the receipt of the census report on the factories for this city. The report shows that 1,824 persons are employed in the factories of Adrian, while the output for the year amounted to \$6,600,733 and the payroll to \$905,590. The very interesting output figures are as follows: Page Fence Co., \$2,000,000; Lamb Fence Co., \$1,000,000; Detroit Milling Co., \$750,000; Clough & Warren Piano Factory, \$500,000; Adrian Fence Co., \$400,000; American Electric Fuse Co., \$350,000; Bond Post Co., \$148,778; Michigan Tobacco Works, \$140,000; Adrian Knitting Co., \$125,000; Lesh & Young Lumber Co., \$125,000; Lion Fence Co., \$100,000; American Screen Door Co., \$75,000; International Machine Co., \$60,000; Goodsell Planing Mill, \$50,000; Kells Foundry & Machine Co., \$50,000; Church Brothers, \$40,000; Michigan Granite Co., \$30,000; Cigar Manufacturers, \$28,000; Withington Fence Co., \$25,000; Schwarze Electric Bell Co., \$10,000.

**The Grain Market.**

The situation as regards new wheat is practically unchanged for the week. While in some sections we have had surplus rain, still, as a whole, the crop is doing finely, and with good harvest weather for a couple of weeks the winter wheat crop will be out of danger. The conditions in the Northwest are reported as about the same as last year, when the outlook was perfect up to about two weeks before harvest, when the black rust appeared. There is considerable danger of rust again this year, but it has not as yet appeared, at least in sufficient quantities to cause any alarm. The grain has had a rank growth on account of the wet weather, and there will be more or less danger of lodging, but this is offset to a certain extent by the fact that the weather was rather backward early and the plant is hardy and strong of root. The market is of a decidedly nervous nature. The reports from various parts of the country are conflicting in the extreme, but the samples of wheat already harvested in the Southwest are very encouraging, quality and yield satisfactory, all of which has a tendency to steady the market and strengthen the confidence of the trade generally.

The corn market continues very firm, the plant making fairly satisfactory progress. The demand for corn, both from domestic and foreign trade,

continues good. Receipts are liberal and fully sufficient to care for all orders and prices continue strong, all of which has an encouraging effect on mill feed, bran, middlings, etc.

Oats are just about holding their own. The growing crop is apparently safe and making good progress.

L. Fred Peabody.

**Mr. McMillan Announces Himself.**

The Bell Telephone candidate for U. S. Senator—the man who owes his fortune largely to the creation of trusts and to the manipulation of stocks in such a way as to impoverish the widows and orphans of Michigan—thus announces himself as a candidate for U. S. Senator, to succeed Gen. Alger:

I am going to win. I want to be United States Senator to restore harmony in the Republican party in Michigan.

I prefer not to have a contest. I would not take a seat in the Senate if I did not feel that the people of Michigan were behind me and had confidence in me.

The people of Michigan want the McMillan regime and methods restored.

If I can prevent it, there will not be a repetition of the Stearns-Bliss-Ferry gubernatorial campaign of five years ago. I am confident of being able to win out without the lavish or improper use of money.

I am opposed to the trusts. If elected, I'll belong to no senatorial clique.

I have a comparatively small amount of stock in the Pere Marquette system. I am Michigan member of the Board of Directors, and I merely look after Michigan interests to see that the people in Ohio or other sections of the country do not obtain better freight rates and transportation conditions than are accorded places in Michigan. Why, if they tried to give Ohio people better rates, etc., than Michigan people, I'd soon tell them what I'd have the Michigan Legislature do to them in the way of freight-rate or other legislation.

**His Life Saved by a Mouse.**

A man in London set a trap for mice in his room recently and was awakened in the night by hearing it go off. He got up and found that the gas was escaping in the room and that he would have been asphyxiated if the mouse had not sprung the trap. He set the mouse free.

**An Old Law in England.**

Many curious instances of old laws may still be found in England. In Chester the man who fails to raise his hat when a funeral is passing becomes liable by an old law to be taken before a magistrate and imprisoned.

Wm. P. Baillie, of Detroit, writes the Tradesman as follows: Through the great kindness of my employers, G. H. Wheelock & Co., of South Bend, I have been granted a vacation—the first one in twenty-six years. Wife and I are going to Oregon to visit our son, who is a successful gold miner. From there we go to the Coast, returning Aug. 1, when I will resume my pilgrimages to the trade.

L. M. Mills (Hazeltime & Perkins Drug Co.) has returned from Portland, Oregon, where he spent the month of June with his daughter and her husband. Max tells big stories about catching salmon and climbing mountain peaks, but his waist measure is just as full as ever.

A little kindness is worth a great deal of creed.

**Recent Business Changes in the Buckeye State.**

Bremen—F. E. Dusenbury is succeeded by Frank Schwartz in the drug business.

Cleveland—A. L. Johnson, of Conroy & Johnson, manufacturers of straw and felt goods, is dead.

Conneaut—Eckert & Hoffman are succeeded in the dry goods business by Fred Eckert.

Dayton—E. P. Stevenson succeeds O. B. Thuma in the drug business.

Eaton—Edw. Lincoln will continue the grocery business formerly conducted by Stephens & Lincoln.

Hamilton—The D. W. Fitton Co. is succeeded in the retail dry goods business by Cox & Fargo.

Leipsic—Lawson & White are succeeded by Lawson & Nemire in the millinery business.

Lorain—W. J. Frisbie will continue the wholesale and retail cigar business formerly conducted by Frisbie & Detzel.

Newark—The Hoover Ball Co., which does a wholesale business in bicycle supplies, has changed its style to The Ball-Fintze Co.

Newark—F. Markos & Co. are succeeded by Barnes & Katamos in the confectionery business.

Shelby—J. A. Seltzer & Sons have sold their hardware business to E. J. Kane.

Spencerville—Carr & Wein are succeeded in the clothing business by Carr Bros.

Springfield—J. Halperin, retail dealer in umbrellas, has discontinued business at this place.

Springfield—J. McGree, grocer, is succeeded by John R. Champer.

Springfield—R. A. Starkey, of the Starkey Boot & Shoe Co., wholesale and retail dealer, is dead.

Toledo—The E. Frohlich Glass Co. is succeeded by the Toledo Plate & Window Glass Co.

Cleveland—A receiver has been appointed for the Standard Wire & Iron Co.

Columbus—The creditors of the Central Supply & Construction Co. have filed a petition in bankruptcy.

Toledo—A petition in bankruptcy has been filed by the creditors of Samuel Gorowitz, dealer in clothing and shoes.

**Recent Business Changes in the Hoosier State.**

Anderson—The Dunn & Louisa Manufacturing Co. is succeeded in business by the Anderson Tool Co.

Campbellsburg—J. M. Hon succeeds Wm. Holland in the general merchandise business.

Evansville—The Evansville Over-all Co. has increased its capital stock to \$15,000.

Indianapolis—Joe D. Eastman is succeeded in the tailor and dye works by the Eastman Garment Cleaning Co.

Indianapolis—John M. Bussey succeeds Greenlee & Davis, retail grocers.

Marion—L. M. Newcomb, grocery broker, is succeeded by the Marion Cereal Co.

Oolitic—E. King & Eastridge will continue the lumber business former-

ly conducted by the Oolitic Lumber Co.

Sharpville—The business formerly carried on by Leavitt's Department Store will be continued in future by Wm. F. Wilson & Sons.

Taswell—The grocery and dry goods business formerly conducted by B. Enlow & Co. will be continued in the future by B. Enlow.

Anderson—A chattel mortgage has been uttered by the Columbia Cigar Co., wholesale and retail dealer.

Atlanta—A petition in bankruptcy has been filed by the creditors of Mendenhall & Co., clothiers.

Martinsville—A. M. Bain has been appointed receiver for O. W. Nottingham & Co., manufacturers of school supplies.

**Business in General Hardware Falling Off.**

While the business in general lines of hardware is naturally less brisk than in the spring months, trade in the strictly summer goods during the last few days showed a decided improvement over that in the early part of June. More reasonable weather has caused an increase in the volume of orders for lawn mowers, garden hose and fixtures, wire screens and netting and many similar lines, and several of the leading manufacturers and jobbers are already beginning to note an improvement in the booking of orders for fall goods.

Some of the heavy lines are rather weak in sympathy with the recent heavy slump in pig iron, but the main staples are being well maintained. With excellent prospects for the grain crops and generally prosperous conditions in most of the industries, the outlook for the second half of the year is regarded as very encouraging.

Few advances have been recorded in prices within the last week, but among the articles which have been moving upward might be mentioned japanned registers, the established price of which has been raised by a reduction of the discounts from 75 per cent. to 70 and 10 per cent. off the regular list price. A slightly better demand for black and galvanized sheets and goods made from sheets and tin plate has been caused by the belief that prices of these raw materials will probably be advanced within the near future. Both sheets and tin plates are still very weak and relatively lower than other lines of iron and steel, but, in view of the possibility of a tie-up in the operation of the mills as a result of the present controversy between the employers and the union, it is expected that higher prices will be established. Nails and wire products are being more firmly held and there is less evidence of price cutting.

**New Trading Stamp Law.**

Governor Stokes, of New Jersey, has dealt a blow to the trading stamp business in that State by signing the measure making it unlawful to give the stamps without printing on their face a cash redeemable value.

The best balm for broken hearts is a preparation labeled "Work."



#### 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—Houghton, Aug. 16, 17 and 18; Grand Rapids, Nov. 7, 8 and 9.

#### Michigan State Pharmaceutical Association.

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

#### THE NEW PHARMACOPOEIA.

##### Wherein It Differs from Its Predecessors.

The long-expected eighth decennial revision of the United States Pharmacopoeia has finally been issued. To those engaged in the drug trade the importance of this announcement will be self-evident, while the lay reader needs only to be informed that the Pharmacopoeia is the standard of strength and purity for drugs and medicines, and that the standards prescribed in this new revision will be in force for the next decade. It becomes official September 1, at which date the present U. S. P. will have been the standard for nearly twelve years.

Some criticism has been called forth by the delay in the appearance of the work; an examination of the new book, however, will show the magnitude of the task executed by the Committee of Revision, and thus reveal the best excuse for the delay.

The new work, as a whole, is deserving of all praise, and while practical use may reveal some imperfections it is nevertheless a worthy successor to the revisions of former years and will doubtless be accorded a place in the front rank of modern Pharmacopoeias.

The Pure Food and Drug agitation of recent years is probably responsible for the prominence given the so-called purity "rubric," which is now placed before the descriptions, and which, in the language of the Preface, "defines the percentage of small quantities of permissible, innocuous impurities which do not materially affect medicinal action or interfere with pharmaceutical uses."

The following paragraphs from the Preface also possess a deep significance for manufacturers: "Inasmuch as there has existed in the past on the part of the public a misconception of the purposes of a Pharmacopoeia, and penalties have been imposed upon those who have sold substances bearing pharmacopoeial names which were to be used in the arts, for manufacturing and for other purposes, and not as medicines, it has become necessary to make the following declaration: The standards of purity and strength prescribed in

the text of this Pharmacopoeia are intended to apply to substances which are used solely for medicinal purposes, and when professedly bought, sold or dispensed as such."

Changes in the body of the book are numerous and in some instances radical; doses are introduced for the first time in pharmacopoeial history; the process of assay is extended to a considerable number of drugs; a number of synthetics are included, and a change in the nomenclature is effected which applies to the Latin and English titles of numerous articles.

A number of alterations in the strength of important official preparations are made: An acetic acid menstruum is prescribed for several fluid extracts, and acetone is used as a solvent in the manufacture of oleo-resins. A new standard temperature for specific gravities is 25 deg. C (77 deg. F) to replace the standard of 15 deg. C (59 deg. F) now in use.

The following extract from the Preface will show the numerical extent of the changes:

"A comparison of the number of



Jacob B. Timmer

articles, test solutions and assays of the present Pharmacopoeia with that of 1890 shows that there are 1,297 in the present Pharmacopoeia and 1,257 in the previous Pharmacopoeia. In the present book there are 958 articles in the text, 155 test solutions and volumetric solutions, 149 volumetric assays and 35 gravimetric assays. In the U. S. P., 1890, there were 994 articles in the text, 135 test solutions and volumetric solutions, 114 volumetric assays and 14 gravimetric assays. Of those articles previously official 151 have been dismissed, while 117 new ones have been introduced."

Doses are introduced in obedience to the decree of the pharmacopoeial convention, which instructed the committee "to state the average approximate (but neither a minimum nor a maximum) dose for adults" and the committee was also instructed to declare "that neither this convention nor the Committee of Revision created by it intends to have these doses regarded as obligatory on the physician, or as forbidding him to exceed them whenever in his judgment this seems advisable." This in

recognition of the fact that "the age and condition of a patient must always modify what is known as an average dose."

Regarding the introduction of synthetics, the convention authorized the Committee to admit "any synthesized product of definite composition \* \* \* the identity, purity or strength of which can be determined. No compound or mixture shall be introduced if the composition or mode of manufacture be kept secret, or if it be controlled by unlimited proprietary or patent rights."

These limitations served to exclude many of the largely-used synthetics; among those admitted are Antipyrine, Saccharin, Cinnamic Aldehyde, Guaiacol, Safrol and Vanillin.

Of the changes in nomenclature, one of the most important is that of the designation for fluid extracts; this is now rendered "Fluidextractum" and "Fluidextract" instead of the former "Extractum Fluidum" and "Fluid Extract." The change serves to separate the two classes of fluid and solid extracts. "Arsenous Acid," 1890, is now called Arsenic Trioxide; "Carbolic Acid" is designated "Phenol;" "Chloral" becomes "Hydrated Chloral;" "Salol" is now "Phenyl Salicylate;" "Resin" is now "Rosin;" "Chromic Acid," Chromium Trioxide, all with corresponding changes in the Latin designation. These alterations are intended to make the name more expressive of the character of the article it is used to designate.

Changes in strength are numerous among the tinctures; an effort is made to divide all tinctures into two classes; those from poisonous drugs representing 10 per cent. of the drug, and the non-toxic tinctures representing 20 per cent. of the drug. This rearrangement brings about some very radical changes: Tincture of Aconite, 35 per cent. in the U. S. P., 1890, and Tincture of Veratrum, 40 per cent., 1890, are both placed in the 10 per cent. class, while the tinctures of Cantharides, Capsicum and Strophanthus, which are now 5 per cent., are also placed in the 10 per cent. list. Exceptions to the rule are made in several cases; notably the tinctures of Sweet Orange Peel, Benzoin Compound, Cardamom Compound, Iron Chloride, Kino, Iodine, Lactucarium, Lemon Peel and Opium Camphorated.

Syrup of Iron Iodide is made to contain 5 per cent. of the salt; Solution of Iron Chloride is reduced from 37.8 per cent. to 29.0 per cent., and Basham's Mixture is made to contain double the present quantity of Iron.

Oleate of Mercury will contain 25 per cent. of Mercurous Oxide. The present U. S. P. requires Powd. Opium to contain 13 to 15 per cent. of Morphine; the new revision requires 12 to 12.5 per cent. Ointment of Phenol is reduced from 5 per cent. to 3 per cent., and Ointment of Sulphur from 30 per cent. to 15 per cent. Petrolatum is directed in a number of the formulae for ointments.

The change in the temperature at which specific gravities are directed to be taken is a step in the right direction, as 77 deg. F. is nearer the average temperature of stores and laboratories throughout the country than the former standard of 59 deg. F.

Additions to the Pharmacopoeia are numerous, as has been already noted. In addition to those already mentioned, the list includes Cataplasm of Kaolin, numerous forms of which are in common use under various fanciful names; also Aromatic Fluid Extract of Cascara Sagrada, Diphtheria Antitoxin, Desiccated Thyroid Glands, Desiccated Suprarenal Glands, Antiseptic Solution, Compound Solution of Sodium Phosphate, Solution of Formaldehyde, Wine of Coca and Diluted Hydriodic Acid; all of these are in common use and are deserving of official recognition.

Another new official preparation is Ung. Hydrargyri Dilutus, which is rendered "Blue Ointment" in the English, and is made to contain one-third Mercury; the title "Mercurial Ointment" is reserved for the 50 per cent. ointment.

A new tincture is that of Lemon Peel, which replaces the Spirit of Lemon, U. S. P., 1890. This evidently means that the Pharmacopoeia can no longer be invoked as establishing a standard of strength for the flavoring extract of Lemon. The new tincture is made to represent 50 per cent. of the fresh peel.

The announcement is made that the new Pharmacopoeia will not be designated by the initial year of the decade in which it is issued, as has been the custom with former revisions. The work is officially designated the "Eighth Decennial Revision."

J. B. Timmer,  
Chemist Hazeltine & Perkins Drug Co.

A martyr is a man who lives up to his wife's expectations of him.

Happiness is only incidental; rightness is essential.

## SCHOOL SUPPLIES

Tablets, Pencils, Inks,  
Papeteries

Our Travelers are now out with a complete line of samples. You will make no mistake by holding your order until you see our line.

FRED BRUNDAGE

Wholesale Drugs and Stationery  
32 and 34 Western Ave.

Muskegon, Mich.

## Base Ball Supplies

Croquet  
Marbles, Hammocks, Etc.

Grand Rapids Stationery Co.

29 N. Ionia St.  
GRAND RAPIDS, MICH.

WHOLESALE DRUG PRICE CURRENT

Advanced—  
Declined—

<b>Acidum</b>	<b>Alumina</b>	<b>Ammonia</b>	<b>Baccas</b>	<b>Balsamum</b>	<b>Cortex</b>	<b>Extractum</b>	<b>Flora</b>	<b>Gummi</b>	<b>Herba</b>	<b>Magnesia</b>	<b>Oleum</b>	
Aceticum 60 8	Aqua, 18 deg 40 8	Aqua, 20 deg 40 8	Cubebae .po. 30 15	Copalba 45 50	Abies, Canadian 18	Glycerrhiza Gla. 24 30	Arnica 15 18	Acacia, 1st pkd. 40 45	Absinthium 4 50 4 60	Calcined, Pat 55 60	Absinthium 4 90 5 00	
Benzolcum, Ger. 70 75	Carbonas 18 15	Chloridum 12 14	Juniperus 5 8	Peru 61 50	Cassiae 30	Glycerrhiza, po. 28 30	Anthemis 22 25	Acacia, 2nd pkd. 40 45	Eupatorium oz pk 28	Carbonate, Pat 18 20	Amygdalae, Dulc. 50 60	
Boric 6 7	Chloridum 12 14	Black 2 00 2 25	Xanthoxyllum 30 35	Terabin, Canada 60 65	Cinchona Flava 18	Haematox 11 12	Matricaria 30 35	Acacia, 3rd pkd. 40 45	Lobelia .oz pk 28	Carbonate K-M. 18 20	Amygdalae Ama. 8 00 8 25	
Carbolicum 26 29	Ammonia 40 8	Brown 80 100		Tolutan 35 40	Cinchoa Flava 18	Haematox, 1s 13 14		Aloe, Barb 12 14	Mentha Pip oz pk 28	Carbonate 18 20	Anisi 1 45 1 50	
Citricum 42 45	Ammonia 40 8	Red 45 50			Cassia Acutifol. 20	Haematox, 1/2s 14 15		Aloe, Cape 40 45	Mentha Ver oz pk 28		Aurant Cortex 3 20 2 40	
Hydrochlor 3 5	Ammonia 40 8	Yellow 3 50 3 60			Morruhuac gal. 1 25 1 50	Haematox, 1/4s 14 15		Aloe, Socotri 40 45	Ferrul Iod 85 90		Bergamit 2 50 2 60	
Nitricum 8 10	Ammonia 40 8				Myrica Cerifera. 30	Haematox, 1/8s 16 17		Camphorae 81 85	Rhei Arom 50 90		Cedar 3 75 4 00	
Oxalicum 10 12	Ammonia 40 8				Fernus Virgin. 12			Euphorbium 40	Sassafras .po. 25		Chenopodium 35 40	
Phosphorium, dil. 4 15	Ammonia 40 8				Quillaja, gr'd 14			Galbanum 40	Sassafras .po. 25		Dipterix Odorate. 80 100	
Salicylum 42 45	Ammonia 40 8				Sassafras .po. 25			Gamboge .po. 1 25 1 35	Sinapis Alba 7 9		Poeniculum 7 9	
Sulphuricum 1 1/2 7 5	Ammonia 40 8				Ulmus 40			Gualacum .po. 85	Sinapis Nigra 9 10		Poenugreek, po. 7 9	
Tannicum 75 80	Ammonia 40 8							Kino .po. 45c	Spiritus		Lini, grd. bbl. 3 1/2	
Tartaricum 35 40	Ammonia 40 8							Mastic .po. 45c			Lini, grd. bbl. 3 1/2	
	Ammonia 40 8							Myrrh .po. 50				

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

# Drugs

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

We are dealers in Paints, Oils and Varnishes.

We have a full line of Staple Druggists' Sundries.

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

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

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

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

**Hazeltine & Perkins**  
**Drug Co.**  
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

Table with columns: ADVANCED, Declined, and items like Rolled Oats, Pickles.

Index to Markets

By Columns

Index to Markets listing various goods like Axle Grease, Bath Brick, Confections, Dried Fruits, etc.

1

Table 1 listing items like AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANNED GOODS, etc.

2

Table 2 listing items like Plums, Pineapple, Pumpkin, Raspberries, Salmon, Sardines, CARBON OILS, CEREALS, etc.

3

Table 3 listing items like CHEWING GUM, CHICORY, CHOCOLATE, COCOA, COCOA SHELLS, COFFEE, etc.

4

Table 4 listing items like Imperials, Jennings, Terpeness Lemon, GRAIN BAGS, GRAINS AND FLOUR, etc.

5

Table 5 listing items like Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, etc.



# Special Price Current

## AXLE GREASE



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

## BAKING POWDER



3/4 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  
3/4 lb cans 1 35  
6oz. cans 1 90  
1/2 lb cans 2 50  
3/4 lb cans 3 75  
1 lb cans 4 80  
3 lb cans 13 00  
5 lb cans 21 50

## BLUING

Arctic, 4oz ovals, p gro 4 00  
Arctic, 8oz ovals, p gro 6 00  
Arctic, 16oz ro'd, p gro 9 00

## BREAKFAST FOOD

Walsh-DeRoo Co.'s Brands



Sunlight Flakes  
Per case . . . . . 4 00  
Wheat Grits  
Cases, 24 2lb pack's.. 2 00

## CIGARS



G. J. Johnson Cigar Co.'s bd  
Less than 500. . . . . 33  
500 or more . . . . . 32  
1,000 or more . . . . . 31

Geo. H. Seymour & Co.  
Morton House Bouquet 55  
Morton House Bouquet 70  
Invincible . . . . . 33  
119 . . . . . 30  
Little Chick. . . . . 30

Worden Grocer Co. brand  
Ben Hur

Perfection . . . . . 35  
Perfection Extras . . . . . 35  
Londres . . . . . 35  
Londres Grand. . . . . 35  
Standard . . . . . 35  
Puritans . . . . . 35  
Panatellas, Finas. . . . . 35  
Panatellas, Bock . . . . . 35  
Jockey Club. . . . . 35

## COCOANUT

Baker's Brazil Shredded



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

## FRESH MEATS

Beef  
Carcass . . . . . 5 @ 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 1/2

**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. . . . .

Jute  
40ft. . . . . 75  
72ft. . . . . 90  
90ft. . . . . 1 05  
120ft. . . . . 1 50

**Cotton Victor**  
50ft. . . . . 1 10  
60ft. . . . . 1 25  
70ft. . . . . 1 60

**Cotton Windsor**  
50ft. . . . . 1 30  
60ft. . . . . 1 44  
70ft. . . . . 1 80  
80ft. . . . . 2 00

**Cotton Braided**  
40ft. . . . . 95  
50ft. . . . . 1 35  
60ft. . . . . 1 65

**Galvanized Wire**  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

**COFFEE**  
Roasted  
Dwinell-Wright Co.'s B'ds.



White House, 1lb . . . . .  
White House, 2lb . . . . .  
Excelsior, M & J, 1lb . . . . .  
Excelsior, M & J, 2lb . . . . .  
Tip Top, M & J, 1lb . . . . .  
Royal Java . . . . .  
Royal Java and Mocha. . . . .  
Java and Mocha Blend. . . . .  
Boston Combination . . . . .

Distributed by Judson  
Grocer Co., Grand Rapids;  
National Grocer Co., De-  
troit and Jackson; F. Saun-  
ders & Co., Port Huron;  
Symons Bros. & Co., Sagin-  
aw; Meisel & Goeschel,  
Bay City; Godsmark, Dur-  
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 in . . . . . 11  
3 in . . . . . 15  
3 in . . . . . 30

**Cotton Lines**  
No. 1, 10 feet . . . . . 5  
No. 2, 15 feet . . . . . 7  
No. 3, 15 feet . . . . . 9  
No. 4, 15 feet . . . . . 10  
No. 5, 15 feet . . . . . 11  
No. 6, 15 feet . . . . . 12  
No. 7, 15 feet . . . . . 15  
No. 8, 15 feet . . . . . 18  
No. 9, 15 feet . . . . . 20

**Linen Lines**  
Small . . . . . 20  
Medium . . . . . 26  
Large . . . . . 34

**Poles**  
Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

**GELATINE**  
Cox's 1 qt. size . . . . . 1 10  
Cox's 2 qt. size . . . . . 1 61  
Knox's Sparkling, doz 1 20  
Knox's Sparkling, gro 14 00  
Knox's Acidu'd, doz . . . . . 1 20  
Knox's Acidu'd, gro 14 00  
Nelson's . . . . . 1 50  
Oxford. . . . . 1 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



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 Catalogue That Is Without a Rival

There are something like 85,000 commercial institutions in the country that issue catalogues of some sort. They are all trade-getters—some of them are successful and some are not.

Ours is a successful one. In fact it is THE successful one.

It sells more goods than any other three catalogues or any 400 traveling salesmen in the country.

It lists the largest line of general merchandise in the world.

It is the most concise and best illustrated catalogue gotten up by any American wholesale house.

It is the only representative of the largest house in the world that does business entirely by catalogue.

It quotes but one price to all and that is the lowest.

Its prices are guaranteed and do not change until another catalogue is issued.

It never misrepresents. You can bank on what it tells you about the goods it offers—our reputation is back of it.

It enables you to select your goods according to your own best judgment and with much more satisfaction than you can from the flesh-and-blood salesman, who is always endeavoring to pad his orders and work off his firm's dead stock.

Ask for catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything—  
By Catalogue Only.

New York Chicago St. Louis

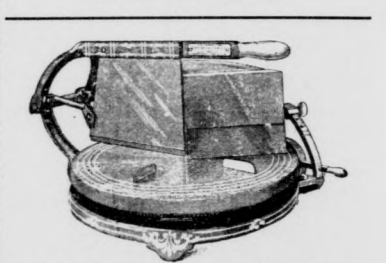
## Mica Axle Grease

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

## Hand Separator Oil

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

## Standard Oil Co.



## 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.

## Leading the World, as Usual

# LIPTON'S CEYLON TEAS.

## St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.  
Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands.

Chicago Office, 49 Wabash Ave.  
1 lb., 1/2 lb., 1/4 lb. air-tight cans.

## Why Not Put In a Middleby Oven

and do your own baking?  
It will be an investment that will pay and one you will not regret.



Costs the least to operate. Gives the best results. A brick oven that can be moved. Send for catalogue and full particulars.

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

# BUSINESS-WANTS DEPARTMENT

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

**BUSINESS CHANCES.**

For Sale—Half or entire interest in new furniture store, oil and gas in abundance and town booming. Bright prospects for future. Population 2,000. Price \$3,000. Sickness cause for selling. John Nutt, Pawhuska, Okla. 734

Wanted—Location for clothing store in good town of 12,000 to 25,000 inhabitants. Box 36, Shepardsville, Mich. 732

For Exchange—Well-improved farm, for stock of hardware and furniture. Give full particulars in first letter. Address owner, J. E. Peterson, Donnelly, Minn. 730

For Sale at a bargain, small stock of clean general merchandise and store with adjoining dwelling. Wish to go out of business before September 1. Address Bargain, care Tradesman. 721

Store Fixtures For Sale—One office railing, one Cary safe, one Buffalo scale, capacity 250 pounds, one tea scale, one umbrella rack, five thread cabinets, four 8-ft. show cases, one refrigerator, three barrel swings, one coffee mill, four paper holders and one cheese safe. Harding & Co., Morley, Mich. 722

For Sale—In live Eastern Indiana, oil town of 2,700 population, two-story brick house with twelve large rooms, closets, etc., two-thirds acre in lot, has drilled well. Cistern, also city water, plenty of shade and fruit trees. A fine residence property, could be used for hotel or boarding house. Only half block from depot. For further information, address No. 723, care Michigan Tradesman. 723

For Sale or Trade—A new modern, up-to-date 100-barrel flouring mill, located at Hornick, Ia. Address L. F. Searle, 737 N. St., Lincoln, Neb. 724

For Sale—Wholesale and retail bakery, confectionery and ice cream plant in the heart of the largest coal field in Colorado. Also in the oil belt. Invoice \$2,500. Will sell for \$1,400 if taken at once. Box 403, Florence, Colo. 726

Shoe Stock for sale in town of 5,000 population. One of the best towns in Southern Michigan. Will invoice about \$2,500 and a bargain offer if taken at once. Address Shoe Stock, care Michigan Tradesman. 727

For Sale—Clean, staple stock of general merchandise, store, house and barn in village in best farming community in Michigan. No competition; best reasons for selling. Cash or part time. Lock Box 113, Pontiac, Mich. 728

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

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 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

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—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—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—A large second-hand safe, fire and burglar-proof. Write or come and see it. H. S. Rogers Co., Copemish, Mich. 713

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. Wills, 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 Rent or Sale—My meat market. Good location for any business. Address 630 5th St., Traverse City, Mich. 706

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

**HELP WANTED.**

Wanted—An experienced man for clothing and furnishings. Good permanent position for a good man. Address "Clothing," care Michigan Tradesman. 729

Wanted—Cigar makers. Good job for good men. C. J. Kern & Co., 462 S. Division St., Grand Rapids Mich. 731

Wanted—Salesmen to carry double tipped silk gloves to the retail trade as a side line. Address Manufacturer, 51 E. Fulton St., Gloversville, N. Y. 725

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.

**WE ARE EXPERT AUCTIONEERS**



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.

**MAKE US PROVE IT**



I. S. TAYLOR



F. M. SMITH

MERCHANTS, "HOW IS TRADE?" Do you want to close out or reduce your stock by closing out any odds and ends on hand? We positively guarantee you a profit on all reduction sales over all expenses. Our plan of advertising is surely a winner; our long experience enables us to produce results that will please you. We can furnish you best of bank references, also many Chicago jobbing houses; write us for terms, dates and full particulars.

Taylor & Smith, 53 River St., Chicago

**YOU'LL BE SURPRISED**



at the results obtained from

**Expert Auctioneering**

That's our business We promise little We do much We please We satisfy We get results Our best references are our present sales Write today

A. W. Thomas Auction Co. 477 Wabash Ave., Chicago 324

**H. C. WALKER**

Dealer in

**Groceries, Boots, Shoes, Gents' Furnishings and Clothing**

Shoe and Clothing Dept.

Byron, Mich., June 20, 1905

Michigan Tradesman Grand Rapids, Mich.

Dear Sirs:--I have sold the Lighting Plant which I advertised for sale in the Michigan Tradesman. I tried two other papers before I tried yours, without result. When I have anything to offer for sale I know which paper to advertise in.

Yours truly, H. C. WALKER

**P. L. FEYREISEN & CO.**

CASH BUYERS

GENERAL STOCKS OF MERCHANDISE

CASH BUYERS

12 AND 14 STATE STREET

Chicago, June 30, '05

Michigan Tradesman Grand Rapids, Mich.

Gentlemen:--It gives one pleasure to pay for ads. in your paper because as soon as they appear the results begin to show. I have had inquiries before your Tradesman reached me.

Respectfully, P. L. FEYREISEN

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

Stores Bought and Sold—I sell stores and real estate for cash. I exchange stores for land. If you want to buy, sell or exchange, it will pay you to write me. Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 511

Wanted—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

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—Grocery stock in live college town; write for particulars. Address C. E. Likens, University Place, Neb. 685

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

### Dissatisfaction Created by Disobliging Clerk.

Written for the Tradesman.

I am a stenographer in a downtown establishment, and my employer takes the Tradesman, so I hold weekly converse with Dorothy Dix—if that can be called converse which is all talk on one side and listen on the other. To put it mildly, I enjoy her exceedingly. I also like to read what Bertha Forbes has to say about window trimming in the East, and I peruse with interest the regular articles on the same subject as applied to local matters. Then there are some who touch up store happenings in a readable manner, and I run over those, too.

In common with many women of leisure, and with many working girls like myself, I have a grievance. 'Tisn't such a mountainous one, but still 'tis big enough to make me hate the particular store and almost vow never to cross its threshold more.

'Tis only about a couple of boxes of strawberries, plus another parcel, but many a smaller object than those made when done up together has been the means before now of severing pleasant commercial relations between store and patron.

My mother, in the morning, had told me to bring home two boxes of strawberries at night, as that was the last week we might have them.

I am a poor girl and, to save expense, I carry my luncheon with me every day. I live too far from my work to walk the distance often, so I have to save on car-fare in all possible ways. And, too, I can bring a better luncheon from home than I would be able to go out and buy. This necessity for economy entails the lugging of some dishes back and forth, which, of course, is disagreeable, but it has to be done, so there is small use in grumbling and feeling bad about it. Sometimes I wait until I have enough accumulated to make a large parcel (I do up each one neatly in paper and put it in a box in a closet down at the office), and sometimes I bring home each evening what I have taken down in the morning.

At night, when I went for the strawberries for our dinner, I had intended to walk home, it being nice weather and I was not quite so tired as usual. I had a tumbler I was taking home, and when the clerk was doing up the berries I asked him politely if "he couldn't do that small parcel up with the berries."

He looked at my tumbler grudgingly as if he didn't wish to be bothered with it, and partly undid, at the ends, the paper around the two boxes. Then he picked up the tumbler—you know what an awkward parcel it is when you try to put it with a larger one—and attempted to make a sort of annex to the already bulky package of berries.

I suggested that he put another paper around the whole thing, but, instead of acting on my recommendation, he went on tying up the parcel of berries, with the tumbler sticking across one end—for all the world

looking like a barrel strapped on the rear of a wagon!

As if that wasn't enough, he had the string only once lengthwise of the package, plus the "annex," and only frail white cotton stuff at that! If it had been stout cord it would have eased the embarrassing situation a little bit.

And there I would have to carry that carelessly tied bundle two miles!

I had already explained that I had to walk a long way, and when I foresaw the possible mishap before me e'er I should reach my home, I made bold to repeat to the man that I couldn't carry the package in that shape and I said in a wheedling tone of voice that I "guessed I'd have to have him put a paper around the whole parcel—wouldn't he?"

Even after all that suggestion and coaxing that clerk merely tied a trifle more string around my package and pushed it toward me!

I was so mad inside that I was afraid to trust myself to say another word.

The proprietor stood within speaking distance and it was in me to march straightway over to him and, stating the case, ask him to command that man to accede to my repeated requests to do up my parcel securely, and with my tumbler inside, where it wouldn't show bulgingly.

The head of the firm is a jolly, generous-hearted German, and, had I obeyed my impulse and appealed to him, it would be characteristic of his Teutonic disposition to have taken my bundle right out of my hands, have gone straight to the counter with it and have done it up neatly in a big sheet of good tough wrapping paper himself, when he would have handed it back to me with a big bow and a big smile out of his merry blue eyes, and I should have gone out of the store feeling at peace with all the world—except that measly little stingy clerk—and especially at peace with this proprietor who himself ever goes far out of his way to be accommodating to his customers and is always so pleasant and polite it is a real joy just to hear his hearty "Gut morning!" or "Gut evening!"

But in this case, as in several other stores, I disliked to be a tattletale, as do most people, and so, rather than "peach" on a clerk, I endured my ugly little "annex" and carried my hateful parcel the whole two miles, feeling painfully conscious, all the distance, of my disreputable-looking burden and trying every way to hide the knobby protrusion.

I suppose a man who might read this would exclaim, "Well, that's a small thing to get angry over and withdraw one's custom from a store for!"

Perhaps it is; and it may be womanish into the bargain. But it is the small details of salesmanship that go to make first-class store service, and when a working girl has to walk four miles a day to save car fare, and is obliged to carry a luncheon and dishes back and forth to cut

down expenses on her meals, and besides this often has other parcels, an umbrella and to keep her skirts free from the dirt of the streets, it doesn't seem to me unreasonable that she should object to being imposed on with a big bungling parcel with not enough string to carry it by or prevent a dish from clattering out on the pavement and smashing into a thousand bits, to say nothing of the damage to her sensitiveness on being made the center of curious eyes and the focus for covert sneering remarks! And, as for the average man, he most strenuously rebels against the burden of anything more onerous than a trig little umbrella, on his trips to and from his occupation. If necessity compelled his carrying home any stuff he would simply order the clerk to do it up properly, and, if he didn't do his bidding, there'd simply be a stern command and he would walk out of the door master of the situation.

It would be unjust to that store to say that I would never trade there another penny's worth; but that is exactly how I felt as I deposited my berries and their addition on the kitchen table. I suppose I sha'n't be quite so mean as the carrying out of my inward threat would come to, but at any rate I shall avoid that clerk on all possible occasions, and if he should ever start in business for himself he will never count among the names of his patrons that of

Janey Wardell.

### Missing Link Found in the Sea.

A remarkable little denizen of the deep which belongs to the interesting borderland lying between vertebrates and invertebrates, is the lancelet. Long considered a fish, it is now regarded as more nearly related to the sea squirts. Among its many peculiarities is the absence of any distinct head; the position of the mouth on the under surface of the anterior end of the body, and the ring of tentacles with which the opening of the mouth is surrounded. Many kinds of lancelets are now known, all save one of which conform more or less closely to the general type. The exception is a species long represented by a single specimen taken during the scientific cruise of H. M. S. Challenger in the open sea. But recently a number of others have been found, serving to show that it is a distinct type. Its mouth is on one side of the body, there is no ring of tentacles fringing the mouth opening, and there are several other oddities in its make-up.

The Prince of Monaco, a devotee of deep sea curiosities, has found luminous shrimps living at great depth where all is dark. When put in an aquarium they lose their light giving properties. It is said that probably most, if not all, deep sea creatures are luminiferous or phosphorescent, some of them diffusing light from the general surface of the body and others from special organs.

The wise woman writes love letters and mails them in the kitchen range.

It's the devil's business to get the church quarreling over the paint while it steals the people.

Where there is no faith in the possibilities of men faith in the power of God does little good.

## Business Wants

### BUSINESS CHANCES.

For Sale—Modern 50-bbl. flour mill. send for full description and price. Carsonville Milling Co., Carsonville, Mich. 735

For Sale—For a bargain in the harness business, communicate with B. M. Lingle & Sons, Paoli, Ind. Town of 1,200. Only one shop. Good reasons for selling. 737

For Sale—Flour mill. Indian Territory; a good, compact little 50-barrel flour mill; good as new; location excellent; always a money-maker; must be sold for reasons personal; terms to right party. Address quick, Lehigh National Bank, Lehigh, Indian Territory. 736

For Sale—New stock of goods, consisting of men's, boys' and ladies' clothing and shoes, invoicing about \$6,900. Will sell fixtures. Good business, large profits. Will sell cheap if sold within thirty days. Reason for selling, other interests occupy all my time. Write F. E. Starker, Battle Creek, Mich. 739

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

Wanted—Established mercantile or manufacturing business. Will pay cash. Give full particulars and lowest price. Address No. 652, care Michian Tradesman. 652

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

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

Cash for your stock. Our business is closing out stocks of goods or making sales for merchants at your own place of business, private or auction. We clean out all old dead stickers and make you a profit. Write for information. Chas. L. Yost & Co., Detroit, Mich. 250

For Sale—480 acres of cut-over hardwood land, three miles north of Thompsonville. House and barn on premises. Pere Marquette Railroad runs across one corner of land. Very desirable for stock raising or potato growing. Will exchange for stock of merchandise. C. C. Tuxbury, 28 Morris Ave., South, Grand Rapids, Mich. 835

For Sale—\$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

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

### HELP WANTED.

Salesman—Side line for those calling on hardware, implement, dry goods and general store trade. Address Washburn & Wheeler Mfg. Co., Decatur, Ill. 738

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