

THE ENGINE THAT WAS RESTING



You may claim that rest is better than the work that you might do;
You may pass your days in loafing and may quite enjoy it, too;
You may lightly skip the duties that are on your every hand,
And may nightly follow pleasure with the gay vermilion band;
You may look with scorn on workers and may urge that they are daft,
Claiming that your idling's better than gray Labor's pointed shaft,
But I'd call your fixed attention to a fact you cannot doubt:
The engine that was resting was the one that rusted out.



Rates Moderate. Write us.

Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Poultry at Buffalo

And have it where you can distribute to all markets when you wish to sell.

Reasonable advances at 6 per cent. interest.

Don't Stand in Your Own Light

In other words, **don't imagine** it is economy to do without our telephone in your residence or place of business.

No Matter

where your interests are centered, you need our

Service. Why?

Because we can place you in quick and direct communication with more cities, more towns and

More People

than you could possibly be by any other means.

Try It.

Michigan State Telephone Company
C. E. WILDE, District Manager, Grand Rapids, Mich.



Hart Canned Goods

These are really something very fine in way of Canned Goods. Not the kind usually sold in groceries but something just as nice as you can put up yourself. Every can full—not of water but solid and delicious food. Every can guaranteed.

JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
Not Artificially Colored

Guaranteed to meet the requirements of the food laws
of Michigan, Indiana, Ohio and other States

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

Makes Clothes Whiter—Work Easier—Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, APRIL 25, 1906

Number 1179

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections

OFFICES

Widdicombe Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

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

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

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

O. E. McORONE, Manager.

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY

BANKERS

Union Trust Building, Detroit, Mich.

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 3 Million Dollars

ORGANIZED EFFORT.

How It Can Be Exerted Most Profitably.*

Lives of great men all remind us
We can make our lives sublime,
And departing leave behind us
Footprints on the sands of time.

Although individually and as an association we do not hope to depart in the coming year, yet we hope and trust that some footprints will be left on the sands of time.

In the past as an association we have left footprints that are lasting not only, but can bear the inspection of the most critical. Some of these are abiding, others not; but whether our efforts have been abiding or otherwise, whether they have been short-sighted or not, whether they have been good or bad, they were efforts nevertheless, and as long as there is effort there is hope—hope for the individual or association. But these efforts must be put forth wisely and directed intelligently.

Alone I walked the ocean strand,
A pearly shell was in my hand,
I stooped and wrote upon the sand
My name, the year, the day.
As onward from the spot I passed
One lingering look behind I cast.
A wave came rolling high and fast
And washed my lines away.

That effort was useless, accomplishing no good; not an intelligent effort. It may have diverted the mind of the writer for a few moments, yet such efforts do not leave permanent footprints.

What the future of this Association may bring forth we do not know, but this we do know, that principles never change. Although appearing under different aspects, yet they are always the same unfailing, never-changing principles. The laws of harmony change not, to whomsoever applied, or whatever varied instruments used.

But it is not the sand on the seashore upon which we operate, but on human beings, with minds, with intellects, with souls. While one or two or more impressions may not bring the desired result, we are nevertheless so constituted that by constant presentation certain truths can be brought home to us and enter our minds and make lasting impressions.

Throughout our Association a strong undercurrent of good-fellowship is beginning to flow. The true principle of live and let live is being learned not only in theory but in practice as well. The fewness of our meetings in any given year perhaps retards the quicker accomplishment of this object. To my mind the principle of live and let live should be the aim of every hardware merchant in the city and State.

Although I have no complaint to

make as regards my fellow strivers for a comfortable existence, yet looking over the period in which I have been connected with this Association, I can see a marked change for the better, not on account of my efforts, but because of the contact of man with man which we have from time to time. For myself much benefit has come to me by means of it. Its influence has broadened my range of vision, has taught me to have more respect for my fellow man, and also to sympathize more fully with human weaknesses and follies. By means of this Association I have learned to read my own mistakes, my own follies, and have profited thereby. My fellow men, no man can measure the benefits one receives by coming in contact with his fellow men in a social and business way. Let me repeat, no man can measure the benefit he receives in meeting his fellow men on equal footing. After all, it is not the amount of business a man does, or the money he accumulates, but it is the trained mind that makes the man; trained not necessarily in the realm of books, but in the school of life. This last makes for success.

It is true at times we are cuffed and kicked beyond recognition, but what of that? The dough is never good for much until kneaded. Much self-imposed righteousness may have to be lopped off, but what of that? There is enough true righteousness left to fill our hungry souls. Many preconceived opinions may be upset, but what of that? The Scribes and Pharisees of olden times had to give place to wiser and broader principles. Let them criticize, let them rail at this fault or that fault in us; but let us never forget "There are tides in the affairs of men which, taken at their ebb, lead on to fortune." We know we are not perfect and make no such claim, but this we do know, that the hardware merchants of this city are not duds or dandies or silk stocking gentlemen, but strong, rugged, plain, common, everyday citizens, striving for their own and the city's good; men who need not be ashamed of our calling, who aim as high and accomplish as much as any other set of business men. Only one thing hampers us as yet: We, as an Association, are but infants. These seven years have been spent mostly in getting acquainted. The future lies before us, with the outlook very bright.

With our price sheets on good solid ground, governed by sound business principles, with a sane respect for the rights of our fellow men, with our credit system still in swaddling clothes, but with a good healthy start, showing every prospect of reaching a strong, vigorous man-

hood, which may prove a source of much benefit if wisely used, with even now some of the disagreeable features of the hardware business eliminated, what may we not expect in the future?

If I stop to consider the power of twenty or thirty earnest, intelligent men in a city like ours, I feel the throb of life pulsating through my veins. With the great possibilities that lie before this Association, working hand in hand, and shoulder to shoulder, who shall measure our capacity, who shall say us nay, where will our influence stop?

My fellow hardware men, shall we not endeavor to make this Association a common sense, conservative, progressive institution, working for the welfare of the hardware trade of this city, this State, this Nation? We have the quantity and, you will agree with me, also the quality to make this a model institution, with the advantage of being located in the center of the Lower Peninsula. We can use our influence not only among ourselves but in a wise way to reach our fellow hardware men in the neighboring villages and cities and learn from them and they from us.

As far as new lines of activity are concerned, I refrain from suggesting any now, but shall from time to time consider them as we advance into the year's work.

We shall be glad to hear any suggestions given here to-night, or at any time, from any member or guest, and such suggestions, let me assure you, will receive our earnest consideration.

With the prospect of trade better than ever before, let us make this a banner year, and I trust that to-night may prove an epoch in our Association, working for the common good, cementing our hearts together as men who endeavor to attain the highest efficiency possible. Taken in its strictest sense there is no limit to human attainments.

Let us, then, be up and doing
With a heart for any fate;
Still achieving, still pursuing,
Learn to labor and to wait.

W. E. Taylor has sold his stock of groceries at 704 Wealthy avenue to G. E. Wilson and Frank Barton, of Portland, who will continue the business under the style of Wilson & Barton. Mr. Barton has been engaged for several years as clerk for Gibbs & Richards, of Portland.

John H. Goss has taken the management of the grocery department of the Morse Dry Goods Co. He is an experienced groceryman and will, undoubtedly, increase the volume of business as well as the attractiveness of the establishment.

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
SINGLY OR IN QUANTITY
TRADESMAN CO. GRAND RAPIDS, MICH.

ROCKEFELLER'S POWER.

How It Was Foretold Many Years Ago.

"I told you seventeen years ago that when the people found out the range and the reach of John D. Rockefeller's power Mr. Rockefeller's fame would eclipse that of the then big men in the world of industry and finance," said an old friend of mine the other day.

It was the simple truth he spoke in this reminder, and there was no need for the reminder itself, because I never forgot the remarkable predictions of this man who for the last twenty years has had small dealings with the mighty owner of Standard Oil and other monopolies.

Seventeen years ago Jay Gould was the big man in New York and Rockefeller was a vague name—except to those oil men whom he was then in process of "snuffing out." At that time my friend had said to me, with a smile of scorn: "These people talk about Jay Gould as if he were a king. Compared with Rockefeller he is a puny midget. I know that Mr. Rockefeller has smiled again and again when listening to this shallow talk about Gould. He said one day to a man whom I know well: 'I could crush Gould with one finger. And so he could.'"

"I feel a sort of proprietary interest in John D.," continued my friend, after having recalled his prediction. "Not that I own any Standard Oil, but because I know the extent of his power and many of his dreams and plans at a time when the general public had not even heard of his name. Many of the plans which are even to-day being carried out as concrete facts were made and matured in the brain of Rockefeller more than twenty years ago. There is more than one corporation lawyer in New York who can verify the statement. My information as to these plans came to me, of course, at second hand, but the sources of my authority were the best, and I never doubted their truth even when, as the years rolled by, they remained unfulfilled.

"I know for example, that in 1889 the same lawyers who drafted the original Standard trust drafted a scheme for the consolidation of practically all the important railroads in the country. That scheme was conceived by John D. Rockefeller. It did not carry at that time. I know, too, that at the same time, or near the same time, Mr. Rockefeller had a notion of consolidating all the street car systems of all the important cities. That scheme also miscarried.

"In those days Mr. Rockefeller had tremendous ambitions of founding a vast industrial empire in the United States, of which he would be the directing head, even as he was then the ruling spirit of the Standard. He had a dream of 'Standardizing' industry, if I might use such a term.

"He was always fond of drawing beautiful figures of speech and of speaking in commercial parables. Years ago, when he had the Standard running with the smoothness of a machine, he said to a gentleman who afterwards repeated the parable

to me: 'The Standard is like a great system of spider webs. There are numerous small webs with small spiders in the middle of them. These small webs are arranged concentrically, touching each other on the edges, and there is a great web in the center. In that central web is the master spider and I am that spider.'

"I know what is going on in all the other webs. At the end of every day I know precisely how much profit the Standard has made. Each web knows its work of each day and each day I am advised by telegraph just the state of affairs in all of them."

"When he compared himself with a spider," continued my friend, "Mr. Rockefeller had no sinister meaning at all. He thought only of the beauty of the simile. He has had, all these years, his own ideals of business methods and system, and he has not deemed himself guilty of the wrong doing with which people nowadays charge him.

"If Rockefeller believed himself the frightful bogey man and man eater he is generally portrayed, he could not have endured living all these years. I do not know whether he now feels any 'conviction of sin,' as the revivalists call it, but I do know that if he does it must be a new sensation for him.

"In the very beginning of his career he made it a rule of his life not to speculate. He enforced this rule on all his associates in oil. 'Don't speculate in oil' was an irrefragable rule, the breaking of which brought terrible punishment on the men who had interests in the Standard.

"There is one man whose ruin is generally charged up to Rockefeller, and I have read considerable mushy sentiment expressed for him by writers who did not know what they were talking about. This man had been taken in by Rockefeller and was made a millionaire. He was a lightweight and John D. often suspected that he was speculating in oil.

"Now Mr. Rockefeller never punished a man on mere suspicion or hearsay. He always had proofs in his hands before acting. I can't mention the name of this particular speculator for obvious reasons, but you'll know who he is, or was, rather, when you hear the story. Rockefeller one day sent for him and told him kindly that he must sell his interest in the Standard.

"Why?" asked the man, who felt as if he had been struck by lightning. "You've been speculating in oil," replied John D.

"I? Why, I never dreamed of such a thing!" protested the man.

"Listen," replied the master spider. He told the names of the brokers, the quantity of stocks dealt in, the dates, and the amounts of the clearings. The guilty one collapsed and begged for mercy. Rockefeller was obdurate. He forced the offender to part with his stock. Some days afterwards Mr. Rockefeller, speaking of the matter, said:

"Blank is a good man, but foolish. He knew that he would be caught if he speculated, but you see

he is weak and yielded. He might have been a rich man if he had had strength to resist temptation, but now he has been shut out with only \$11,000,000. We gave him \$11,000,000, and a good man could build up a fortune with that much for a start, but I doubt if Blank will do it. He is more like to lose it."

"Blank went out into the world with his little \$11,000,000, and he began on the first day to fulfill Rockefeller's prophecy. He began to fight the Standard in the transportation business, and in a short time he was wiped off the earth.

"Mr. Rockefeller has by no means realized his ambitions. He has not been able to consolidate all the vast industries in the United States, but he has made a pretty good start. People say all kinds of things about him. One preacher, unusually bold, has 'branded' him 'the greatest criminal of the age.'

"That kind of talk is pure tommyrot, and I fancy that it doesn't hurt John D. much. The advantage John D. has is this, that he knows the facts in the case better than any of his critics. When people talk about the Standard Oil being 'blood money' they talk through their hats. These shallow pated people are the easiest fooled of all the gold brick buyers I know.

"Rockefeller has 'crushed' a lot of people who would have crushed him if they could. You never hear laboring men abusing Rockefeller. If he has crushed the workingman the workingman has never complained. When rich people begin crying 'Stop thief!' I am always convinced that the poor man doesn't figure in it.

"People say that Andy Carnegie's money is clean. But labor leaders have told me that hundreds of men, women, and children have died of starvation and of disease brought on by starvation in the strikes at Homestead. If Carnegie's money has no blood on it, why, then, Rockefeller's is as clean as if it came from the mint of heaven.

"I think poor old Mr. Rockefeller cooked his goose when he founded the University of Chicago. If he hadn't done that he never would have attracted to himself the attention which he was so successful for so many years in fighting off. He didn't intend to do it; that's quite true. I'm told that he was persuaded into it by the late Dr. Harper. Mr. Rockefeller only wanted to start up a quiet little divinity school.

"And I hold that the man who could be persuaded into founding an institution like the University of Chicago can not be wholly the monster that Rockefeller is painted. Your Goulds don't found universities. They leave their money in trust."

George F. Tyrone.

He Knew Her.

Hostess—Won't you get your wife to sing for us, Mr. Kraft?

Mr. Kraft—I'll try to. I think she will do it.

Hostess—Ah! you'll ask her to, then?

Mr. Kraft—No; I'll ask her not to.

Gillett's
D. S. Extracts

Conform to the most stringent Pure Food Laws and are guaranteed in every respect.

If you do not handle them write for our special introductory proposition.

Sherer-Gillett Co.
Chicago

Seed
Oats

We can ship immediately in any quantity Choice Recleaned Michigan White Oats.

Feed
Flour

Send us your orders for Feed, Cracked Corn, Meal and Grain. We are particular about quality. Buy from us and you get the best. Include with your order an assortment for a few barrels of Wizard, "The flour of flavor."

Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mgr.
Grand Rapids, Michigan

COUPON BOOKS

SUPERCEDE
BOOK-KEEPING
DISCOUNTS
BAD DEBTS

ACCURACY
PROFIT
CONTENTMENT

We make four grades of book in the different denominations.

CIRCULARS
SAMPLES
ON INQUIRY

TRADESMAN COMPANY,
GRAND RAPIDS, MICH

VITAL FACTORS.

Injuries Affect a Mechanic's Chances To Rise.

"Oh, he's a bright young fellow, knows the business thoroughly and all that, but it's too much to say that he'll be foreman of the shop in four more years. A lot of things happen in four years. You never saw a foreman who was crippled up bad, did you? No. And in this business, or any other where a man has to work around machines all the time, you can't tell what four years may do to him."

"But you don't mean to say that the percentage of accidents in the mechanical trades is large enough to make them a factor which the young man must consider when reckoning up the advantages and disadvantages of his trade?"

"I mean to say just that, and nothing else. A young machinist, be he a lathe hand, a toolmaker, or an all around man, must figure on the chance of getting hurt, just as much as he figures on the chance of getting a raise. It's all in the game. Come through the shop and I'll point out a few of the men who've been up against it in accidents."

"See the fellow over there with the stooped back and gray hairs? Looks like an old man, doesn't he? Well, that fellow's just 32. Was learning his trade in a big shop and they sent him up to oil a piece of three-inch shafting. His jumper happened to be unbuttoned—seems that no number of nasty accidents will teach men to be careful—and the ends were flying loose around him. He leaned over the shaft to shoot the oil into the cup and, naturally, his jumper caught on the shafting. And the power was running two hundred revolutions to the minute."

"He would have been twisted right around the hanger if the shaft hadn't been hung near the roof. As it was, he struck the roof on the first revolution, his jumper tore, and he came down to the floor. It didn't kill him, but look at him and figure what chance he has in competition with hundreds of strong, able bodied young fellows in a trade where a strong body is an absolute necessity."

"Sometimes the shafting is hung further away from the ceiling. Sometimes, if a man has a new jumper, the cloth does not tear. In such cases the man usually dies in a hurry."

"Here, now, is a younger fellow, a mere lad, you might say about 23, I think. Come over here where you can see his hands without letting him notice that you are watching him. A thumb and a small finger and half a palm is all that he's got to show for what was once his left hand. He was running the tin plate shears in this shop two years ago. He was a good boy, steady and sober and reliable. I never could see just how this accident happened to him, although, upon my word, accidents will happen to anybody, no matter how careful and methodical he may be."

"Tin plate shears are a lot like common paper cutters. There is a flat bed, over which is hung a knife, only it isn't a knife in the accepted sense of the word. The knives in

this cutter are in the bed, beneath. The top affair is a flat steel bar which presses the tin on the bed down against the knives, and so shears off a strip, which falls into a box on the floor. The machine is run by power. The operator stands before it, like a press feeder before a small printing press, and feeds in the tin plate, pulling the power controller when he wants the knife to drop. The whole thing is under the control of his right hand. There is no chance for the knife to drop until he pulls the controller."

"Well, this young fellow had been running the machine for two years without a hitch, and then one day we heard him yell, and went over and found him with half of his left hand lying in the box among the tin. He had been arranging the stuff that he was feeding with his left hand, had pulled the controller with his right, and had neglected to remove his left before the knife fell. How he ever did it is a mystery, but you see the result."

"This trade, the ordinary machinist's trade, isn't bad, compared to some others. Go out to the rubber works, or the wool carders', or the big iron works if you want to see where men get hurt."

But there were other cases of accident even in this one shop. One man had a bad foot and ankle, caused by having a heavy piece of steel drop from a lathe upon it. Others had lost fingers in their work. Any of the accidents detracted from the victim's efficiency as a workman. It was easy to see why some of the men present had not succeeded brilliantly as machinists."

It is not only the accidents that work against the man in the mechanical trade, rendering him incapable of maintaining a place in the grueling struggle for position. The minute particles of steel—"metal dust"—that often fill the air which the machinist must breathe get into his lungs and he is in the path that leads to the first stages of tuberculosis."

At a big rubber factory, or, rather, a factory where they turn out goods labeled rubber—which is a distinction with a difference—there was a man who wore an iron hook where his right hand should be, and drew \$12 a week for doing \$6 worth of work on the shipping platform. Two years before he had been an operator of a mixing machine. He was drawing \$12 a week. All he had to do was to see that the machine ran all right, that the composition fed into its capacious maw ran evenly and smoothly through the gigantic teeth that tore and mixed it, and that in the end the composition came out a sticky, smooth, mucilaginous mass."

When things did not run smoothly he would shut off the power and poke around in his nasty mess until he found the lump of something or other that was making the trouble. Once found, he would remove the offending article, start his power again, and the machines would once more purr and tear and masticate, while he watched them sleepily."

Familiarity breeds contempt—in the

inexperienced. After he had been running the machine for a year and a half he grew expert. He began to pick out lumps and bumps without troubling to stop the machinery. One day he thought he could do it as usual and was mistaken. The machinery closed its jaws before the man removed his hand."

"But that was my own carelessness," is the way he explained it. "The orders were never to touch the composition without first shutting off the power. Still, lots of men get hurt when it isn't any fault of their own."

"What are you going to do now?" "They gave me a life job here at \$12 a week, just what I was getting running the mixer. They didn't want any suit. I'll probably stick here."

As the careless one said, "lots of men get hurt when it isn't any fault of their own." It may be that a piece of machinery is faulty, a flaw in a casting which is constantly under a terrible strain. Some day the casting breaks, the pieces fly in every direction with the speed of a bullet, and the result often is workmen broken and maimed for the rest of their lives."

The shafting in a machine shop or factory of any kind is always a menace to the worker, who must needs come in close contact with it. With the shaft revolving at a speed that makes one dizzy to watch it and ready to take hold of any piece of cloth or button that comes within its reach, the men who work around them must keep their eyes open lest they learn what it is to be whirled around a piece of shafting. In the main, such accidents happen to oilers. No matter how careful a man may be, no matter how certain he may be that there are no loose odds and ends in his clothing, there apparently always is the possibility of being killed or severely injured."

The big iron and steel works are more prolific in serious accidents than other or smaller industries. That there is an appalling list of injured on the pay roll of these places is a fact of common knowledge. Each of these accidents may represent a blighted career."

The Powers That Be say that a certain percentage of accidents are inevitable. Whatever else they may be, they certainly are stumbling blocks in the path of the young man who hopes to win his way through the pursuit of some mechanical trade."

William J. Lutts.

Include in your stock-taking a careful estimate of your business capabilities. Maybe you're insolvent in that direction."

New Cheese

"Warner's Cheese"

BEST BY TEST

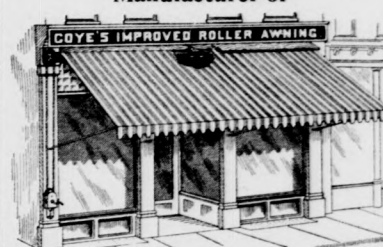
Manufactured and sold by

FRED M. WARNER

Farmington, Mich.

Chas A. Coye

Manufacturer of



Awnings, Tents, Flags and Covers

Send for samples and prices

11 and 9 Pearl St.

Grand Rapids, Michigan

TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how. **BARLOW BROS.,** Grand Rapids, Mich

FISHING TACKLE

We are in position to execute your orders promptly for Fishing Tackle. A trial order will prove it. Send it in today.

MILES HARDWARE CO., Grand Rapids Mich.

Send for Catalogue

We want competent Apple and Potato Buyers to correspond with us.

H. ELMER MOSELEY & CO.

504, 506, 508 Wm. Alden Smith Bldg.

GRANDRAPIDS, 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.

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

W. J. VOLK J. P. SOLOMAN
62-64-66 GRISWOLD ST., DETROIT, MICH.

A trial order for anything in our line will convince you.

Use Tradesman Coupons



Movements of Merchants.

Alma—E. E. Ewing has succeeded E. P. Caldwell in the blacksmith business.

Remus—A. Flowers has succeeded N. Gustaveson in the blacksmith business.

Cadillac—The Cadillac State Bank has reached and passed the million mark.

Battle Creek—A new implement store will soon be opened here by W. J. Wait.

Overisel—John Teusink has succeeded C. J. Teusink in the blacksmith business.

Melvin—A new bazar store will be opened here about May 1 by John Stanley, of Yale.

Ann Arbor—Chilson & Hardenburg succeed Ernest A. Dieterle in the hardware business.

Plainwell—R. Beadle, of Detroit, will succeed O. M. Bradley in the hardware business here.

Traverse City—Joseph Perron is succeeded by Ed Newton, formerly with the Michigan Starch Co.

Pontiac—W. L. Newton and Earl Macey, formerly with E. D. Benjamin, will soon open a new drug store.

Marshall—G. W. Robinson has purchased the grocery stock of S. C. Brooks and taken possession of the same.

Saginaw—A petition in bankruptcy has been filed by M. M. Stanton & Co., of Detroit, and other creditors against Daniel B. Pelton, clothier.

Kalamazoo—M. E. Luther, formerly identified with the Colman Drug Co., will soon embark in the drug business here on his own account.

Sandusky—Both elevators at this place have been purchased by the Wallace & Orr Co., of Bay Port, the new owners to take possession in July.

Bronson—D. D. Alton, formerly engaged in the drug business at Fremont, has purchased the Clinton Joseph drug stock and will continue the business.

Port Huron—Fred McCormick, for several years identified with the O. K. Steam Laundry Co., and S. Koob, formerly with Gaines & Co., will open a meat market here soon.

Charlotte—Geo. and Will Markham have purchased the news, cigar and confectionery stock of McCormick & Brooks and will continue the business under the management of Geo. Markham.

Port Huron—Leonard Miller, who has been in charge of the C. F. Taylor store for the past seven years, has resigned his position here and has become a member of the Howard Furniture Co.

Corunna—W. A. McMullen, Trustee, has sold the bankrupt grocery stock of G. H. Bilhimer & Co. to H. Gay, who will probably conduct a general store in connection with his coal mines north of this place.

Detroit—The Commonwealth Supply Co. has been incorporated and

will deal in household supplies. The new company has an authorized capital stock of \$5,000, all of which has been subscribed and \$2,500 paid in in cash.

Montrose—A corporation has been formed under the style of the Montrose Elevator Co. to deal in farm products, with an authorized capital stock of \$10,000, of which amount \$6,500 has been subscribed and paid in in cash.

Calumet—The application for the organization of the Calumet National Bank has been approved. The capital stock of the bank is \$100,000. The incorporators are Charles B. Mersereau, Benjamin Gero, J. H. Cole, A. S. Putnam and Paul Johnson.

Bay City—A copartnership association has been formed under the style of the Bromfield Corvin Ries Co., Ltd., to deal in garden seeds, with an authorized capital stock of \$6,000, all of which has been subscribed, \$1,650 being paid in in cash and \$1,350 in property.

Lowell—The hardware business formerly conducted by Scott & Winegar has been merged into a stock company under the style of the Scott Hardware Co. The corporation has an authorized capital stock of \$10,000, of which amount \$9,500 has been subscribed and paid in in cash.

Marquette—S. B. Crary, Second Assistant Cashier of the First National Bank, has accepted the position of Cashier of the Calumet Savings Bank, Copperdom's new financial institution. The organizers of the bank have turned to their first purpose again, and will organize as a national bank. Its capital will be \$50,000.

Manufacturing Matters.

Detroit—The Western Robe Co. has increased its capital stock from \$300,000 to \$400,000.

Stephenson—The Stephenson Land & Lumber Co. has been incorporated with a capital of \$50,000.

Cheboygan—The Embury-Martin Lumber Co. will cut 30,000,000 feet of lumber during the season.

Ann Arbor—The Ann Arbor Organ Co. is erecting an annex to its plant to be used for its piano factory.

Lake Odessa—Ann Arbor and Grand Ledge men have decided to establish a cutlery factory at this place.

Amble—The Amble Creamery Co. declared a dividend of .10 per cent. of its stock at its annual meeting held April 14.

Marquette—The South Arm Lumber Co. will not operate its Dead River plant this season. It is likely that the property will be leased.

Oxford—Fred Stevens and Homer Smith have offered to erect a fifty-barrel flour mill in this village, providing the town will give a bonus of \$1,500.

Vanderbilt—Youill Bros. will ship 5,000,000 feet of hardwood logs to Bay City for sawing and will cut 2,000,000 feet at their own mill at Logan.

Detroit—The Wolverine Chemical & Manufacturing Co. has been adjudicated a bankrupt and the case has been sent to Referee in Bankruptcy H. P. Davock.

Holland—The new factory building of the J. J. Kinsella Glass Co., which consists of one story and basement and is built of brick, will soon be ready for occupancy.

Middleville—The Warren Featherbone Co. has closed its branch factory at this place and will remove the machinery to Three Oaks, where its main plant is located.

Kalamazoo—A new company has been incorporated to manufacture pins with an authorized capital stock of \$15,000, of which amount \$7,720 has been subscribed, \$3,097.50 being paid in in cash and \$4,000 in property.

Millersburg—G. S. Pallister, of Detroit, has begun to erect a small sawmill for the Michigan Contract Co. six miles from this place. It will be connected with the main line of the Detroit & Mackinac by a spur track.

Bay City—The Laughray Concrete Brick Machine Co. has been incorporated for the purpose of manufacturing brick with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in property.

Detroit—The P. R. Manufacturing Co. has been incorporated to manufacture electrical hardware with an authorized capital stock of \$50,000, all of which has been subscribed, \$16,000 being paid in in cash and \$34,000 in property.

Sherman—The Sherman Creamery Co. has been incorporated to manufacture butter. The company has an authorized capital stock of \$5,000, of which \$3,600 has been subscribed, \$1,587 being paid in in cash and \$2,012 in property.

Carleton—Owing to the large increase of business at this place last season and the lack of capacity to handle the tomato crop, the Williams Bros. Co., of Detroit, has purchased more land and will erect a large addition to its present factory.

Detroit—A new corporation has been formed to manufacture steam motors under the style of the Eureka Steam Motor & Engine Co. The company has an authorized capital stock of \$250,000, all of which has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Coleman Auto Top Co. to manufacture carriage and automobile tops, with an authorized capital stock of \$5,000, all of which has been subscribed, \$1,500 being paid in in cash and \$1,500 in property.

Birch—The Northern Lumber Co. will put its lath and shingle mills in operation within a short time, the machinery for the lath mill being ready for installation. The company expects to use slabs exclusively in the manufacture of laths. The sawmill is in commission.

Saginaw—The Pomeroy Cracker Co., which conducts a manufacturing business, has merged same into a stock company under the same style with an authorized capital stock of \$45,000, of which amount \$25,260 has been subscribed, \$837.13 being paid in in cash and \$24,422.87 in property.

Grayling—The Kerry-Hanson Flooring Co., as well as the sawmill plant of Salling, Hanson & Co., had

a very large business last month. The flooring plant did the largest business since it was erected. The company reports business good in all lines and everything moving along nicely.

Lake Linden—Eddy & Belhumeur are making important improvements at their mill. Machinery for a lath and shingle mill has been ordered and will be installed as soon as possible. New tramways are being built and other work done. A large amount of logs has been secured for the season's cut.

Grand Marais—C. E. Stone, operating the East Bay sawmill at this place, has received a contract from J. H. Hunter to manufacture his entire winter's crop of cedar logs into ties and shingles. This, with Mr. Stone's logs, will make it necessary to operate the mill day and night. Many improvements are being made to the plant.

Sault Ste. Marie—Many improvements are being made at the saw mill of the Peninsula Bark & Lumber Co., and sawing will begin May 1, with a force of 100 men. The cut will be 15,000,000 feet, mostly hemlock, but pine and hardwoods also will be sawed. Some logs are secured from the Canadian side, but sufficient stumpage is on the American side to last ten to twenty years.

Bay City—The Ward-Hanson Veneer Works, the largest of the kind in the world, is to be made still greater, the erection of an addition of brick 112 feet long and 52 feet wide beginning yesterday. The capacity of the plant will be materially increased. The Quaker Shade Roller Co. is also building an extensive addition to its Bay City plant, the company being away behind in its orders.

Coopersville—The annual report of the Co-operative Creamery Co. shows that during the past year the company manufactured about 500,000 pounds of butter. The gross business amounted to \$112,763.86, \$100,895 being distributed to its patrons. During that time the company received 8,525,025 pounds of milk, the average test was 4.5 and the average price per pound for butter sold was 23 3/4 cents.

Middleville—The business men of this place have raised \$4,000 by voluntary contribution among themselves and purchased the Warren Featherbone Co. plant, including the water power and electric generator. The use of this plant will be given to any manufacturing institution which will locate at Middleville, providing a sufficient number of hands are employed to make the arrangement a desirable one.

Adrian—The Weiffenbach Manufacturing Co., of Chicago, has consolidated its razor manufacturing business with that of the Gibford Manufacturing Co. under the style of the Gibford-Weiffenbach Co., the new concern having an authorized capital stock of \$75,000. The officers of the company are as follows: President, Charles G. Hart; Vice-President, Geo. U. Weiffenbach; Secretary, Charles G. Wesley; Treasurer, Edward B. Gibford.



The Grocery Market.

Sugar—The market on raw sugars declined 1-16c and the refineries followed with a decline of 10 points. There is comparatively little of interest in the Eastern markets for raw sugar and sellers are convinced that the decline in refined has for one of its principal objects the depressing of the market for raw. Arrivals of raw sugar at the Atlantic ports were large during the week. The principal factors affecting the markets both in this country and elsewhere are the prospective outcome of the Cuban crop and the probable extent of the European beet sowings. With regard to the Cuban crop, the production during March was 36,500 tons in excess of the quantity made in the same month last year. This reduces the crop shortage, up to March 31, to 169,000 tons.

Coffee—The improvement in the statistical position of coffee has again failed to bring about any advance in price, being counteracted by the fear of most people that next season's crop "may" be a very large one. Europeans were carrying much larger stocks in their home ports during the big crop years than they are carrying now. They showed confidence in the article at a time when crops were larger than consumption, and display a lack of that confidence now that consumption has overtaken production to the extent of one million bags past last year and about two million bags this year. The United States, on the other hand, is carrying heavier stocks now than then, and is therefore better able to meet the demands of consumption than a few years ago. The enormous reduction of the supplies in consuming countries, especially in Europe, is sure to bring about a great demand for the new crop when it begins to move, and if the crop, as now seems probable, is a late one, then the demand will be much more pressing.

Tea—The market has been somewhat strengthened by the movement to replace the duty on tea, as well as to place a tax on coffee, and the demand is somewhat more active. Pingsueys are scarce and firm. Japans and certain grades of Formosas, on the contrary, are inclined to be easy. The present demand for tea is good.

Canned Goods—Standard 3-pound tomatoes have advanced 5@10c per dozen and the market is very firm. Whether the so-called Baltimore syndicate will succeed in getting its price remains to be seen. According to the most reliable estimates it now controls between a million and a half and two million cases of tomatoes, and must get rid of them before the middle of July. In order to do this it will be necessary to sell at least fifty carloads a day and there seems little likelihood that jobbers will buy at this rate. Jobbers are still holding out against the prices made by the syndicate. The syndicate is re-

puted to be asking \$1.20 for standard tomatoes and at that rate it is unprofitable for the jobbers here to retail them at less than \$1.40. Instead some of the jobbers are placing their extra and fancy goods of last year on the market, as they can sell them to the retailer at a lower figure and make more profit than on the standards at the syndicate's prices. These extras and fancies can be profitably sold by the jobbers all the way from \$1.25 to \$1.40. The recent improvement in the demand for a good grade of corn at a low price is said to have pretty closely cleaned up everything of desirable quality in the way of Maryland Maine style to be had at a low figure. The demand is still large, however, and there are moderate supplies of good corn still to be had. Peas are pretty well cleaned up by the continued lively demand. While there has been no formal intimation as to what the prices on the coming pack of chinook salmon are to be, the general impression in the trade is that they will be 5c a dozen higher than last year's initial figures on tails and one pound flats and 10c higher on half pounds. Gallon apples have advanced. California fruits are receiving more attention, but business is kept within narrow limits by the paucity of supplies. Domestic sardines are firm, lobster is steady and oysters are firm.

Dried Fruits—Apricots have advanced another cent during the week and are very scarce and very high. The demand is active. Currants are unchanged and in fair demand. Seeded raisins are unchanged and quiet, and so are loose. Apples are in fair demand and high. The coast is very firm as to prunes, but the Eastern market has not been affected to any marked degree. On the coast the quotation on 40's and 50's is on a 43¢ basis, and the smaller sizes are even firmer. In the East the basis is 37½@41¢. Actual scarcity is the cause. The situation in San Francisco will probably still further strengthen the market on prunes and, indeed, on all California fruits. The demand for prunes is fair. Peaches are moving out well at high prices.

Fish—Cod, hake and haddock are dull and weak. Salmon is steady and unchanged, with a prospect for a good summer demand. Herring are quiet. Mackerel has retired to the background and is quiet, and in the case of Irish mackerel, easy. Norway mackerel are steady enough, but in no demand. Sardines have not awakened to their summer demand as yet, but if the weather continues warm the demand will soon come. No general advance has come as yet, but is confidently predicted.

Syrups and Molasses—Sugar syrup is in fair demand at unchanged prices. Molasses seems to be wanted and prices are likely to advance even now at the latter end of the season. There is some reason to believe that the available stocks will not last the season out. Glucose has advanced 10 points during the week, due to the advance in corn and the increase in the cost of fuel. Compound syrup followed with an advance of 1c per gallon. The demand is fair.

The Produce Market.

Apples—Good fruit commands \$6 per bbl. Stocks are gradually being cleaned up and there are not a great many left at present. There have been some slight advances in the prices of certain varieties, and all prices are very firm, with a good, steady demand for this time of year.

Asparagus—California fetches \$1.50 per doz.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. Receipts are liberal and the quality is excellent. The demand has shown some improvement since the warm weather began, and it will undoubtedly continue to increase as the season advances.

Butter—Creamery grades are steady. Local dealers continue to quote 22c for extras and 21c for No. 1; dairy commands 18c for No. 1 and 12c for packing stock; renovated has advanced to 19c. There has been some improvement in the quality of receipts and more of the butter coming in is making the top grade. While there are still good sized stocks of storage butter on hand, the amount is smaller than last week, and it is being nicely cleaned up, which will probably have a tendency toward hardening the market a trifle.

Cabbage—New commands \$3 per crate for Florida and \$3.50 per crate for California.

Carrots—\$1.50 per bbl.

Celery—California fetches 75c for Jumbo and 60c for Blue Ribbon.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—\$1.25 per doz. for home grown hot house.

Eggs—Dealers pay 14½¢ for all receipts. There have been as yet comparatively no eggs placed in storage, and the speculators realize that if they are going to put away any April eggs it is high time that they bought them in. Prices are still too high to be compatible with safety, however, and therefore the trade is in somewhat of an uncertain position and the market is nervous and erratic. With continued warm and pleasant weather it is felt that receipts will soon increase materially, and the speculators are hoping that they may be able to get in at a better figure than that now prevailing. Every one is disposed to act with extreme caution and conservatism, as the disastrous experiences of last year are still remembered by many.

Grape Fruit—Florida is steady at \$8 per box.

Green Onions—15c per doz.

Green Peppers—Florida stock fetches \$3.25 for 6 basket crate.

Grapes—Malagas are steady at \$5 per keg.

Honey—13@14c per lb. for white clover.

Lemons—Californias and Messinas fetch \$3.25@3.50.

Lettuce—12c per lb. for hot house.

Onions—Red command 50c, while yellow stock is in good demand at 75c. Spanish onions are strong at \$1.50 per crate. Texas Bermudas are in ample supply at \$2.75 per crate for either yellow or silverskins.

Oranges—California navels fetch \$3.50@3.75.

Parsley—35c per doz. bunches.

Parsnips—\$2 per bbl.

Pieplant—Southern stock is now in market, commanding \$1.50 per 40 lb. box.

Pineapples—Cubans fetch \$3.50 for 30s and \$4.25 for 24s.

Pop Corn—90c per bu. for rice on cob and 3½¢ per lb. shelled.

Potatoes—Local dealers are holding their quotations at 60@65c. There is at present a very firm feeling in the market. The demand for table potatoes is larger, and whether it will seriously tax supplies remains to be seen. It is felt by many in the trade that advances may come before long, and that they will be sustained when they do come.

Poultry—The season for dressed poultry is over and there will be practically no more received until fall. There is very little live poultry coming in and the demand is far in excess of the available supply. During the warm months dealers prefer to handle live poultry, although good dressed stock will usually bring from 1@2c a pound more than the live. Broilers have begun to make their appearance in the market.

Radishes—25@30c per doz.

Strawberries—Louisiana stock commands \$3.50 for 24 qt. cases and \$2 for 24 pint cases.

Sweet Potatoes—\$1.50 per hamper for kiln dried Illinois Jerseys.

Tomatoes—\$4.50 for 6 basket crate.

The seventh annual banquet of the Grand Rapids Retail Hardware Dealers' Association, held at the Livingston Hotel last evening, was one of the most enjoyable events ever given under the auspices of the organization. The menu was ample and attractive and the music furnished was of high order. The post prandial portion of the program was handled by Will Denison as toastmaster, who introduced each speaker in a modest and painstaking manner. The first address was by the new President of the organization, Geo. E. Cook, which will be found in full elsewhere in this week's paper. Homer Klap spoke on Drones vs. Workers, which is also published verbatim elsewhere in this week's paper. S. W. Barker delivered an interesting address on Commercial Law, especially with reference to its relation to the hardware business. The address was an excellent one and was listened to with much satisfaction. Brief addresses were made by E. A. Stowe, Chas. F. Rood, Walter French, Karl Judson, Robt. E. Kellogg, John Brummeler, Chas. M. Alden and Henry Stadt.

The advertisement of Hirth, Krause & Co., on page 33 of last week's issue, should have read "Rouge Rex" Colt Skin Shoe instead of "Rouge Rex" Calfskin Shoe.

Cornelius Dosker (P. Steketee & Sons) who was elected Vice-President of the National Supply Co., of Lansing, declined to serve in that capacity.

James Attey has engaged in the blacksmith business at Hardwick. The Sherwood Hall Co., Ltd., furnished the stock.



Co-operation Between Windowman and Employer.

Recently I was talking with a local windowman in regard to his methods and those of others as to obtaining desirable results. In the course of the conversation he said:

"When a trimmer sets out to fix up a window he must have a definite object. He must have the general plan in his head or on paper and carefully carry out details as he goes along. He mustn't just toss in a hodgepodge of stuff, but each piece introduced in the display must have a reason for being there. Certain objects must counterbalance certain other objects and they all must harmonize with the original idea.

"Beginners are proverbially prone to neglect some of the most essential factors of an exhibit. The thing most to be guarded against by the average novice is the quite natural tendency to overfill. So many things in the store 'look good' to him, and so you will find him so swamped with merchandise that he doesn't know which way to turn when he's getting around in it. To the passer-by such a trim is distracting in its very nature. In the first place, few are attracted by simply a conglomeration, as there is nothing to stand out with sufficient prominence. In looking at such a display it is something like looking at the spokes of a wheel as they go around—there's so much you can't see anything; or like a kaleidoscope, the shape or size of the separate pieces that go to make up the geometrical figures being impossible of remembrance.

"Too many who do not make a mistake in this regard err in lack of cohesiveness. They mix up their units too much—put goods of too many kinds together, so that too many departments are represented at once. Much better to leave four or five varieties for another trim or find a means of separation into sections.

"A window dresser, when he hires out to a man or firm, should have a definite understanding as to the limits of his power. If the firm is to be 'the boss' that should be understood. If the one who does the windows is to have the control absolute that should be in the agreement. In this way much future friction may be avoided. Of course, whichever is to have his 'say,' there should be co-operation—no pulling in different directions. If the firm's word is to be law, or if the window trimmer is to be the captain, there must be no

working at cross purposes. There must be the unanimity of desire for the best interests of the store."

California Calamity Affects Pontiac Concerns.

Pontiac, April 24—The San Francisco disaster means at least the loss of business to local vehicle men. The Pontiac Buggy Co. has for years made large shipments to that city and three weeks before the earthquake had shipped a consignment of vehicles valued at \$1,500. Tracers have not yet located the goods and they may have been consumed with the rest of San Francisco. A number of firms who were good customers of this city's manufacturers went out of business with the disaster.

Night work continues in several of the factories here and indications are that the usual spring rush will continue into July before the dull season is noticed. W. H. Butcher, of Mt. Pleasant, was here last week, and is anxiously awaiting the vacation of the Taylor factory in order that he may move the plant of the National Body Co. here.

It has been suggested that the fair grounds of the Oakland County Agricultural Society, which have been sold on a mortgage, would make a most desirable site for a factory employing a large number of men. Eastern parties have looked with favor upon this site and may yet decide to come here. The Grand Trunk has a spur running out to the grounds and the Common Council has ordered it removed. It is likely the Board of Trade will ask that it be left until it is certain the fair grounds will not be used by some factory.

Making the Surroundings Attractive.

Saginaw, April 24—The policy of Thomas Jackson & Co. and the Saginaw Wheelbarrow Co. of beautifying the streets and grounds in the vicinity of their factories is being continued this spring.

A brick walk, laid some years ago in front of the Thos. Jackson & Co. plant, is being replaced with a cement walk, not as a matter of necessity, but on account of looks. The space between the walk and the brick pavement is to be paved with brick, while 600 to 1,000 lineal feet of cement walks are being constructed around the property of the Wheelbarrow Company and the grounds between the factory and the streets are being ornamented with shade trees.

The homes in the vicinity of these factories and the Herzog Art Furniture Co. show the effects of the example set by the factory owners, the grounds being well kept and the general appearance being that of a prosperous residence section.

Forced To Build Extra Warehouse.

Monroe, April 24—The Shore Line Stone Co. last week received an order for 500 cars of crushed stone from the Detroit & Toledo Shore Line Railroad, to be used as top dressing for their roadbed between Detroit and Toledo.

The company was very careful in purchasing coal and has enough to last until the middle of July.

Owing to the enormous increase of business in the past year the Wilder-Strong Implement Co. has been obliged to build an additional warehouse, for which ground was broken last Thursday. The building is to be 40x100 and will have a concrete foundation and cement floor.

Only Factory of the Kind.

Saginaw, April 24—The only automatic locomotive bell ringer in the United States is made in Saginaw. S. H. Heginbottom is the patentee. He supplies the railroads of the country with these devices, the output now being from 800 to 1,000 a year. His plant, which was burned last December, has resumed operations. Mr. Heginbottom has just taken into partnership with him his two sons, F. H. and W. G. Heginbottom.

Scofield Quarry To Be Reopened.

Carleton, April 24—The Woolmish stone quarry at Scofield, six miles west of this place, which has been closed down the past year, has been sold to a new company and will be reopened. The new company will be known as the Smith, Thatcher Quarry Co., and has a capital stock of \$150,000. The promoters of the new concern are Toledo men. At least 150 men will be given employment at the quarry.

The Worm Turns.

"Yes," said Mr. Henpeck, "I, too, have my favorite flowers."

"And what may they be, pray?" sneered his wife.

"They are the ones that 'shut up' at night," he bravely managed to articulate.

Sure to Please QUAKER RICE (PUFFED)

The newest cereal and most unique food in the world. It has caught the public fancy and gained a larger sale in a shorter time than any other product in cereal history. Repeat orders testify to its goodness.

Our advertising is so far-reaching and attractive that every reading man, woman and child in your town will soon know about Quaker Puffed Rice and want to buy it.

Are you prepared to supply them?

The American Cereal Company
Address—Chicago, U. S. A.

Harness and Buggies

We carry an immense stock. That's why we can make prompt shipments. Ask for catalogs and prices.

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

AT IT 33 YEARS

Demonstrating Quality

JENNINGS'
FLAVORING
EXTRACTS
TERPENELESS
LEMON
MEXICAN VANILLA

JENNINGS FLAVORING EXTRACT CO., GRAND RAPIDS



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

News from Michigan Lumber Centers.

Ripley—The Houghton Lumber Co.'s sawmill has started on the summer cut. It has logs enough to insure a steady run and a large cut.

Wolverine—The sawmill owned and operated by the estate of L. Cornwell, of Saginaw, started operations for the season yesterday with a stock of 10,000,000 feet of logs to work upon.

Onaway—Thomas W. Barry, lumber and cedar man, has acquired 1,400 acres of timber land near Alston, Houghton county, and it is his intention to cut the cedar from the tract during the summer.

Grand Marais—The Marais Lumber Co.'s sawmill has started on the season's run. The plant was overhauled and is working night and day crews. A mill for the manufacture of lath is being erected at this place by W. A. Barney.

Birch—The Northern Lumber Co.'s sawmill, which has been in course of construction for six months, will start this week. All the equipment is installed and a test run has been made. The 12,000,000 feet of logs in the boom include pine, hemlock and hardwoods.

Onaway—The Michigan Contract Company, of Detroit, will erect a single band mill in Allis township, Presque Isle county, to cut a large quantity of mixed timber on two sections. An extension of three miles to the Lobdell & Bailey Co.'s spur track is to be constructed.

Carlshend—C. P. Johnson will operate a sawmill at Yalmer, on the Marquette & Southeastern Railway. The machinery is installed and Mr. Johnson has 3,000,000 feet of logs decked. The mill will cut 15,000 feet daily and most of the lumber will be marketed in Marquette county.

Ontonagon—The output of the C. V. McMillan Company's sawmill is to be doubled as soon as the necessary arrangements can be made, possibly by June. This week the mill resumed operations after two weeks' overhauling. A locomotive has been purchased from the Wisconsin Central.

Deerton—At least twenty dwelling houses will be built by the Tioga Lumber Co. this summer on the site of the new town of Tioga, near this place. The sawmill began operations three weeks ago and a large quantity of lumber will be cut at once for use in constructing the houses planned. At present only the sawmill is running, but it is expected that the tie and lath mill will be running soon.

West Branch—The report that the Gale Lumber Co.'s sawmill would be moved to Upper Michigan, where a syndicate composed of M. P. Gale, J. H. Tolfree and Philipps & Seeley, of Saginaw, had purchased a large tract of timber, is erroneous. The mill probably will be sold as soon as the Gale people finish their operations at this place. The syndicate has not yet determined as to its future with regard to the Upper Michigan purchase.

Ontonagon—The Ontonagon Lumber & Cedar Co. will cut all the Nester estate logs, which will be driven down the Ontonagon River this

spring. It is estimated that the contract will include 6,000,000 feet. Heretofore the Nester estate has towed its logs to Baraga or Ashland, Wis., for sawing. The Ontonagon Lumber & Cedar Co.'s mill here will start May 1 with night and day crews. In addition to the Nester logs it will manufacture the logs of D. J. Norton and John Hawley and its own cut.

Pick Some Great Man as a Model.

By steeping themselves in knowledge about great men of the past, by reading the books that those men read or wrote, by having their pictures in the office, the shop, and the home as a constant reminder of them, and by drilling the mind into a method as near as may be to the system of thinking that the great men themselves used, many workers of to-day have taken long strides along the highway that leads to success.

They have found that the strict application of the old bit of counsel, "Emulate those worthy of emulation," brings success. As it has brought to others the success they wanted, so will the same system rightly applied bring success to almost any one who will practice it.

To begin with, the worker must be thoroughly honest with himself and he must not attempt to do too much. Too many men in taking up a model overestimate their own powers or do not properly appreciate them. To get a fair start the learner should sound himself honestly and come to a sane conclusion as to his strengths and his weaknesses.

Then he must select some model whose qualities in their full fruition were something akin to those that lie in the bud in himself. It would be useless for a man of one type to imitate a great man of another type all of whose characteristics are diametrically opposed to those possessed by the beginner. And one model is enough.

There are plenty of these, perhaps Napoleon has influenced most successful men in business. A few men have been so base as to imitate Macchiavelli, whose doctrine was frankly one of pure selfishness which condoned any cruelty or wrong so long as it advanced his own interests.

Men who have been exceptionally successful in medicine, in law, in journalism, in art, in acting, in business, all make the best models for the men engaged in those pursuits.

The next thing to be done after deciding upon the model is to learn as much as it is possible to learn about the life of that model. All the available biographies one must study. His autobiography, if there is one, is a priceless help. Think of the wonderful amount of good that that most wonderful of self-biographies—Benjamin Franklin's life of himself—has been, still is, and always will be. General history of the period before the life of the model and of the period in which the model lived must be studied. He must be understood in relation to the people of his time as well as an individual.

Then comes the selection from his creed of life of those precepts that he himself followed. Not always is a man's code of ethics to be found in his written word. Live men lie as well as the tombstones that rise above dead ones. The thing to do is to select the real, vital things in the man's code and to cling to them.

Then, having selected the model, having learned all that there is to be known about him, having grasped his point of view and read, marked, and inwardly digested all available literature upon it, all that remains is to model one's own life as closely as possible upon the lines of the model's existence.

Allowance must of course be made for general conditions. But it is true that history repeats itself, though not in the same place. Courage, and resourcefulness, and honesty are the qualities that can be best acquired by a study of some great model, and these qualities having been acquired, it rests with their possessor to make history repeat itself to his advantage. Men who happen to look like Napoleon or Bismarck or Julius Caesar have much less chance of attaining to success something akin to the success of those men than has the man who has made it a serious part of his life to model that life of his upon the principles that brought success to his predecessor.

It costs nothing to try the system, and it can do no harm.

Hugo Millar.

New Way To Clean a Comb.
Written for the Tradesman.

To clean a comb is a hateful little job, but I happened to hit on an easy way: One person must hold it firmly inwith hands, or it may be fastened in a vise. Another takes a new piece of coarse unbleached cloth and "saws" it hard, back and forth enough times to thoroughly clean between the teeth. This is easier than employing a big pin or scissors, the latter scraping the teeth and spoiling them by roughening them. J. J.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

HARNESS

Will you allow us to figure on your next order? We are sure your customers will be better satisfied with our harness and you can make just as much by selling them.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

A Glass Prophecy

Glass Advanced April 10th

We told you before it occurred and those who took advantage of it are happy. Now look:

Glass Will Go Still Higher April 25th

Sort up your stock. Now is the time to order.

Satisfied customers and good profits go with

New Era Paint

Made for service, spreading quality and brilliancy of finish.

Acme Quality Specialties are Better Than the Rest

The neatness of our package makes it easy to sell to the householder. Our advertising displays do splendid work. Must be seen to be appreciated. Send us your order for some of the goods contained in our "Easter Specialties Circular." We'll show you "goods that are goods." If you haven't received the "Easter Specialties Circular," send for it today. The best yet. Everything in Glass, Sash, Doors, Varnishes, Brushes, Ladders and Painters' Supplies.

MANUFACTURERS OF BENT GLASS

VALLEY CITY GLASS & PAINT CO.

30-32 Ellsworth Ave., Cor. Island St. Bent Glass Factory 81-83 Godfrey Ave. and P. M. R. R.

Grand Rapids, Mich.



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, April 25, 1906

"EVEN-HANDED JUSTICE."

A sentence was handed down in the United States Court the other day which made the heart of the criminal world stand still. If crime ever was securely entrenched behind invulnerable barriers it was when, in the case of Greene and Gaynor, it planted its flag of defiance in the face of the Government it had robbed and insultingly asked what it was going to do about it. With the security which comes from abundance, with the unapproachableness with which high social position keeps from its favorites the common crowd, with the strong protection which the powerful army of influential friends affords, these two men, well born and well bred, with the help of the best legal ability money could buy, planned and carried out a scheme which resulted in securing for each \$575,749.50 and, let us give thanks, a term of four years in the penitentiary after staving off conviction by every legal technicality for years and after their partner in graft had been convicted and served out his richly deserved term. It is a consummation devoutly to be wished, but it is one which a long-suffering public had almost despaired of realizing.

It is hardly necessary to say here and now that there has been a time when this result would have been an impossibility. The tardiness and the delay of the law, the weariness and the disgust of an outraged public over evident and unconvicted crime have led too often to an acquittal in just such instances as this; and as time went by with the fugitives in Canada, enjoying to the full the ease and comfort attendant upon their ill-gotten gains, the idea was gaining strength that the old story was repeating itself, that rascality, ensconced behind the strongest defenses that power knows, was proving the old-time maxim that "might makes right" and that wrong, backed by cunning and money and impudence, was still "the master spirit of the age."

It has been stated with considerable earnestness that the result has been brought about by the fearless persistency of the United States Government in following up and holding on. True, but behind the Govern-

ment are the people who made it and they have become weary of the loosening grip of law. The conviction of the Government military engineer in charge of the Savannah improvements, and especially the failure of the remarkable series of efforts to overthrow that result, was a most wholesome event in showing that it is possible to punish a criminal whose personal and social connections include a large number of men of money and influence. These men are not the whole, but a small part of the people and the grand majority are responsible for the persistency that has detected the crime and hunted down the criminals.

With this fact again established—again, for the principle upon which it is based is older than the hills—the blind-folded goddess with the scales sits unmoved for the bar of the balances to come to its level standstill. We know how the right has been outweighed. We know how the piled-up wickedness of the world has forced the beam to the utmost limit; but we know, too, that in spite of jeers, in spite of the purple-clad triumphant, down, down, down the justice side has sunk until now, after much intense vibration, the scales are assuming the long-looked-for equipoise and even-handed Justice, unmoved as the Sphinx, in attitude and silence proclaims that right still rules and that "Truth crushed to earth shall rise again."

It was Caesar who said all this better centuries ago when he told the Gallic barbarians that the immortal gods were accustomed to concede a longer immunity and sometimes a greater prosperity to those whom they wished to punish for their crimes in order that they might suffer more severely from their changed circumstances; the Old Testament antedates the Roman classic by some thousands of years and the Sermon on the Mount repeats the fact that has become a truism, but from first to last even-handed Justice has asserted what men are believing in again, that "Though the mills of God grind slowly,

Yet they grind exceeding small;
Though with patience He stands waiting,
With exactness grinds He all."

Again it is announced that Edison's storage battery has been perfected and will be put upon the market at once. This battery is expected to revolutionize the automobile business in enabling machines to travel long distances by the use of electrical power, whereas now they can run only about twenty-five miles without requiring to be recharged. That Edison will eventually succeed in developing a battery of high power and light weight need not be doubted, but his success has been so many times reported that the public will prefer to witness its performance before it applauds the "wizard's" achievement.

It is quite possible for a big man to shrink from his duty and for a small man to rise to the occasion.

Many of the ills that flesh is heir to are due to the fact that the doctors need the money.

INTERSTATE DIVORCE.

A recently rendered decision by the United States Supreme Court, handed down by Justice White, has very deservedly attracted the attention of the whole country, and has dealt the divorce evil the heaviest blow it has yet received. The Supreme Court holds that a divorce can not be granted by a state unless both parties concerned are within its jurisdiction. In its decision the Court says that the Federal provision that one state must recognize the laws and acts of another state, does not mean that any other state does not mean that any tract entered into in another state merely because one party to the original contract has established a domicile within its jurisdiction.

The decision does not enter into the merits of divorce nor the right of the states to prescribe such laws as they think proper affecting divorce, but it does hold that it is not legal for any state court to dissolve a marriage union unless both parties to that contract are within its jurisdiction. A mere notice printed in a local newspaper published hundreds or even thousands of miles away from the domicile of one of the parties is not considered legal and proper summons to that party to appear and defend his or her interest in the suit.

The decision of the Supreme Court will prove a stunning blow to the Dakota divorce "industry," and will create consternation among the divorce colony whose members go to that distant Western State for no other purpose than to establish a domicile there by a residence of ninety days in order to secure a divorce from an absent husband or wife who may or may not know anything about the proposed suit for a dissolution of the marriage tie. It will be equally illegal for a husband or wife who has deserted his or her domestic partner to travel into another state and by simply acquiring a domicile secure a divorce on the plea of desertion, the other party to the suit being given notice only through publication in a local paper, which may never be seen.

The action of the Supreme Court will naturally cause worry and trouble to thousands of people who have remarried without having been legally divorced, but it will do a world of good by putting a stop to the scandalous trafficking in divorces which has been going on in some states, and it will have a tendency to put a wholesome check on the divorce evil by making it more difficult to secure a divorce by compelling the courts to bring both parties at interest within their jurisdiction before a decree can be granted.

This decision has already started an agitation for a National divorce law to supersede all state legislation on the subject. If this were enacted it would be followed by a Federal marriage law. It is remarkable how all the interests of social, industrial and commercial life are playing into the hands of the Federal Government. We are going to have all our business licensed and controlled by the Nation. We will soon have our quarantine handled and back yards

inspected and all hygiene and sanitation under Federal domination. We will not be allowed to be married or divorced except by Uncle Sam's consent, and the states will finally come to be mere geographical subdivisions, with no other importance or significance than is attached to the colors in which they are painted on the map.

Another lesson, taught at Dennison this time, as to the false economy and deliberate placing of temptation in the way of those who are vicious minded has been brought before the merchants of Michigan. There seems to be an irresistible fascination to some to take their daily cash receipts to and from their homes and places of business; a sort of intense pleasure in personal contact with currency and coin. The old delusion that banks are not reliable and the other false fancy that safes are an unnecessary expense have combined to send an ambitious, hard-working and admirable man of business into eternity without an instant's warning and to plunge an entire community into a feeling of sorrow and insecurity. Under present conditions there is absolutely no need of hiding money in chimneys, old shoes or other out-of-the-way cubby holes, and equally unnecessary is it that any merchant shall be without a safe, a strong box for the care of his wealth. And there is the other good reason why a man should provide such a receptacle for his wealth and valuables—the removal of temptation from those who, weak, avaricious and cowardly, do not hesitate to sneak about in the dark and lie in wait for the man who believes that safes are an unnecessary luxury.

The sale of the Minneapolis Commercial Bulletin to the Root Newspaper Association and the retirement of Will S. Jones from the active management of that publication deprives the field of mercantile trade journalism of one of its brightest lights and most influential exponents. Mr. Jones' career as a trade paper publisher covers a period of twenty years. When he entered the field, trade journalism was in a formative condition, and no man has done more to elevate its standard and broaden its scope and influence than he has done. Not only has he created a splendid newspaper property out of a starveling publication but the weight of his influence has always been found on the side of progress, honesty and sincerity and his example has proved a powerful incentive to those who have entered the field since he embarked in the business. The retirement of Mr. Jones leaves a vacancy which it will be very difficult to fill.

Tourists traveling in Italy have been warned against eating small birds served with polenta or otherwise. A number of cases of poisoning after eating such birds led at last to investigations, which showed that the birds had been handled carelessly by persons who took off their feathers for milliners and used arsenic to preserve them.

THE CORNER CLUB.

Weighty Opinions on Modern Status of Aged People.

Written for the Tradesman.

The grocer and the man who sells dry goods next door attended last night's meeting of the Corner Club, occupying seats of honor next to the cigar case.

At the opening of the session it was suggested that the delivery boy be headed up in a sugar barrel until after the adjournment, but, as that industrious youth was asleep on a back counter, the motion was voted down on the theory that he would do less mischief asleep than awake. As soon as the meeting was called to order the Teacher presented the following resolution:

"Resolved—That it is the sense of the Corner Club that aged people are treated with less consideration than aged horses."

"There are many kinds of aged people," said the Mechanic, "just as there are many kinds of aged horses."

"The idea," replied the Teacher, "is to consider the question generally and impersonally. I insist that aged people are the worst used of all forms of animal life."

"I know a good many old people about these corners," said the grocer, "who live happier lives than many of the younger men. I don't see where they have any kick coming, as the boys say down on Canal street."

"Oh, a good many old people," replied the Teacher, "have all they want to eat and drink, and a place to lay their heads at night, but that means nothing to old men who have been in the swim for fifty years, men who have been in command nearly all their lives. It is not a nice thing to be put aside and see others taking up the work which was a joy and a pride."

"But most old people are glad of the rest and peace at the end," suggested Mr. Steady. "They don't want to hustle."

"That is true," replied the Teacher, "but they do not want to be thought incompetent and of no account, and the treatment they receive must give them such thoughts. But it was not my idea to consider the status of the very old people. I intended to talk about men in the neighborhood of 50, who still have burdens to bear, and who are obliged to work for a living."

"Now, here's a knock for the kid in business," laughed the dry goods man, who is still on the sunny side of 30.

"Not much!" cried the Teacher. "The kid in business is all right, all right. He's a rusher, and does things, but he turns up his nose at middle aged men, all the same. He too often uses the word 'old' as a term of reproach. He speaks of his seniors as out of date, and is patronizing in his treatment of them. Now, many of the men with gray hair could run his business better than he does. Who supply the brains for the Government of the country? Men of middle age, or past that period. During the War of the Rebellion President Lincoln got the kid notion into his head, and put a kid general at the head of the

Army of the Potomac. You have all read of the setback that was, of the miserable delays in the North while the South was arming. Kid McClellan was learning at the expense of money and lives what he was too young to know when he took the job."

"Older generals didn't do much better," suggested the Mechanic.

"Now," continued the Teacher, "who are the men at the head of all the big firms and corporations? Old men, of course. There are younger men, too, but they are simply executive, practically errand boys for the old leaders. Who are the successful men in the church, in literature, in science? Men past middle age. Oh, the young man is very valuable. He has endurance, and occasionally a new idea. Besides, the old employers treat him as a sponge. They saturate him with their own ideas—often impractical ones—and that is what they want. So the middle aged man is put aside. Who does it? Who places him in a position where even boys call him an 'old duffer,' and ignore his fund of experience? The modern employer of labor does it."

"You've got to show me," said the grocer.

"All right. You look over the advertising columns of the daily newspapers. The truth will come to you then. Everybody wants young men. And boys! Well, you will find that boys are oftener wanted than middle aged men. And you merchants mostly want boys with bicycles, too. You want the lad to be able to make a \$5 investment in order to get a job worth \$3 a week. You ignore people above 30, still you put up a howl if you see disrespect shown to old age."

"Well, if employers want young men and boys they have a right to get them, I presume," said the dry goods man, crossly. "We don't want men who have such set notions of their own that they won't carry out our ideas."

"That's the common talk," said the Teacher. "Now, I'll gamble that middle aged men obey orders better than young men, that they look more to the interests of their employers, that they use more judgment in carrying out instructions."

"I guess you'll find," said the grocer, "that business men will insist on training their own help. If these middle aged people are so bright, they ought to be in business for themselves. Employers are looking for young men who will learn the business and grow into the firm, and that is the truth of it."

"Rats!" cried the Teacher. "They are looking for young men with old heads on their shoulders. That is what they are looking for—for men who are young only in years. The young men with all the faults and the inexperience of youth they do not want. And I tell you right now that you will find more middle aged men with young heads and hearts than young men with old brains. In the discussion I have forgotten the horse, but I must let that pass. I believe the aged horse was in the resolution."

The delivery boy gave a yell in his sleep and bounded to his feet.

"I wish the old has-beens would quit their wind-jamming," he muttered in a perfectly audible tone. "I want to get to bed."

"That boy," said the Teacher, "has been reading the 'Help Wanted' columns of the daily papers."

And the Club stood adjourned.

Alfred B. Tozer.

Changing from Credit To Cash.

A great many merchants who have been established in a community for some time on a credit basis imagine that if they attempted to make such a radical change it would result in a loss of trade and probably failure. They admit that their lost accounts foot up quite a neat little sum each year and would like to make the change but are afraid.

A merchant who had been doing a credit business for fifteen years in one community made up his mind two years ago that he would either do business for cash or quit retailing. He said he expected it would be quit, and he did trace the loss of a few customers to the change, but this loss he figured of no consequence compared with the money loss and the worry he was compelled to undergo while selling goods on time. He is now an enthusiastic cash man. We don't think a failure was ever traced to the fact that a change had been made from credit to cash.

We recall an instance when a retailer, driven to desperation by his inability to collect accounts, determined to credit only such people as would pay their bills on presentation. He says that after trying this plan a year and watching it closely he was forced to the conclusion that there didn't seem to be any of that kind of people in his community.

Woman's Wonderful Ways.

"Talk about women not being fitted for business! I tell you some of them go away ahead of the men in that respect. Do you know what my wife did the other day?"

"No. What?"

"We expected company over in the evening, so she got a couple of bricks of ice cream. But several of the people we were looking for didn't come, and one of the bricks wasn't used. Well, sir, blamed if she didn't return it next day and get her money

back. Where's the man who could do business in that way?"

"I don't know," said Sherlock Holmes, Jr., who had just come up, "I have never seen your wife, and I don't know where she got the ice cream. But she is beautiful, and when she took the brick back a man was in charge of the establishment."

Then he went on, leaving them wondering at his cleverness, for it was indeed as he had said.

BONDS For Investment

Heald-Stevens Co.

HENRY T. HEALD CLAUDE HAMILTON
President Vice-President

FORRIS D. STEVENS
Secy. & Treas.

Directors:

CLAUDE HAMILTON HENRY T. HEALD
CLAY H. HOLLISTER CHARLES F. ROOD
FORRIS D. STEVENS DUDLEY E. WATERS
GEORGE T. KENDAL JOHN T. BYRNE

We Invite Correspondence

OFFICES:

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN

CHILD, HULSWIT & CO. BANKERS

Gas Securities

Specialists in the
Bonds and Stocks of

Mattoon Gas Light Co.

Laporte Gas Light Co.

Cadillac Gas Light Co.

Cheboygan Gas Light Co.

Information and Prices on
Application

Citizens 1999. Bell 424
MICHIGAN TRUST BLDG.

H. M. R. Asphalt Granite Surfaced Ready Roofings

The roof that any one can apply. Simply nail it on. Does not require coating to live up to its guarantee. Asphalt Granite Roofings are put up in rolls 32 inches wide—containing enough to cover 100 square feet—with nails and cement. Send for samples and prices.

All Ready to Lay

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

Established 1868

MARRIED PEOPLE.

Their Relations Can Usually Be Determined.

Written for the Tradesman.

"There goes a married couple. Life has no more joy for him." "They're married—he doesn't talk to her." "Married 'bout ten years—tell by the way he strides ahead."

How often—and more's the pity—do we hear such remarks as the above applied to two people walking along the street, all unconscious of the way their status is being "sized up" by some observing student of human nature. People may think they hide their real selves from the all-seeing public eye. They may rest serene in the conviction that they put up such an imperturbable, an impenetrable front that human ken is unable to read the truth. Not so, however. There are always certain unmistakable earmarks to go by, no matter how cautious one—two, rather—may be:

When a girl is all smiles and little chit-chat with a young man you may set it down as irrefutable that they are not married, albeit the girl may be exerting every effort to bring the fellow to the point of thinking that she is the "only one" in all the universe.

So many men who are all bows and smiles, honied words and "little love pats" for women other than their lawful spouse are as dumb as an oyster when they are out with the latter at the theater, driving or in any other situation in public where they must sit side by side. They stare straight ahead with a look of the utmost boredom on their stony features, and if by inadvertence they drop a word to the more or less patient wife who is hungering for the tiniest show of attention before the world they immediately relapse into the customary indifference.

There's one resourceful wife I know who isn't one of these patient sort. She tells her husband he may beat her within the four walls of the place they call home but that before other people he must appear to be madly, desperately in love with her. On their way to an entertainment she says, just before they get there:

"Now, John, I want you not to forget your role: You are to hang on my words, you are to appear as if you were taking me out for the first time. When I see you losing interest I am going to say any ole thing to you and tell you to 'now laugh,' and you must 'now laugh' when I say so. I'll nudge you quietly when it's the right place to smile in my eyes."

So, when this wise little wife sees the shade of ennui stealing over her husband's face, she nudges him "on the quiet," says anything that comes into her head and reminds him that it's "time to laugh." She does all this so slyly that, for the life of him, he can't help breaking into a broad grin; and the little world around them imagines Mr. So-and-So to still see something in his wife to admire. Her purpose is accomplished, and she goes home with the happy knowledge that she has fooled folks into believing that she has a wonderful kickshaw

for a husband—one who actually smiles at his wife's sallies after fifteen years of wedded life!

But all wives do not possess the wisdom, in this direction, of the one mentioned and their name is legion who are forced to discover to friends and enemies alike that they have no longer any power over the one who promised before God and man to "love, cherish and protect." To be sure, a good unbreakable roof covers their head and the table never lacks for food both substantial and delicate. That is the extent of the love and protection, however, and, as for the "cherish" part, well, it's plainly a case of "It's best not to say too much about it!" Long ago these unweeening husbands ceased the lover-like acts and began to growl, first in the pri-

"if a colored man behaves himself—is faithful and honest in every way—he is respected like a white man. I don't see how you stand it the way you have it down here."

"Oh," replied the darky, with a little hitch to her shoulder, "oh, we's used to it!"

And so I can account in no other way than this for the submission of the wives out of whose life has gone the one-time glamour, those chattels who are held by the husband as

"A little better than his dog,
A little dearer than his horse,"
"They're used to it."

Close Observer.

Most of us know when to stop, but we don't.

accessories she can procure, which estimate often runs up into thousands of dollars. Shoes form no small part of the outfit and the fad this season among the swell set seems to be the matching of gowns and shoes in color, and a great many special pairs of high-priced shoes have been made in Eastern factories. In fact, this has become such a fad that there are several firms who make nothing but special shoes to order, and it is needless to say that they reap an excellent harvest from the same.

Some Advertisements Should Be Given Greater Thought.

Written for the Tradesman.

In getting up cuts for advertisements more thought should be ex-



INTERIOR OF SMITH & LAKE'S GROCERY STORE AT PETOSKEY.

Expensive Hosiery.

vacy of their own home and then away from it, until now they never think of speaking, anywhere, in any other way.

Of course this is pretty hard for the wife to stand. Sometimes it is her own fault, oftentimes not. I know many a woman whom one never hears "answering back." They still—although I don't see how they can—carry a heartful of love for the churl they are married to. They have much the nature of the dog, that licks the hand that lays on the rod.

When I behold this ill treatment of wives by their "lord and master" I am reminded of a story I heard of a colored girl Down South:

Some Northern ladies, with the freedom of their section of the country, were commiserating with the girl on the way her race are treated down there by the whites.

"Up North," said one of the ladies,

A New York firm recently advertised silk hosiery at \$48.84 a pair, a reduction from regular price of \$50 a pair. Cheaper goods were offered at prices varying from \$7 to \$40, but even then they received no patrons from the \$2 a day man. With such ridiculously low prices on such high-grade wearing apparel, it seems strange that there was not a panic at the counter, but no such event seems to have taken place, as the New York papers would have had heavy lines, 12 inches high across the page if it had been so. Speaking of one thing and another, it is amazing to notice the various manners by which some people observe the seasons; a child of the working man is as pleased with a new pair of 50 cent shoes as the daughter of a millionaire is pleased with nothing less than the most expensive gown and other

pended than appears in some of them. My eye was caught, the other day, in looking over a trade magazine, with the picture of a young woman pulling up a window shade. On the outside were a bevy of young women in outdoor attire. They were all looking at the shade, which had on it, in big letters, the word Laurel, we will say. The girls on the sidewalk were evidently reading the word, which faced the girl inside! If the word Laurel had been printed wrong end to it would have been going the proper way for those on the street to read it, and, besides, would have attracted much more attention to the advertisement in the trade journal than it now does. C. A. R.

Don't be afraid to ask a fair profit on your goods. No one ever made a success of giving his customers the entire margin.

Hermanwile GUARANTEED CLOTHING

Superb in Quality
Superb in Style
Superb in Fit
Superbly Tailored

\$7.00
to
\$15.00

“Hermanwile Guaranteed Clothing”

offers, to the merchant who is in the market for progressive, up-to-date merchandise, a line of Union Made Garments for men which can be relied on to give the maximum of satisfaction and the maximum of profit.

Its qualities of style and fit, which have given it the foremost place in medium-price clothing in the United States, are unmatched for the money; and its famous “Guarantee Certificate” gives the clothier an unanswerable argument to every objection by the consumer.

SALESMEN ARE OUT FOR FALL

Sample Garments and Swatches on Request

HERMAN WILE & CO.
BUFFALO, N. Y.

New York
817-819 Broadway

Chicago
Palmer House

Minneapolis
512 Boston Block

**“The Best Medium price
Clothing in the United States”**



Everyday Incidents in the Life of the Meat Dealer.

An old man, his shoulders bent with age, entered a local meat market. The proprietor was waiting on a lady customer. A little boy who had fallen down and torn his pants was crying loudly. Between his bursts of grief and fear of what was likely in waiting for him when he got home, he managed to say he wanted a pound of chopped beef. I tried to sooth the youngster, but the more I sympathized with him the louder he cried. The old man, sizing up the situation, suggested to the butcher that he be permitted to chop the meat and end the agony of having to listen to the distressing sobs of young America. The butcher looked at the speaker doubtfully. "I had a market once," he explained. "I knew how to handle the cleavers, too, and could drum as fine an accompaniment to a street organ as you ever heard." He picked up a cleaver by the end of the handle, tossed it a few feet in the air, at the same time giving it a revolving motion, and as it came turning over and over in its descent, deftly caught the extreme end of the implement on the palm of his hand and balanced it, while the butcher looked on in astonishment. This butcher is one of those silence-and-fun gentlemen. He enjoys things without saying so. He is as sparing of his words as of his dollars. In this case, while his face showed satisfaction at the old man's performance, he did not utter one syllable, but picking up a chunk of beef, laid it on the block and went back to the customer he was serving.

In the meantime the crying of the boy was growing less violent, with the sudden renewed bursts less frequent. The old man picked up another cleaver, clashed the flat sides of the two blades together and then brought them both down into the beef. Then he began the chopping, slow at first, and then faster and faster, until it gave the effect of a locomotive tearing along at a mile a minute. Then he began to drum. I have heard many others drum, but none compared to this man. He was a magician with the cleavers. Suddenly the rapid drumming ceased, and in its place came a sound like the clatter of horses' hoofs on the pavements, that effect made so popular a few years ago in Bronson Howard's "Shenandoah." Then came his best imitation, that of a spile driver. I think that with some practice most anyone familiar with handling cleavers can do it. The imitation started with the solid piece of iron ascending, and was made with a tattoo of the cleavers, first slow and gradually faster, until it had reached the place where it is released for the descent. The release effect is produced by clash-

ing the blades together and immediately hitting the handles together sharply. Then the cleavers are worked rapidly into the meat to give the effect of the iron descending and the sound of the iron pounder hitting the log is made by stamping the foot sharply on the floor.

By this time the meat was well chopped, and the old man laid down the cleavers. The boy had stopped crying. The lady customer was looking on in wonder, and the butcher was lighting a cigar. "It isn't so much what you were, it's what you are to-day," said the old fellow, "and I'm as good a man to-day as any of 'em, but I'm in hard luck. There's a job waiting for me in the next town, and I need twenty cents to get there. It ought to be worth that to you. I've chopped your meat and soothed the boy, and showed you some tricks. Do I get it?" He got it.

Brought To Reason.

He was out walking with a young lady who had a decided antipathy to cigarettes, but not being aware of her prejudice he lighted one of the little rolls and began smoking with great gusto, inhaling the fumes deep into his lungs, and then blowing great rings up at the moon, which gazed tranquilly down on his folly.

Offended by his presumption, she said with dangerous urbanity:

"Do you know I can read fortunes in cigarette smoke?"

"Indeed!" exclaimed the unsuspecting youth. "Perhaps you'll condescend to read mine."

"Oh, certainly, if you wish it."

Then she gazed up in the air at the delicate blue wreaths of smoke. She hesitated, evidently puzzled about something.

"I am undecided which of two things is to befall you," she admitted; "your fortune is not so easily read as I fancied it would be."

"What are the two things?"

"Why, I can't determine whether you are marked out for lung disease or lunacy," was the answer. "Cigarettes have such diverse effects on people of your temperament."

A moment later the cigarette lay glimmering in the gutter, and the fortune teller was listening to her escort's embarrassed apologies.

The Soap Matched the Towel.

Soap Agent—I have here, sir, a sample of the greatest soap of the century; it is a soap that no man aiming to win a reputation for clean business methods can afford to do without. It is a soap—

Hotel Proprietor—That's enough; you're wasting your breath, young man; we don't need anything in that line.

Soap Agent—Why, my friend, you have no idea what you're losing when you turn away from an opportunity like this. The soap I am now offering you is used by fifty million of people daily—

Transient—Landlord, you want that soap; it will just match that towel you have in the wash room.

Order

Cuban
Pineapples
Tomatoes
Fruits of

Sell

Butter
Eggs
Produce to

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

Established 1876

MOSELEY BROS.

Grand Rapids, Mich.

Office and Warehouse Second Ave. and Railroad

Wholesale Dealers and Shippers

Field Peas

Now time to get your orders in for Field Peas

All varieties Clover and Grass Seeds

Send us your order and it will have prompt attention.

SEEDS

We carry a full line.

All orders filled promptly.

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

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

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.

Are You Getting Satisfactory Prices

for your

Veal, Hogs, Poultry and Eggs?

If not, try us. We charge no commission or cartage and you get the money right back. We also sell everything in Meats, Fish, Etc. Fresh or salted, "GET ACQUAINTED WITH US"

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.

Both Phones 1254

71 Canal St.

We Want Your Eggs

We are in the market for twenty thousand cases of April eggs for storage purposes and solicit your shipments. Returns made within 24 hours after eggs are received. Correspondence solicited.

GRAND LEDGE COLD STORAGE CO., Grand Ledge, Mich.

How to Acquire the Art of Happiness.

One of the most pathetic things in life is the frantic human desire for happiness, and yet the easiness with which we acquiesce in melancholy. We are like a blind man who starts out hunting he knows not for what treasure, going he knows not whither, and, after blunderingly following a false clew, folds his hands and gives up the quest. This is specially true of women, except that women seldom have the courage of their desires and do not even attempt to search for happiness. When one is happy she has been born happy or had happiness thrust upon her. She rarely achieves happiness for herself.

It must be confessed that women generally look upon happiness pretty much as they do a lottery ticket. It's big luck if things come your way and you draw the prize, but you deserve no credit for winning or blame for losing. It doesn't occur to them that there is an art of being happy that they might learn just as they learned to play the piano or paint in water colors. Perhaps woman has been confirmed in this attitude by the opinion of the rest of the world that has always allotted her the shadows instead of the sunshine. Poetry and romance are full of women's tears, and so entirely has the whole sex been doomed to melancholy that we have come to look upon a gay woman—one who laughs instead of smiles—with a certain degree of suspicion.

This is all nonsense. There is no virtue in a person going about in the doleful dumps all the time, and the most hopeful and inspiring work the new woman can set herself is to study the art of being happy. We have been finding out in the last few years that women have given in to many things, believing them to be the immutable decrees of fate, that were the result of nothing but their own stupidity, and that all that was needed to change them was a slight effort.

There was a time when we reconciled ourselves to sickness as a mysterious dispensation of Providence. Now we know that it is generally bad plumbing and unboiled water, and a lack of knowledge of the laws of health and there's not one sickly woman where there used to be a dozen. So it is with poverty. When a woman was left without money she tamely gave in and settled down on some of her relatives to eat the bitter bread of dependence the balance of her life. Now she hustles out and makes a living for herself, and in many cases her last estate is more prosperous than her first.

Men display far more sense on this subject than women do. If a man let his clerks' shortcomings and mistakes worry him as much as a woman lets her servants, he would be in the hands of a doctor with nervous prostration half the time. If he borrowed as much trouble about the outcome of every business venture as his wife does over the way a company dinner will turn out, he would be a raving lunatic inside of a week,

and if he had the same amount of apprehension as to whether he could meet every note in bank as she feels as to whether the baby will get the measles, he would end his troubles by committing suicide.

Even in the great sorrows that tear a man's heart as much as they do a woman's he shows his greater wisdom. He goes out among his fellows where there is something to distract his mind from the dull ache of loss. She stays at home, shrouds herself in crepe and broods. Happily for us all, a better understanding of these matters is coming to us, and it may be that the next great discovery women will make will be that there is no use in giving in to melancholy without at least making a fight for happiness. Cora Stowell.

A Man of Talent.

When I had last seen Billy Burdette, more than ten years ago in Wyoming, he was in something of a hurry, and said he was expecting callers, so that he could not stop to talk at that time. The callers came, but Billy was not there when they arrived. It was said that these visitors came under color of the law, and that they wished to enquire into Billy's reputed fluency in writing his own name, so to speak, upon the hides of other people's cows, by means of a piece of red-hot hay wire. It had long been commonly admitted among all the boys who rode the range in that part of the world that the equal of Billy never existed with the hot hay wire, nor indeed with the wet-blanket brand of the regular heavy iron. "He kin change a brand on a calf so its own mother would swear it was not her cheild," said the foreman of the Double L (ll) outfit. The foreman of the Double L had a little herd of his own, whose cows, singularly enough, all ran under the Hogpen brand (double bars crossed), which a cow puncher was once irreverent enough to suggest could be easily made by a double use of the same iron that marked the cows of the Double L. Yet such crude enterprise as the altering of the Double L would have been mere primer work for any of the shrewd sign writers who in that time and place made the law of the range, and who re-wrote the most abstruse hieroglyphics devised by the tenderfeet from east of the Missouri. There was a certain professional pride among these sign writers, and not a little mutual sympathy as well as mutual understanding. E. Hough.

Wanted Underwear for Tenderbacks.

A local wholesale dry goods house recently received the following communication from one of its esteemed customers:

We had some of your No. 731 underwear and some of the tenderbacks brought the goods back, intimating, between bursts of profanity, that the fleecing was composed of thistles, toothpicks, horseradish graters and glue. If you have any underwear with a fleecing a little more of the nature of a poultice, send us ten dozen.

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

WE BUY EGGS

same as any other commodity. Buy from those who sell the cheapest—price and quality considered.

If you want to do business with us write or wire price and quantity any time you have a bunch. If we don't accept the first time—don't get discouraged for we do business with a whole lot of people—and the more they offer their stock—the more they sell us.

COMMISSION DEPARTMENT—When you pack an exceptionally nice bunch of eggs—and want a correspondingly nice price—ship them to us on commission—and watch the results.

L. O. Snedecor & Son, Egg Receivers

36 Harrison St.

Established 1865

New York.

We honor sight drafts after exchange of references. We try to treat everyone honorably and expect the same in return. No kicks—life is too short.

This cut shows our

Folding Egg Cases

complete with fillers and folded. For the shipping and storage of eggs, this is the most economical package on the market.

Why maintain a box factory at the shipping point when you can buy the folding egg cases that meet the requirements at a merely nominal cost? No loss of profits in breakage, and if you handle your customers right you egg cases cost you nothing. Let us tell how. Also, if you are in the market for 32 quart

(Patent applied for)

berry boxes, bushel crates, write us, or enquire of the jobbers everywhere.

JOHN F. BUTCHER & CO., Mt. Pleasant, Mich.

PAPER BOXES

OF THE RIGHT KIND sell and create a greater demand for goods than almost any other agency.

WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

Grand Rapids Paper Box Co., Grand Rapids, Mich.

Fire and Burglar Proof Safes

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

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

Tradesman Company, Grand Rapids



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, April 21—Jobbers report a steady although not very large trade in coffee, with the tendency to a higher basis. Buyers in any one case are taking moderate supplies notwithstanding the general opinion that further advance is most likely. There has been a heavy speculative trade and liquidation has been the order of the day. At the close Rio No. 7 is quotable at 8½c. In store and afloat there are 3,852,097 bags, against 4,275,018 bags at the same time last year. The demand for mild grades has been simply of an every-day character and quotations remain practically unchanged. Good Cucuta, 9¾c and washed Bogotas 11¾c. East Indias are steady and unchanged.

Little change is to be noted in refined sugar. There will undoubtedly be some improvement as the season advances and a higher price may be looked for if the San Francisco refineries are burned. Large supplies will be very soon needed for the Coast canneries.

There is a fairly satisfactory distributive trade in teas, and while buyers are not taking supplies much ahead of current requirements the aggregate amount of business is very respectable. Pingsueys and the better grades of Congous are especially well held.

Rice shows steady improvement and the demand comes from all sections of the country. Naturally the San Francisco demand will be very large and stocks will be well cleaned up. Some extra fancy goods have sold for 6½c.

Little is to be said of the spice market. Buyers take very small quantities, as they need very little. Quotations are very well sustained, however, and those who are well posted look for a good market all through the year.

The canned goods men are awaiting with interest the news from San Francisco, and the whole market is upset to quite an extent. It is thought that 300,000 cases of red Alaska salmon were entirely destroyed, and, of course, holders here are clinging to their holdings with a good deal of strength. A long chain of "ifs" and "ands" can be traced to this fire, and the East will apparently have to depend largely on itself for fruits and vegetables. Spot tomatoes have risen to \$1.15, an dthis for goods that are not of the highest grade. Some lots have sold for \$1.17½, and \$1.25 is "in sight." Cheap peas are about cleaned up and the better grades are moving in a fairly satisfactory manner. Corn at 50c is wanted, but there is not a great amount to be had at this figure. California fruits are firm and tend upward.

Molasses is firm. The demand has been sufficiently active to keep the market well cleaned up and New Or-

leans grades are now in limited supply. Blackstrap is scarce and firm. Syrups are steady and unchanged.

There is absolutely no change in the general condition of the butter market. Top grades are in sufficiently large supply to meet general requirements, and of the under grades there is rather too much for comfort. Extra creamery, 21@21½c; firsts, 18@20c; held stock, 19@19½c; imitation creamery, 15@17½c; factory, 14½@15½c.

Old cheese is now reduced to peddling lots, and with steadily increasing supplies of new stock the market is rather irregular. Full cream, 14½c.

The top grades of eggs are firm and 20c seems to be about the right figure for such. Western storage-packed are held at about 18½c for firsts. Taking the market as a whole it is stronger than last week, but more liberal supplies will be here soon and a turn is probable to a lower basis.

A curious episode of Parisian domestic life has just been revealed by the courts. Two families living in the rue Rivoli determined to join forces and set up housekeeping, thus lessening expenses. The arrangement did not last long. There was a break-up, and each husband went off to live in undisturbed felicity—with the other man's wife. Double divorces were soon obtained and two fresh marriages celebrated. Finally the children in the case constituted the element of dissension in the harmony of the new arrangement. One of the husbands, who had three of his own by the first wife, volunteered to take the two children of his second wife by her first husband also under his care. But before long the fond father and foster father began to find that his household was rather expensive, and after trying in vain to have the other couple contribute their share for the support of the children, brought an action against his former wife and his wife's present husband for 45,000 francs, being half the amount expended by him on the children since the two divorces and subsequent weddings. The court dismissed the claim on the ground that "the duty devolving on parents of bringing up their children is not a matter of solidarity."

A Georgia shoe manufacturing firm has adopted tactics that at first amused and now cause considerable annoyance to manufacturers of New York and neighborhood. At this time New York is full of the buying agents of Southern and other stores. Many of them go there to buy shoes. The Southern manufacturer sent men to New York with a full stock of samples. They established a show room and set out after the Southern buyers. They were able to undersell the New York market in dealing with buyers from the Southern States because of the saving of freight charges from their factory to dealers in the same neighborhood. The incursion has been felt to a marked degree by the Northern manufacturers whose headquarters were in New York. The Southerners were astonished by their own success.

The Quaker Family

The Standard of Standards

Quaker Corn

It has the value inside the can.

It's always the same high grade.

It pleases the customer.

It pays a profit.

What more can you ask?

WORDEN GROCER COMPANY

(Private Brand)

GRAND RAPIDS, MICH.

THERE'S NOTHING LIKE IT

Quality of stock, roasting, packing, sanitary handling, entirely by automatic machinery, all conspire to make an ideal coffee for best family trade. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

WHITE HOUSE

DWINELL-WRIGHT CO.
BOSTON.—Principal Coffee Roasters.—CHICAGO.

COFFEE

With the passing of each week more and more grocers are finding it expedient to take it on, and its popularity increases with big strides. ❀ ❀ ❀ ❀ ❀ ❀ ❀ ❀

SYMONS BROTHERS & COMPANY
SAGINAW, MICH.
WHOLESALE DISTRIBUTORS

CALIFORNIA FIRE LOSSES.**How They Will Affect the Insurance Companies.**

From figures worked out by insurance officials it appears that the Hartford Fire Insurance Co. will be the heaviest loser in the San Francisco conflagration. It carried some \$13,000,000 of insurance in San Francisco. Insurance experts are figuring a loss of 50 per cent. on the total of insurance carried. This will mean a loss to the Hartford of \$6,500,000. The company's reserves are in excellent shape and it will undoubtedly be able to meet all its losses.

The British companies seem to be next in line in heavy loss. Local insurance experts familiar with San Francisco insurance conditions say the London Assurance Corporation will be the second heaviest loser. After that come the Royal of London, the Commercial Union and the London and Lancashire.

In the past British companies have paid their American losses out of a fund created by the American receipts. The San Francisco losses would entirely wipe out the American reserve, and accordingly the companies have ordered their chief representatives in this country to draw on London for their California losses. The companies have decided not to diminish their American reserves.

There is going to be considerable trouble over insurance records. Few of the companies kept complete records at the home office. They had general or district agents in San Francisco, and their records have largely been destroyed. There is no doubt that the companies will treat with their clients in a most liberal fashion and that genuine losses will be paid promptly.

The Home Fire Insurance Co. is one of those keeping complete records at the home office. Yesterday twenty clerks were put to work tracing San Francisco policies. The data thus obtained will be forwarded by special agents. Mr. Correa estimates the fire insurance loss at \$120,000,000.

Naturally, California will be put to desperate straits. The most important of the local companies is said to be the Fireman's Fund Company of San Francisco. Much of its resources was invested in the bonds of concerns made absolutely bankrupt by the disaster. Its subsidiary company, the Home Fire and Marine of California, does not carry as great an amount of San Francisco insurance, but from force of circumstances is equally involved.

Fire insurance experts declared that the San Francisco loss would bring about reform in fire insurance along peculiar lines. The well established companies, for the accommodation and profit of their agents, have been in the habit of taking more insurance on certain properties than they cared to carry as a company risk. These added risks have been reinsured, naturally not in companies as strong as the one which wrote the business. The old

companies will pay their full losses, but they do not expect to receive more than 50 cents on the dollar from the companies in which they have reinsured. This will result in a general cutting down of risks. The established companies will take no more insurance than they can carry on their own reserves.

There is not going to be any general increase of insurance rates over the country. Rate wars now being fought in several large cities will be forgotten. The companies will get down to a clean business basis and write the amount of insurance their experts believe they can safely carry. Last year was one of the best that the fire insurance companies have known in years. One of the biggest underwriters in the country declares

that it would take ten years of good business to recoup the companies for their San Francisco losses. Put in another way, San Francisco for the last thirty years has been a most profitable town for the insurance companies. This disaster wipes away the profits of that long period.

It is also pointed out that the insurance company loss is usually less than seemed at first. The Baltimore fire was first supposed to cost the insurance companies \$100,000,000. The final result was that the companies paid about \$39,000,000, which represented the insured loss.

Treating Velvet Spotted With Water.

Written for the Tradesman.

It is always best not to wear a

velvet hat, or one trimmed with velvet, when it is raining or when the weather looks lowery. If one gets a few drops on the velvet they may be entirely obliterated if, before they have time to dry, soft little dabs of blotting paper are very gently allowed to absorb the water, applied so as not to touch the velvet. If the drops of water are very large and the nap is crushed by them, it may be necessary to use the blotting paper first and then carefully raise the nap by rubbing the depression lightly with a piece of velvet or flannel the "wrong way," which will be the "right way" to renovate the damaged velvet. J.

Riches have wings to enable them to fly from poor relation.

Will You Let Us Show You?



In a letter which we recently received from a Western cigar dealer who placed the first order for BEN-HUR CIGARS with his jobber last December, he says: "The Ben-Hur cigar, its quality, which never seems to vary from one thousand to another, and above all else the unique way it has pulled trade my way, is a 'new one on me.' I'll have to confess that I was one of the late ones who had to be shown, but there has been a great change in my opinion since I stocked them, for now there is not a brand of cigars in my case that I take as much pleasure in handing out to my customers, and I do it with a feeling of such perfect confidence that I am selling them something certain to please, and while I am pleasing them I know I am putting in a good lick towards more prominently building up my business."

The BEN-HUR does not have to be pushed on to your trade. Once started, it wins a permanent place as first choice with lovers of quality nickel cigars.

WORDEN GROCER CO., Distributors, Grand Rapids, Mich.

GUSTAV A. MOEBS & CO., Makers, Detroit, Michigan

QUOTE PRICES.

This Is the Least the Advertiser Can Do.

Written for the Tradesman.

Why don't advertisers quote prices? Not one in a dozen does, and the consequence is the dozenth man carries away the bun. I have had a little experience along this line myself and find it very annoying to write for samples and prices and receive in return the samples all right and an accompanying letter saying, "If you will state the amount you wish to purchase we shall be pleased to quote you prices."

Indeed! If I really and truly have made up my mind that I wish to buy some of their goods, why, they will let me know how much they are to cost! Very thoughtful and considerate, to be sure. I feel like turning to some other firm who know enough to give the prices asked for their goods without a month's correspondence.

Here is a householder anxious to make some little improvement on his building. With him time happens to be an object as well as cost of material. Of course, he does not care to go into anything blindly. There is a firm over the way that offers certain supplies at a figure that to Mr. Householder seems a little high. Another firm advertises to furnish an article a little more suitable for his needs and Mr. H. at once writes to learn the quality of the goods and price of same.

In the course of a couple of days comes a letter stating, "The goods we manufacture are just what you

need and if you will state your requirements we shall be glad to quote you prices!" The customer, as said, is in something of a hurry—has no time to waste in writing letters—so goes to the firm across the way and purchases what he wants, although had that letter from So-and-So given prices they might have sold the article instead of the other.

So it goes all along the line. However it may be with city people, the farmer likes to know right off what a thing is worth. When a firm beats about the bush and requires an endless correspondence before the matter of price can be arranged the prospective customer becomes irritated and goes elsewhere. I would advise everybody who has anything to sell to quote prices. It is the price that catches the eye every time.

A farmer once wrote to a fertilizer company with regard to the brand of fertilizer sold. In due time came a letter and a circular announcing the pleasure it gave them to place before a prospective customer their brand of matchless fertilizers. Then followed a long talk about the necessity for the use of commercial fertilizers and of their brand in particular. After reading the long letter and circular to the bottom the tiller of the soil sighed disappointedly, since not a word was said about the price save only that it was cheaper, quality considered, than any other brand of fertilizer on the market.

"I wish this writer had sense enough to let me be the judge of that," sighed the farmer. Several let-

ters passed between the prospective customer and the firm, no price being elicited until it was too late to use the fertilizer for that season. Although the farmer was flooded in the fall with a new lot of circulars from that fertilizer firm he paid no heed to them but purchased elsewhere. Thus was a customer lost.

It is so in all things which people have to sell. A big publishing firm offers an encyclopedia at an unheard-of price, and payment need be made at only one dollar each month, so that "the grand library of knowledge is within the reach of all, even the poorest." Not a word about the total to be paid, however. This can only be learned by writing to the advertiser. I confess to turning away in exasperation at such an advertisement. No doubt thousands do the same. Why, in the name of common sense, if you have a good thing don't you say so and name your price at the same time?

Specimens of this and that are being sent daily to the enquiring public, but too often without price attached. Noting this the receiver, in nine cases out of ten, tosses the sample aside never to be looked at a second time, when had there been a price attached it is more than likely that at least one-half of the recipients would have written the sender even had they not made a purchase.

Don't be afraid of quoting prices, my advertising friend. That is one-half the battle for mercantile supremacy. Hundreds of advertisements fill the papers which bring no results, and

in nine cases out of ten the fault lies in the fact that the advertiser failed to quote prices.

The bargain rushes we sometimes see in town are all caused by the quoting of prices by the merchant, whose store is being overwhelmed with customers. It is the tantalizing nature of figures attached to the goods that counts. And this is even true when the prices are by no means so low as to be of a startling character. People in general are fascinated by figures, although these sometimes lie, despite the popular opinion to the contrary.

It may not be always advisable for the newspaper advertiser to quote the price of an article not in general use, but when replying to a request for particulars it is fatal not to give your prospective customer your very lowest price. Failing to do this you invite expense without a corresponding degree of success. There's no use talking—if you can't quote prices don't advertise. J. M. Merrill.


Some Peculiar Advertisements.

"Wanted—The acquaintance of an Italian lady who owns a spaghetti factory; object macaroni."

"Wanted—A boy not over 25 years of age; must bring his own lunch for the proprietor to eat, and no questions asked."

"Lost—A pair of shoes from the foot of Olive street."

"Lost—A man; when last seen he was walking in the opposite direction from that in which he was going."



Acme Hand Potato Planter

First on the market, best made. One man walks over field, makes holes, drops and covers with one operation. Plants two acres and more per day. No skips—every piece of seed is put into moist soil and starts to grow at once. Crucible steel jaws, formed with red heat, properly set and tapered to do the best work. Strong handles, well set in malleable sockets. Weight 2½ lbs.

Price \$5.50 per dozen



The Acme Atomizer

Strongest, most economical sprayer made. No loose parts, cleans itself, stands right side up for filling. Made of charcoal not coke tin, galvanized iron and brass. Each stroke of plunger produces strong fog-like spray. Ten cents' worth paris green kills every bug on an acre of potatoes. Every sprayer tested.

PRICE: All Tin.....\$3 00
Galv. Tank.....3 50
All Brass.....7 50



Hill's Knapsack Sprinkler

Better than any horse machine. One man covers eight acres per day. Sprays only those hills that need it. No waste of solution, no plants cut down. No pumping; sprays two rows at once. Brass and copper nozzles cut off flow automatically when released. Tank of galvanized steel, easy to carry. Webb adjustable shoulder straps, cover prevents slopping. Nozzles buffed, tank neatly striped. Will save half paris green required by best horse sprinklers. This makes it economical. Sprays continuously or intermittently. Flow absolutely controlled.

Price \$32.00 per dozen

Are You Ready For Spring?

Are you prepared for the Spring trade on Hand Potato and Corn Planters?

Is your stock of sprayers ready for the Spring demand?

We Show the Finest Line

of these goods on the market today. Our goods are tested and guaranteed as to material, manufacture and operation.

They are fresh, bright, clean and carefully packed. They reach you in good shape.

We Carry These Goods In Stock

If cash is sent with order we pay the freight. These tools will pay you a good profit and please your customers.

Doesn't good business sense counsel early preparation for the Spring trade?

Your order today, now, will mean added profit a month from now.

Go over your stock at once and send us the order today. Your foresight will earn big dividends in cash profits.

It Is Not Too Late Yet

Terms: 60 days, 2 per cent. cash 10 days.

All goods F. O. B. Traverse City, Mich. No cartage.

POTATO IMPLEMENT CO.
TRAVERSE CITY, MICH.



The Acme Powder Gun

Most effective dry sprayer made. Uses any powder insecticide. Sprays any quantity desired on any plant or shrub. No preparation of solutions, no fuss or bother. Simple, cheap, quick, easy to use. Poultry men, farmers, gardeners—all need it. Elbow puts poison in the right spot, under side of leaves.

Price \$6.00 per dozen



Gordon Automatic Corn Planter

No horse planter made is more dependable. Seed disk has seven pockets, adjustable as to drop and size of kernel. Adjusted without tools, always accessible and never works loose. Most accurate dropping device in any hand corn planter. Cut-off steel spring. Hopper in line with center of planter, hangs same in either hand, empty or full. Coil spring steel depth-gauge, convenient cup cover, smooth polished handles.

Price \$13 per dozen



Acme Hand Corn Planter

Best value in two-hand corn planter on the market. Slide operates in stamped steel hopper bottom. Can't break, swell, split or wear out. Accurate. Slide perfectly smooth on top, conveyor stamped in one piece. No broken kernels. No kernels jump out of slide. Cut off is bristle brush. Hopper rounded edges, cover is deep cup to be used in filling. Made with basswood sides, smooth handles. Also with pumpkin seed attachments. Plants one pumpkin seed about every fourth hill with corn.

PRICE: Plain.....\$6 00 per doz.
P. S. A.....8 00 per doz.

Fall and Winter Lines Unsurpassed in Excellence.

Advance work for the coming fall and winter season has been completed by the manufacturers of clothing and the new lines are announced as being ready for the inspection of the trade. Simultaneous with these announcements is the departure of the traveling salesmen with the new samples, and the men will soon be busily engaged in booking orders. The lines are not as large as they have been in some seasons in the past, but in general excellence, material and tailoring have never been surpassed.

A large season's business is not generally anticipated for the coming season by manufacturers of clothing. A vast quantity of garments will doubtless be sold, but the grand total will not be as startling as that of foregoing seasons. The cause for this is the fact that the weather during the past season has been unseasonable in almost all parts of the country. This means that retail merchants carried over a considerable quantity of goods. Overcoats were cleaned up to better advantage than the suit stocks. Nearly every retail merchant offered heavyweight garments at a sacrifice late in the season, and still many garments remained upon the shelves. Traveling salesmen as well as manufacturers look for conservative buying.

The custom of showing the sample lines by means of swatches has been generally adopted this season. Completed garments are made up to represent one grade of material and the swatches are shown to demonstrate the colors and patterns in that particular fabric. The result is that salesmen now carry only three or four trunks instead of the fourteen or more which burdened them in the past. There are many plans for swatches, but the most satisfactory one seems to be the one by which each sample is represented by a piece of cloth of generous proportions, folded and stitched. At one end is bound a piece of leather. This enables the swatch to be quickly handled and the cloth easily examined. The feature of this system is that when the season is over the swatches are made into garments, thus preventing any waste of material.

A feature of the spring season now drawing to a close is the introduction of the new "French back" overcoat. This coat is a slightly garment and its popularity was marked from the moment of its introduction. The coat is a modification of the Chesterfield style. It is long and is shaped to the waist, has a deep center vent and the skirts flare to the bottom. This coat is made in all suitable materials, black vicunas and thibets, black and grey Oxfords and gray undressed worsteds in narrow and wide weaves. The herring bone pattern is largely used, as is also the wide wale in grey materials. This coat is usually fitted with a velvet collar, but collars of the same material as the body of the garment are also popular. This garment is serviceable for all-time wear, business, daytime social affairs or for the formal evening

functions. The style is being generally shown in the heavyweight garments for the coming fall and winter season.

Wholesale clothiers have been astonished at the demand for serge suits, both in black and blue and in single and double breasted styles. This suit is always a popular one and enormous quantities are sold every season, but for the summer of '06 the demand has been unusually brisk and it would seem as though the belief was general that it would be more favored than any other style.

"La Vogue" trousers are a new style recently introduced by one manufacturer. These trousers are made for outing purposes. They fit closely and smoothly about the hips, and are laced at the sides, thus allowing the proper adjustment, no suspenders being required to hold them in position. They are made "peg top" from all of the popular materials. They are turned up at the bottom.

The general adoption of flannel trousers for outing purposes is noted in the trade. These trousers have almost entirely superseded the duck and linen trousers which were worn so generally a few seasons ago. The flannel trousers are much more serviceable, as they need but little attention to keep them in a presentable condition. White flannel trousers will be worn extensively on the tennis courts, but for general outing purposes the grey trousers are more generally worn. These trousers are fitted with belt straps and have turned up bottoms.

Flannel is being extensively used as a material for waistcoats for summer wear. Stripes and checks are popular. This material makes up well for this purpose and there are many styles being shown, one of the neatest of which is of greyish material with a black corded edge.

Another new waistcoat noted in the market was of single breasted cut and made of a grey wide wale material. This garment was finished with wide pocket flaps and smoked pearl buttons.

Manufacturers have prepared extensive lines of rain coats for the coming fall season. These coats are cut on the styles of regular overcoats, and except for their light weight are in general appearance a regular style overcoat. The waterproof qualities do not alter the appearance of the fabric as the waterproofing is a process which renders the fabric impervious to rain. The rain coat is looked upon as a staple garment and since their introduction a few years ago they have been steadily growing in popularity. A clothing stock is now regarded as incomplete unless it has a wide range of rain coats.

Auto dusters for summer wear are being sold in large quantities. These coats are specially designed for use of the motorist.—Clothier and Furnisher.

The flowers of Fame usually reach us in the shape of floral harps and crosses and anchors.



Lot 180 Apron Overall

\$7.50 per doz.

Lot 280 Coat to Match

\$7.50 per doz.

Made from Stifels Pure Indigo
Star Pattern with Ring
Buttons.

Hercules Duck

Blue and White Woven
Stripe.

Lot 182 Apron Overall

\$8.00 per doz.

Lot 282 Coat to Match

\$8.00 per doz.

Made from Hercules Indigo Blue
Suitings, Stitched in White
with Ring Buttons.

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

Wm. Connor

Wholesale

Ready Made Clothing

for Men, Boys and Children,
established nearly 30 years
Office and salesroom 116 and
G, Livingston Hotel, Grand
Rapids, Mich. Office hours
8 a. m. to 5 p. m. daily. Mail
and phone orders promptly
attended to. Customers com-
ing here have expenses al-
lowed or will gladly send
representative.

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust
and anti-corrosive. Put up in ½,
1 and 5 gal. cans.

Standard Oil Co.

Grand Rapids, Mich.

Send Us Your Orders for

Wall Paper

and 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

BANKERS LIFE ASSOCIATION of Des Moines, Ia.

What more is needed than pure life insurance in a good company at a moderate cost? This is exactly what the Bankers Life stands for. At age of forty in 26 years cost has not exceeded \$10 per year per 1,000—other ages in proportion. Invest your own money and buy your insurance with the Bankers Life.

E. W. NOTHSTINE, General Agent
406 Fourth Nat'l Bank Bldg.
GRAND RAPIDS, MICHIGAN

WORKED A REVOLUTION.

Marked Effect of a Business Organization.

"There's one thing you're fine at, and that's making mistakes, Miss Travis!" remarked Mr. Harrison, the cashier, tossing a typewritten page of figures on her desk.

Harriet Travis flushed under the injustice of the accusation, but retorted coolly: "And your specialty is politeness!"

"Thanks, awfully!" returned the cashier, with sarcasm. "Correct that footing, will you?"

"Yes, when I get time," responded Miss Travis, bending close over her work.

She left the office that evening, and went home thoroughly tired and discouraged.

"It's just grind, grind, mother!" she exclaimed, throwing herself wearily on the couch. "I'm tired to death of welts and turns, lace shoes and button shoes, and the roar of machinery."

Her mother came over to her and stroked her forehead sympathetically.

"It would be a little easier if there wasn't so much nagging in the office," Harriet continued. "If a little mistake occurs, everyone tries to put it off on somebody else. Two of the book-keepers are not on speaking terms, and it seems sometimes as if everyone in the office detested everybody else; all but Mr. Jones and Miss Melton, and they're 'spoony,' we call them the 'billing and cooing clerks'—they just make eyes at each other all day, and it's perfectly silly!"

"You're tired, dear, and things look blue," comforted her mother.

"Mr. Harrison is the most disagreeable of them all," Harriet went on. "He doesn't know or care about anything but adding up columns of figures, and he's always disputing with people and blaming them. If it wasn't for my elocution to think about, I believe I'd grow distracted with the monotony and sordidness of it all!"

"You are going to recite to-night, aren't you, Harriet?" enquired her mother.

"Yes, mother dear, and that reminds me that I must hurry," said Harriet, springing up. "Let's have supper, and I won't be mournful any more."

It was late when Harriet Travis entered the church where she was to recite that evening. She slipped into a side door, and hastening to a little ante-room at one side of the platform, took her place to await her turn on the programme. Someone was singing with a rich tenor voice, and putting his whole soul into "The Miserere" of "Il Trovatore." Harriet could not see the singer, but she listened delighted, and when he finished singing and came towards her, she raised her eyes in pleased anticipation, and found herself face to face with Mr. Harrison!

"Oh," she stammered, confusedly: "I—I did not know that was you singing."

Mr. Harrison seemed equally embarrassed.

"And are—are you on the programme?" he enquired.

"Yes, I am going to recite," explained Harriet, recovering her composure. "And I want to tell you how much I enjoyed your singing."

"Thank you, Miss Travis," returned Mr. Harrison. His face lighted up with enthusiasm. "My music is my life!" he added warmly.

"And I thought—" began Harriet partly to herself.

"What did you think, Miss Travis?"

"Oh—well, nothing, only I didn't suppose you cared about such things."

"And I didn't know that you—"

"The impression was evidently mutual," laughed Harriet.

"And now it's my turn to 'perform,'" she said, as the concluding notes of a piano solo reached them.

Harriet was in the mood to do her best. Her selection was "Lasca," the story of a Mexican girl, who saved her lover's life by throwing herself upon his body, while a stampede of cattle passed over them.

"The cattle gained on us, and just as I felt

For my old six-shooter, behind in my belt,

Down came the mustang, and down came we,

Clinging together, and—what was the rest?

A body that spread itself on my breast,

Two arms that shielded my dizzy head;

Two lips that hard on my lips were prest:

Then came thunder in my ears,

As over us surged the sea of steers,

Blows that beat blood into my eyes,

And when I could rise—

Lasca was dead!"

Harriet could see the whole scene—the raging cattle, the lovers fleeing for their lives, the closing catastrophe; and she made her audience see it too.

"Bravo, Miss Travis, you are an actress!" Mr. Harrison greeted her, joining in the general applause for an encore.

He asked to be allowed to take her home and on the way said somewhat abruptly:

"Miss Travis, I'm afraid I've been pretty disagreeable sometimes in the office. I want to ask your pardon."

"And I haven't always been angelic," confessed Harriet.

"Do you know," continued Mr. Harrison, "I have been thinking to-night how little we people who work together every day of our lives really know of the best in one another, and I have been wondering whether it wouldn't be a good idea to form a sort of association to meet perhaps once a month, have a programme and discuss office and business matters."

"Well, I don't know," replied Harriet, doubtfully. "I have heard that it isn't a good idea to mix one's social and business life."

"Why, Miss Travis," said Mr. Harrison, "there are a great many successful business associations. Please don't throw cold water on my scheme at the outset."

"I am open to conviction," said Harriet as she bade him good-night.

Harriet went to the office next morning with a lighter heart than

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically

PERFECT

127 Jefferson Avenue
Detroit, Mich.

Main Plant,
Toledo, Ohio

Why You Push Yeast Foam

Because

It Is the Best

Quality Guaranteed
to You and
Your Customers

she had known for many a day, and went energetically to work.

"Friends, Romans, country-women, lend me your pen!" said Mr. Harrison with a dramatic gesture, strolling up to her desk.

"O promise me—that you'll return it," trilled Harriet, looking up with a smile.

"Wouldn't you like to go with me to Mr. Fenwick and spring the association scheme on him?" asked Mr. Harrison.

"Does that still linger in your mind?" enquired Harriet.

Mr. Fenwick was the man who had general charge of affairs in the office. They found him with a big pile of letters before him which he was opening.

"What's up?" he asked briskly, as they stopped before his desk.

Mr. Harrison divulged his scheme. "By Jove, I believe that's a good idea!" exclaimed Mr. Fenwick. "I've been figuring whether something couldn't be done to improve the spirit in our office and accelerate the industry. I'm afraid they're a little below par."

"Let's see," he went on, his practical mind at once beginning to work out details. "We could meet in the sample room and rent a piano. The first thing to do is to get up a programme."

"Put Miss Travis down for a recitation," said Mr. Harrison.

"And Mr. Harrison will favor us with a vocal solo," retorted Harriet.

Mr. Fenwick was not the man to let grass grow under his feet, and he began to "get busy" at once. He found that nearly everyone in the office could do something, and that they all evinced an interest in the association. The routine of work in the office began to be varied by a pleasant stir of excitement. The dissenting book-keepers forgot their quarrel to discuss the new plan. The "billing and cooing clerks" began to be interested in something else besides the curve of each other's eyebrows. The office boy went about with an important air, for he was to be on the programme, too.

When the auspicious evening arrived the rows of shoes in the sample cases looked shinningly down on such a scene as they had never witnessed before. Everyone was on hand in holiday attire from the "Head of the Firm," with his wife, to the office boy, and everyone looked pleased and expectant.

Mr. Fenwick, in a few words, gave the object of the meeting, "to form an association for our mutual benefit in the business life." He said the "Head of the Firm" had consented to speak to them. Mr. Stitchem, the senior partner in the firm of Stitchem, Laster & Co., was a large man with piercing gray eyes, which seemed to look right through you, and he was regarded with respectful awe by his employees. The office boy was seen to shrink visibly in his chair when Mr. Stitchem arose.

Mr. Stitchem said he was glad such an association was to be formed, and trusted it would be a success. He said that he hoped that each member of the Association would feel a

personal interest in the success of the business. "Our interests are identical," he continued. "Good work on the part of employees adds to the success of the business, and, on the other hand, the more successful the business the better chance for the employees." Everybody applauded Mr. Stitchem, and then Mr. Harrison sang and Harriet gave a recitation on the "Funnygraphic typewriter of the future," depicting the woes of a girl whose work had been superseded by a perfected machine.

The head book-keeper gave a violin solo. He was a red-haired bashful young man of few words, but how he made the violin speak!

Mr. Fenwick stated that his investigations in the office of late had revealed many good fairies, and he would now introduce the "Genius of the Lamp," whose entertainment, he was sure, "would beat Alladin all hollow."

Whereupon the lights were turned out, and one of the book-keepers, who was a photographic "crank" and had a magic lantern, gave some views. They were mostly scenes in the city parks, and when the familiar form of Mr. Stitchem was seen coming towards them down a sylvan path, the applause was thunderous.

Miss Melton, the "cooing clerk," with many flourishes and trills, played a solo on the piano.

An article was read from a business magazine on "Time-savers in the Office."

The next thing on the programme was the opening of the "Idea-Box." This was to be a great feature. Everybody had been allowed to write on slips of paper any ideas or suggestions in regard to office matters which might occur to him and place them in this box. Someone had suggested having a "Grouch-Box," too, but it was agreed that "grouches,"

like murder, will "out" anyway, and as this was to be a purely joyous occasion all such matters were better omitted.

"Would that there was a new curtain on the third office window from the front," read Mr. Fenwick, drawing out the first slip. Everyone looked at the order clerk and grinned, as he, sitting nearest to the aforesaid window, was supposed to be responsible for this shaft.

"The 'Do-It-Up-Brown' adding machine is said to be the best on the market. The one we now possess is generally out of order when we went to use it," was the message of the next slip.

Another suggestion was that "out Association subscribe for a business magazine."

"That the male should always be ready at 5 o'clock," read Mr. Fenwick. Everybody looked severely at the office boy, who grinned sheepishly, but recovered his usual composure in time to conclude the programme by rendering "Blue Bells of Scotland" on the mouth-organ, at the same time wearing upon his countenance the "indelible" smile of which we read in the street car advertisements.

At the end of the programme the Association was formed with great enthusiasm, officers elected and plans for the future discussed. The new Association gathered about the piano in a body and sang with gusto. "Everybody Works but Father," while Mr. Stitchem remarked facetiously that he hoped "father" didn't refer to him.

That was only the beginning. The Association has been a marked success. Debates are held, business affairs discussed and charming musical and literary programmes given. The office of Stitchem, Laster & Co. has come to be known as one of the most progressive in the city. It

adopts all the latest and best improvements. Each member of the office force takes a personal and intelligent interest in the affairs of the office, and they have all learned to respect and admire the best in one another. Mr. Harrison is now a soloist in one of the largest church choirs in the city, and Miss Travis is in much demand as an elocutionist.

Rumor has it that they contemplate forming an Association to consist of but two members, but Rumor is a fickle dame, and not always to be trusted.—Elizabeth L. Stocking in My Business Friend.

Says an old bachelor: "Marriage is a means of grace—when it leads to repentance."

You don't have to explain, apologize, or take back when you sell

Walter Baker & Co.'s
Chocolate
& Cocoa



Registered,
U. S. Pat. Off.

Grocers will find them in the long run the most profitable to handle.

They are absolutely pure; therefore, in conformity to the pure food laws of all the States.

45 Highest Awards in Europe and America

Walter Baker & Co. Ltd.
Established 1780, DORCHESTER, MASS.

YOU ARE ALWAYS SURE of a sale
and a profit if you stock SAPOLIO.

You can increase your trade and the comfort of your customers by stocking

HAND SAPOLIO

at once. It will sell and satisfy.

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

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



How Marriage Makes or Mars a Man.

Old saws, not the rusty affairs which the "raggetty men" ply upon firewood at our back doors, but the sharp toothed, trenchant blades in the shape of maxims, which philosophers love to draw across the hearts of men, are like unto Damascus swords of the olden time, in that their edges are still keen and cut deeply after centuries of usage. The tough old blades have a temper which outlives time, and their ragged points tear their way through human bosoms as surely now as when they were first forged, in pain and tears, by sad experience. And of them all not one is truer nor sharper than that "Marriage makes or mars a man."

However one may urge that the man who wrecks himself for the sake of a woman must be made of poor timber to start with, and that the man who is truly a man will rise superior to adverse circumstances, whatever those circumstances may be, the fact remains that intimate association must affect even the strongest more or less. A good pilot will bring an unseaworthy bark to its desired haven, while a careless steersman will sink a good ship in sight of port.

It is a common saying that men invariably love those women best who make fools of them, and, while like most common sayings, this has an element of truth, it would be more correct to say that a man must love a woman in order to enable her to make a fool of him. All of us know men of mark who unhesitatingly aver that much of their success in life is due to their wives; also, alas, we know others who have carried weight because of an unwise marriage, and, thus handicapped, have failed in the race. However miserable an old bachelor may be, he is by far more happy than a bad husband, or the husband of a bad wife.

"Be sure to marry," wrote a famous general to his son, "but be sure also that you marry the right woman"; advice which may well be ranked with that of the sharper who advertised to furnish the secret of success in all undertakings, and sent his dupes a card bearing the sentence: "First be sure you are right and then go ahead, and keep at it." It is difficult to be sure of anything in this world! And Love is rarely reasonable. It seems to be a sort of obsession which bars out everything else.

More than one great author has told us that even the gods were not wise in love, and mythology abundantly bears out the statement. Therefore, can it be wondered at that mortals display so little good sense in their love affairs? It is not too much to say that when a man is captivated by a woman it is seldom or never he stops to consider what are her qualifications for the position of wife, the partner of his weal or woe

for perhaps a lifetime. Experienced observers of their fellow men will bear us out in saying that it is rare to find anywhere a social circle in any grade, of any size, in which there is not at least one couple whose marriage is pronounced unintelligible: or one in which the perplexity is not occasionally increased by the possession of obvious ability either in husband or wife. "What did he see in her?" or "she in him?" are questions which all ask and none can answer. Sometimes, of course, it is a silly criticism, due simply to that impenetrable veil which hides us from one another, and which is perhaps intended to deepen individual sense of responsibility, the difference in the point of view which prevents people from seeing other people or things as "others see them." A man of genius may be guilty of all sorts of eccentricities in the conduct of life, and often almost is a fool in pecuniary matters or, at least, used to be, for those who are informed say that the old type of the "heaven born" who are always in debt is dying out, and that genius and financial talent are now so frequently united in one and the same person that even publishers fail to find them apart and complain of hard times in consequence. Still the secret belief that there is affinity between genius and insanity still exists and prevents all wonder, and is probably the ultimate if unconscious cause of the otherwise immoral tolerance extended even by good people to those "errors of genius" which in less gifted men they would heartily condemn. Perhaps it is self-confidence that leads them on.

A man, somehow, whose fancy is taken by a woman is apt to believe that he knows all about her, resents advice from the outside, and refuses to consider circumstantial evidence patent to all but himself. His self-love, not to say self-conceit, is up in arms in defense of his own opinion, and he will not even doubt, sometimes in the face of proof written all over the object of his choice, that she has a good temper. There is an inner vanity in most men, kept down more or less by sense and experience, as to their own judgment on points where the world holds accuracy of judgment to be a sign of intellectual power; and when it comes to the choice of a wife this vanity wakes up in irresistible strength. This is after the fact, as a rule, sensible men fall in love sensibly, and are attracted by something more than a pretty face.

The lack of brains is more frequently a positive than a negative quality. It is not the mere being without. A woman who is stupid is, in most cases, not merely not clever; she chatters foolishly instead of being stolidly silent; she says the wrong things, and in place of having no ideas she has exasperating, impossible ones, in which she is unendurably obstinate. She is not merely uncompanionable, she is a perpetual thorn in the flesh. The cup of life shared with her is worse than tasteless; it is bitter, nauseating.

One often hears clever men assert that they "do not like women

who are too clever," but the trouble is that it is exceedingly difficult to measure the too much, the too little, and the just enough. Somebody has said that "a man likes his wife to be just clever enough to comprehend his cleverness, and just stupid enough to admire it." As it happens, the woman who can attain this happy medium must be possessed of considerable talent and unusual self-control, besides which she must be gifted with the intuition which comes only through love. It has been well said woman is capable of governing a nation. Yet a woman, almost any woman, may be easily led wherever her lover wills, so long as she loves him and believes in the truth and sincerity of his affection for her. Women almost invariably esteem where they love, whether the beloved be worthy or not; men, on the contrary, often love where they can not esteem, sometimes where they do not even admire. As George Eliot says:

"It is a deep mystery the way the heart of man turns to one woman out of all the rest he's seen in the world, and makes it easier for him to work seven years for her, like Jacob did for Rachel, sooner than have any other woman for the asking."

Dorothy Dix.

From the descriptions in the papers of a church wedding, you might think the bridegroom wore nothing at all.

A woman knows that her husband has faults, but she won't admit it to other women.

Girls Who Make Shoes High Class of Workwomen.

Perhaps the best example of high class, good looking, well dressed and sensible factory girl to be found is the woman shoemaker of Chicago. Her work is expert and difficult; perfect, invariable accuracy is absolutely necessary, as a mistake in the stitching, even to the minutest fraction of an inch, may spoil a whole shoe which may have previously gone through many hands, costing a great deal of money, and care, and time. But compared with her sisters in the more lowly walks of the working world, her pay is better, her associations are pleasanter, and she seems to have a more assured, independent and complacent manner than the other girls of her kind.

The two factories I visited cover a half block and are six or seven stories in height. In one of them there is a noticeable spirit of democracy and freedom, while the other exhibits a constraint and propriety that I have not seen in any other factory, although all of the girls seem to be a healthy, happy looking lot. There are not as many young girls in this trade as in most branches of machine productions where girls are employed at all, and one sees a goodly sprinkling of gray and even white hair along with the yellow and brown and black and red heads that are bowed over the machines, while there are several men with small, feminine hands sitting among the girls and doing the same work, but for some strange reason their hands get much dirtier than the girls'.

THE firms dealing in ordinary quality products, you will agree, do not have much of a hold on their customers. If the product is FLOUR, 5 cents per barrel very often is the cause of losing to a competitor a profitable grocery order.

With the Highest Quality Flour
it is different

Order from your jobber

"Seal of Minnesota"

"The Great Flour of the Great Flour State"
and be convinced

New Prague Flouring Mill Co.

New Prague, Minn.

Capacity 3,000 barrels

Distributors { Musselman Grocer Co., Grand Rapids
Musselman Grocer Co., Traverse City
Musselman Grocer Co., Escanaba
Musselman Grocer Co., Sault Ste. Marie
Symons Bros. & Co., Saginaw

I asked one employer if he found any difference in the work of the men and women and he answered, "We have absolutely no preference."

I found that usually the men made higher wages than the girls, but the girls declare that their greater speed is due to their greater strength, and not to more industry and skill. As all of the men are piece workers this probably is true, although it is inconceivable that quicker work can be done than I saw some of the girls doing.

Owing to the high nervous pitch to which the girls are keyed up, in general they are able to work at a faster pace than are the men. Their lack of strength prevents their doing the heavier work and that only. They take more interest and pride in the work and in that way make themselves more valuable than male workers for the part of the work they do. On the details of the work they naturally excel in as much as the men aside from their greater strength and endurance have a natural aversion to certain parts of the work.

Most of the girls do piece work. In one factory all workers are paid by the piece; another uses both systems. There are twenty-six time workers, who receive \$9 a week, and the vampers, who work by the week, make \$13; seventy-seven piece workers average \$9, and there are twelve who earn \$12 and over, some going as high as \$16. One man in this place makes \$19 a week all the year. The office girls are paid \$8, \$11, \$13 and \$15; about the same as the girls upstairs, but I have found that as a rule girls in the office, except the head stenographer, do not make as much as the best girls in the workroom.

The cutting is done by men, most of it by hand, as the leather must be selected according to its weight and durability for different parts of the shoe. The lasting, attaching the sole to the upper, also is done by men, but most of the sewing, putting the shoe together, the girls do. There are comparatively few men doing that work.

The first operation is sewing the cotton lining of the upper portion of the shoe to the "back stay," a piece of heavy leather inserted in the back seam to support and strengthen it. This work is paid for at the rate of 1½ to 3½ cents per dozen pairs. While one girl is doing this another is sewing up the back seam of the leather covering on an overstretch machine and receives about the same piece rate. At the same time the heels are being seamed with the stiff, hard leather that holds them up; this work is called "foxing" and pays from 15 to 20 cents a dozen.

All seams are rubbed after they are stitched. The leather is laid flat, the seam uppermost on an iron bar, and another iron bar is run over it, smoothing out the seam and preventing any pulling or bulkiness in the completed shoe. The girl who does this gets one cent a dozen. The tips are sewed to a hard yet pliable leather on the two needle machines. Sometimes they are sent through a punch machine which stamps out the holes at the top for the trimming.

The girl who sews the tip on to the vamp must know her business well. The needle must go across in just the right kind of curve or the vamp will pull awry and the shoe will not fit. This pays six, seven and eight cents a dozen. The vamp lining, too, is particular work. It does not show in the finished product, but can cause more discomfort and ill temper if it is wrong than almost any other part of the shoe. The girl who does this gets ten and fifteen cents a dozen. The lining to the top is sewed on the wrong side of some shoes at five and six cents, while in others the lining is put on with the top trimming.

The eyelet row in the shoes that have the stitched trimming down either side of the eyelets in laced shoes is done on a two-needle machine for four, six and seven cents a dozen. A dozen is a dozen pairs. There is a machine which punches the hole and forces in the eyelet at the same time on a whole row; another one does one at a time, and still others perform only one operation, that is, one punches the hole, the other puts in the eye. There is a buttonhole machine that finishes the buttonhole in two strokes; the knife falls and the hole is cut; the needle does its work and the thing is done almost in the space of a breath. Then there is a folding machine which cuts little slashes and folds over a narrow edge to serve as a hem for tips and vamps.

The girls at these machines get from 2½ to 12½ cents a dozen. One girl folds the hem for vamps by hand, rolling an iron roller over the leather. She is paid \$8 a week. When the upper part of the shoe is finished and the vamps are sewed to the heels the whole thing goes to the vamer, who sews the tops and vamps together and sends them to the men to put on to the soles. Vamping is the most difficult and best paid part of the women's work. They receive from twenty to twenty-five cents a dozen, and sometimes earn as high as \$18 a week.

Specialization is run mad in making shoes. Each small operation necessary to the completed article is in itself a trade. One girl learns to sew a back seam, and she sews back seams until death or marriage takes her out of the factory, and sometimes, after marriage, she does not go away, but keeps on sewing back seams.

And the strangest part of it is that she likes it; that she will not consent to change her work without a storm when the foreman orders her on to a new job. I asked one foreman: "But don't they go crazy over the monotony of the thing?" He smiled and answered: "No; it would seem that way, but it is not so. A girl gets used to doing one thing, she is proud of her skill when she becomes proficient; the longer she works at it the more money she can make, and she does the same thing so many times in the course of a year that it gets to be so mechanical she does not know she is doing it. I find it hard to get them to change. Even when I want to put them on work that will pay them better they balk. Of course,

they have to learn, and perhaps while they are learning they won't make as much as they made before, so they dread that six months of apprenticeship. And, too, the associations have something to do with it. A girl gets used to a machine in a certain place; gets "chummy" with girls about her, and she won't go away from them. Take that girl who rubs seams, for instance—that is about as monotonous as a thing could well be, and I couldn't bribe her to quit it."

And it does seem that a factory girl grows to be two people. One sits at a machine and is herself a machine. She thinks of her work in a way; is conscientious, industrious, deft; the other is a girl, and very much a girl, she can think of a thousand things, dream wild dreams, sing "coon" songs, flirt with the foreman or any other man happening to be near, plan her spring dress, gossip and chatter while her twin self is working like lightning to make money for her.

If you want to realize "How use doth breed a habit in a man," and how life is made up of habit, study factory girls for a while. To the question I have asked so many times, "Do you like your work?" at least 300 girls have answered in the same words, as though trained by a merciless stage manager: "Sure, we're used to it already." These are the young girls.

Most of the older women have a perpetual air of high anger, and when you ask this question of them they shrug their shoulders and smile cynically as they say curtly, "You've got

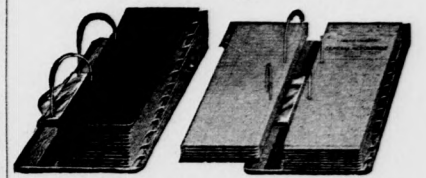
to like it!" and turn back to their work. This, however, is not so true of the shoemakers.

There are fifty-five establishments making shoes in Chicago with a capital of \$5,351,482. The census of manufactures gives 5,553 people as the number of workers employed, but I was unable to find what proportion of these are women.

There is a slack season in the business of at least two weeks twice a year, making four weeks and sometimes longer when there is little or no work and which the girls have a horror of. As one girl said: "We've got to save up money for that time or we don't eat and sometimes it is hard to remember."

Zelda Ermine Stewart.

The "Ledgerette"



EVERY RETAIL STORE needs this device for keeping in a systematic and convenient order all accounts of a small or transient nature. Easy, simple, labor-saving, indexed. Ledgerette with 500 printed statements punched, perforated, complete, for..... **\$2.25**
Ledgerette with 1,000 statements..... **\$2.75**
Send today for sample statements and descriptive circular.

W. R. ADAMS & CO.

45 Congress Street West, Detroit, Mich.

Some people look at their watches and guess at the time---their watches are not reliable. Some use flour with the same uncertainty. Better use

Ceresota

and be sure. The little boy on the sack guarantees its contents.

Judson Grocer Co.

Wholesale Distributors

Grand Rapids, Mich.

THE MERCHANT PRINCE.

One Great Reason for His Wonderful Success.

In these days of opportunities, effort and successes, there is nothing more vitally interesting than to study the ideas and results of a man who has attained wealth and respect through his own efforts. In the past we looked to the East for men possessing energy, foresight and judgment, but the West has not been asleep all this time; it has been growing, creating events and developing men, until the East wonders at the West, as the West once wondered at the East.

Organization, the ability to marshal forces, is the distinct contribution of the West. This power has had many fortunate representatives, but there are two names that stand out as leaders in the midst of this forceful army: William Rainey Harper, the great organizer in the educational world, and Marshall Field, the organizer of industrial methods, are two names that have won international regard and admiration. These two men, although they worked in different fields, had the same power of recognizing opportunities and improving conditions.

This talent in the case of both of these men was inherent, but was developed through constant effort and experience. Marshall Field got his first business experience on an Eastern farm. He worked and struggled until he became an excellent farmer, and then he longed to become an able merchant. His ability was first

tested by a Conway (Mass.) merchant who took him and after a trial imparted to his father the information that "this boy was not cut out to be a merchant." But young Field was unwilling to let this verdict stand, and so he went West to find a job in Chicago, along with a great army of settlers who were seeking opportunities in this rapidly growing section. He came without a fortune, but he was armored with stronger weapons. He loved work, had a grim determination to succeed, and was possessed of clearly defined ideas.

His cardinal principles were for the successful merchant to satisfy the needs of customers, to give honest representation of goods, to offer the best goods for the least money, to pay cash and to give credit only for a limited time. He started in as a salesman, and began to work out his philosophy by studying the needs of customers.

Wadsworth & Co., the firm by whom he was employed, recognized his ability, energy and ideas and soon accepted his conception of organization.

His system was soon tested in the great panic of 1857, with the result that Cooley & Wadsworth stood unshaken. The firm soon changed to Cooley, Farwell & Co., with Marshall Field as a junior partner. The business enlarged and progressed until the firm became Field, Palmer & Leiter.

These men saw that the West was growing rapidly, was clamoring for

better things, and they stood ready to meet the demands. The Chicago fire did not perturb them; they opened up a store in a barn. After the fire was over they built a larger store in State street, and were as determined to make it as beautiful on the outside as it should be successful within. The store occupied seven-eighths of an entire block. This business house included six buildings. The total floor area was a million square feet, but at the time of Marshall Field's death it occupied an entire block. This house recognized the fact that a store, to sell, must have a force of buyers constantly gathering in goods from all parts of the world; the stock and assortment must be kept up all the time, the merchandise must be displayed, advertised and sold to the best advantage. To accomplish this the merchandise is divided into sections, and each section is in charge of a section manager.

The management of the house and all problems concerning the house as an institution are given over to the general manager, under whom directly come six great subdivisions of responsibility, including the superintendent of employes, of systems, of building and fixtures, supervisor of expense, of counting room and merchandise manager.

Each head of a different section is the buyer for that section and is permitted to go to any part of the globe to find the merchandise he needs. The conception that underlies such buying is that to sell effec-

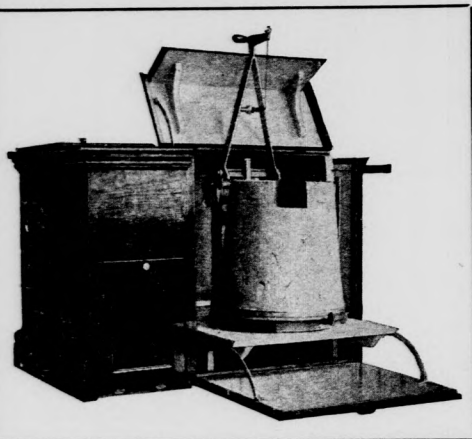
tively one must offer the best goods for the least money.

One of the special features of the organization is that any one of the employes, from the youngest cash-boy up, has the privilege of taking up any point of question directly with the general manager. Thus a continual process of education is ever going on. Every man in charge is instructed to give his information to his subordinates, thus making every link in the chain firm and strong. The hoarding of knowledge is not countenanced, as it is no protection to an employe, but is injurious to the system. By this method the responsibility is placed and divided. Every employe is made to realize that he has some part to play in the great successful organization. The following story well illustrates this point:

A little child once referred to the Field establishment as though it belonged to her father, because he was employed there. When the mother apologized to Mr. Field for this error, he explained that if he knew of any man on his pay-roll whose children did not entertain that notion he would feel like discharging them.

Mr. Field knew that the successful merchant must not only be able to see new conditions and know how to meet them, but that he must gather men about him who also have these talents. For a fountain can not rise higher than its source, and a leader to be successful needs good followers. He wanted able men and

STOP YOUR TUB BUTTER LOSSES



Increase Your Profits. Enlarge Your Sales. Save Waste, Time and Labor with a

Kuttowait Butter Cutter

Cuts to exact weight any sized cake, getting every ounce out of a tub.

Read what these grocers say:

Chicago, Ill., Feb. 8, '06.

Gentlemen:—The Kuttowait Butter Cutter we purchased from you some three weeks ago has been in daily use ever since and its work is most satisfactory. In fact, we would not do without one.

Yours very truly,

ALTENHOFEN & BORNHOFEN,

410 E. North Ave., Chicago.

Send for more such reports.

The Machine and Refrigerator shown above gives you a complete, attractive, money making saving butter department. **Pays for itself in four months.** We will furnish you with cartons, which will enable you to put out a package as tidy and appetizing as prints. **Let us show you.**

We want men to act as agents in all parts of the country.

FILL OUT THE COUPON AND ADDRESS

Name

Street

City.....State.....

Kuttowait Butter Cutter Co.

68-70 North Jefferson St.

Chicago, Ill.

he was anxious to get them at any cost.

And still Marshall Field was the man behind the throne, the brain power, the force that gave vitality and success to the entire organization. Wonderful as were his results, his methods were simple; he tried to study conditions, made it his business to eradicate weakness, foresaw opportunities and utilized them to advantage.

The experiences he gained and the ideals he established were not the result of chance, but of a superior intelligence sometimes termed "Yankee ingenuity." He carried this same intelligence into his charity as in his business undertakings, and because of this he is recognized as having been the foremost business organizer in the West and the world's ablest merchant.—Delia Austrian in My Business Friend.

The True Christian Does Not Indulge in Slander.

Written for the Tradesman.

I suppose I am not a very deep-seated Christian, in fact, I don't pretend to know very much about the theories and dogmas of religion, but this much I do know:

If I claimed to be a genuine Christian I wouldn't be a back-biter. I wouldn't say pretty things to a person's face, as if I were the greatest friend in the world, and then, just as soon as his back was turned, stab him by speaking out all the ugly thoughts that came into my head about him.

This is all the worse when the vic-

tim of misplaced confidence is a woman. There is nothing to be compared to the lengths one woman will go in throwing mud on another woman's character. Perhaps the two have been intimate companions. Matters have gone on between them perfectly amicably. They have a good deal in common and quite a friendship may have sprung up between them and have continued for some time. Then, all of a sudden, some "little rift within the lute" may make the music of their friendship mute. Not so with their tongues! Would it were, but the feeling they formerly held for each other seems but to whet their unruly members and now they can not talk fast enough to spit out all the mean things they want to say.

But it isn't always what they say that does the most hurt, it is what they don't say—the inferences—the innuendoes, "the damning with faint praise," as Pope puts it. Some women seem to take a fiendish delight in tearing down another's reputation by ventilating their suspicions, even when they have nothing definite on which to base them. Such, generally, by their course of reasoning but disclose what they themselves would do under similar circumstances. I have heard a bunch of women, when they thought they were alone (but I was out on a vine-clad porch, in hearing but out of sight), tear all to shreds the good name of a good woman. It made my blood boil to step in and cuff every one of them! And they were each and all supposed to be

"the salt of the earth," too! I could not have believed it of them had I not heard with my own ears their wicked allegations.

This manner of talking is just as reprehensible in members of the Sinner Sex. I have heard men hint at things in the lives of their brothers for which there was not the least foundation. They merely let their tongues get busy in an endeavor to tell an interesting(?) piece of news. I used to think that the women had a mortgage on all the tricks of calumny, but I have changed my mind; the men are a very close second, if they do not actually many times outstrip their feminine competitors. You would imagine that, seeing how condemnable in the women is the habit, the opposite sex would be more careful, more moderate in speech. Such caution is often disregarded by them, however, and they frequently rake others over the coals with quite as reckless disregard for consequences.

Slander grows like a snowball kept rolling. One person will tell a thing thus-and-thus. The listener will repeat the story with words that have just a shade of difference in the meaning. By the time four or five persons have retailed the statements, they will have materially changed their complexion. When a dozen have passed the narrative along, it has scant resemblance to the original. In the beginning the things said may have been entirely within the truth. When twelve have rehashed them they are bald mis-

statements—not to call them by the harsher name of downright lies. And yet all along the line not one of the dozen people may have had the slightest intention of prevaricating.

The insinuating look, the spoken defamatory word, the written aspersion can never be recalled. The Christian indulges in none of these sins. If he does he is not a true one. John Burns.

His Difficulty.

Mrs. Crimsonbeak — There is one thing about my husband I never could understand.

Mrs. Yeast—And what's that?

"Why, when he comes home late he can't find the keyhole, but when he gets inside, from the noise he makes he seems to find everything in the room."

The popularity of Mark Twain, the noted American humorist, is attested by the fact that an autograph letter written by him to the late Thomas Nast, the cartoonist, brought a much higher price than other similar letters written by men whose fame might be considered greater. There is no doubt that Mr. Twain occupies a distinct place in American literature and that his works will continue to give pleasure to many future generations. The letter referred to an offer made by Twain proposing a joint lecture tour with Nast, a proposition which the latter at a later period, when his fortunes were not at so high an ebb, regretted that he had not accepted.

95% of Your Capital

is tied up in your stock!

The other 5 per cent. is in your daily cash balance.

Thrifty merchants believe it pays to invest \$200 to \$600 in cash registers to keep an accurate check on 5 per cent. of their investment.

How about the other 95 per cent.?

Have you a daily check on your *merchandise*?

No! And furthermore have you ever been able to estimate how much of a loss you are sustaining through your use of the old-fashioned, inaccurate scales?

Moneyweight Scales

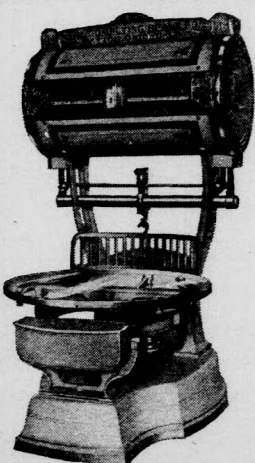
will *weigh out 100 per cent.* of the weight you paid for when you bought the goods. *No other scales* will do this.

MONEYWEIGHT scales are demonstrating every day that they save more than they *cost* while being paid for, therefore in reality they cost you *nothing*!

Although they cost the merchant but a *trifle* compared with a cash register, MONEYWEIGHT scales are the *only accurate check* on a stock worth *many times* the amount of the daily cash balance.

Drop us a line and let us explain how MONEYWEIGHT scales prevent *overweight* and in this way alone pay for themselves in a very short time.

MONEYWEIGHT SCALE CO., 58 State St., Chicago



Scale No. 95



No. 84 Pendulum Automatic

CLERKS' CORNER

The Circus Which Never Reached Town.

It had been but a few months since the new clerk was merely a farm boy. Only a few brief months ago he was carrying pails of milk to the weaned calf, and trying to keep up with the other men with hoes, he having the poorest hoe in the armory, and weeding onions all day long when the fish were said to be biting nicely over in Corning's Pond, or driving the oldest team for the cross dragging of the summer fallow (only he called it "foller")—and goodness knows he'd better have stayed there than to come into a village shoe store, but he didn't.

Once he had been to a circus. One happy day two years ago. The 'country route' men had stopped at his dad's barn, which stood by the road, and offered three tickets for the show for the privilege of putting the gay bills on the side of the weather beaten old barn. He remembered well how, with a business inspiration of which he had always been a little proud, he had insisted on four tickets, which would be just enough for him and his brother and his father and his mother. His father being away at the time it was well he remembered this. And he remembered when his father came home how indignant he was with his son for permitting such ungodly things as circus posters to adorn the barn of a deacon in the Presbyterian church until he had exhibited the order for four bits of admission, and then of how his father had patted him on the head and allowed him to keep one of them.

I say he had always been proud of this transaction. Always, that is, until he learned later of how much Jimmy Brooks, with a much smaller barn, a mere shed as it were, had succeeded in holding the bill posters up for six tickets. But then, that was neither here nor there. He remembered well the joy of having those posters there on the barn to look at every time he drove the cows to pasture and every time he brought them up the road, and on his way to school and on his way home, and at any odd time until the circus day was past, and for long days afterward he looked at them with retrospective joy.

Of course the circus was different from the bills. Some of them regretted this, but not he. Had it been an exact reproduction it could not have pleased so well, but being so different as it undoubtedly was, it practically gave him two shows in one. You have seen this expression on the bills. Well, that is what it means.

And now, with nothing especially to do in the deserted shoe store he was gazing across the street to where the town gang of the circus advertising car No. 2 (no one could imagine how everybody had happened

to miss seeing advertising car No. 1, when it was around, but everybody had), where the members of the town crew, I say, were hanging lithographs in the stores across the way. They had got up the street as far as the hardware store, and every window which they had passed, save one or two, was now bright with gaudy printing.

It brought it all back to him, for the circus was coming to the little village of Mokeville on the first of May, and while he knew that he would never be permitted to attend the afternoon performance, on account of the rush of country custom, he knew that a glimpse of the morning parade would be his, in all probability, and if he could spare the money he would probably be permitted to attend at least a part of the evening show.

Just then the gang which had been working on his own side of the street opened the door and came in. They were a breezy pair. One of them carried a great bundle of lithographs and cards and the other had an extension magnetic tack hammer, and a pair of long lithographing sticks.

The man with the sticks and the hammer surveyed the window trim for a moment and then glanced at the broad plate glass of the window itself. "A dandy!" he ejaculated. "A beautiful spot for a flash—an over Sunday flash. Howdy do," he said. "How do you do," answered the little clerk, every nerve on edge with the importance of the matter and remembering his famous coup of the side of the barn.

"Do you mind if I put litho's in your window for the circus?"

"Why, I don't know. Mr. Walker isn't in and I don't know how he feels about it."

"When'll he be here?"

"He's gone to the city and won't be back until Monday."

"Anybody in charge here?"

"Only me and the other clerk, and he won't be back until 3 o'clock."

"It's a cinch for a flash anyway," remarked the assistant in a bunch of words which came from the side of his mouth in a tone which was inaudible to the little clerk.

"Ah, yes, indeed," mused the master of the sticks. "Of course you can't be expected to be able to give permission, and yet if your proprietor likes—"

"He never lets 'em put op'ry house bills up," remarked the little clerk, hastily.

"Ah, yes," laughed the lithographer, "but a circus is so different. Why down in the next town but one, the minister of the Congregational church came over to our wagon and begged us to come and post some bills on the side of the church, and you know how hard it is considered to get a bill posting privilege on the side of a church."

"I should think so," said the little clerk.

"But of course," continued the lithographer, conscientiously, "he wouldn't let us put up anything but the pictures of the animals and the street parade. He said he liked to have them there to attract the Sunday

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

25,000 TELEPHONES

to which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange which now has 7,250 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.)

For further information call on or address the company at its office in Grand Rapids
E. B. FISHER, SECRETARY

Burnham & Morrill Co.

There Is No "Just As Good"

in all the realm of canned goods when it concerns



PARIS SUGAR CORN

for 30 years the acknowledged AMERICAN STANDARD OF QUALITY, by which all other sugar corn has been judged. Add a new stimulus to your business and prestige to your store by handling Paris Sugar Corn—the corn that is absolutely free from adulteration or any form of chemical sweetening, the choicest Maine corn grown, canned at the proper time with care and scrupulous cleanliness, preserving its natural tenderness, sweetness and creaminess. Write your jobber for prices. If he cannot supply you, send us his name.

BURNHAM & MORRILL CO., Portland, Me., U. S. A.

BALLOU BASKETS ARE BEST

A Conundrum For You

Why are Ballou Baskets like hard boiled eggs?

Because they can't be beaten.

STOP GUESSING

You've hit it and many another has solved it before you. Our baskets have a reputation, national in its scope, and we want YOU to "let us show you."



See that DISPLAY basket? That will sell you more goods in a week than a pasteboard box will in a year. Try it.

BALLOU BASKET WORKS, Belding, Mich.

school children. No performers in tights, or anything like that, he insisted. But then they all know this show and make a little difference for it." He winked at the assistant at this point, but the little clerk didn't see.

"I don't know what he'd say if he was here," said the little clerk.

"I know," said the assistant, "but of course it isn't for me to say. He'd say, go on and put them bills up and leave a brace of passes. That's what he'd ejaculate, and if he comes home and finds his windows discriminated against, and no brace of tokens in the cash drawer, there'll be one head clerk who'll be sorry about something."

"I hardly know what to say," remarked the former farm boy.

"I'll tell you an easy way out of it," exclaimed the lithographer, happily. "We'll just put up two or three good ones, to be on the safe side, and leave the passes with you. If, when he comes home, he doesn't like it, you can tear up the passes and all will be well. If he does like it give him the passes."

"I guess that's all right," said the boy. "How many passes would you leave?"

"Why, I don't know. How many would you think you ought to have?"

"Why, once, I let a man post circus bills on the side of our barn, and I made him give me four."

"Four!! Oh, but then that was the side of a barn. You'd want this in the same proportion, now, wouldn't you?"

"Yes, sir."

"That's good. Now let me see. The barn was about five times as large as the space we would occupy on the glass here, wasn't it?"

"Yes, sir."

"That's right. And you ought to have one-fifth as many passes, according to that, isn't that it?"

"Why, y-e-s, I—"

"But we can't divide four passes by five, so I'll have to strain a point and give you a whole one."

"Two passes is the lowest," remarked the little clerk firmly. He was getting on solid ground now.

"All right," said the head lithographer, smiling as he selected three big one sheet bills and hung them high up in the window with great dexterity, and leaving two bits of paper, each of which entitled the bearer to admission providing the bills were left in the windows until the day of the show, with the lad, the lithographers hurried on to the next store.

The little clerk went out and admired the bills in the window from the outside, looking at the pictures through the backs for awhile, read all of the fine print on the passes, waited on an old lady who wanted to buy a pair of web slippers, sat down and read the fine print through again, and looked up to find the head lithographer standing before him.

"I happened to think," said the glib man, "that I sort of needed a pair of shoes, and that maybe you an' me could make a little deal."

"What sort of a shoe?"

"Oh, not too heavy, and not so mighty good. I'm climbin' in and out o' windows all the time, and a heavy shoe don't go. Now there's one; how much is that?"

As it chanced the shoe the young man picked up was a double P. M. ringer of many seasons' standing. There was a P. M. of \$1.50, if you sold it at the mark, \$5.50, and all you got above \$3, and if you had to sell it at \$3 you got a quarter then, and if you could get any sort of an offer at all you were to notify the boss before you allowed a customer to escape.

It was a shoe which should never have been in a country store at all. The toe was pointed, the sole was thin, the width was out of the class of anybody for miles around. There was a scoloped tip of colored leather on it, and foxings of the same ran up past the lacing hooks.

"The shoe," said the lad, "was bought to sell for \$6.50."

"Cheap enough," exclaimed the bill poster as he deftly slipped off his worn foot covering and nestled his wizened little foot into the narrow shoe, where it fitted as though the last had been carved by years of patient toil for his foot alone.

"That," he remarked, "is the candy. Now, I'll tell you how it is. I am just a little bit short this week. We missed our pay draft last week, on account of running up the R. S. & B. C. to take the place of the opposition car for a few days, and we won't get our comin's 'till next Monday night. I don't like to give the boss a hurry-up touch this time in the week, 'cause we'll sure get our rhino next Monday. I have but three bucks left in my jeans. Now, I don't want to beat you down on your shoes at all, but I got to save a half a buck for tobacco and all that, which leaves but two-fifty cash that I dare throw. Now, my friend, I'll tell you what I'll do, all right and quiet and nothing said about it. I'll give you those two and a half bucks in cash and the rest in passes to the show. That is the money

and eight passes, what do you say? Just between you and me, and not goin' no further?"

"Why, why, I don't know—I—it's so unusual. Will the passes be all straight? Do they allow you to buy goods with tickets?"

"Sure! We're allowed to do it when our pay draft misses us. I'll have to put in a report all regular. You'll find these passes will be all correct."

The little clerk had been in the business but a short time, but he knew that if the boss were there he would trade those shoes for \$2.50 in cash and a dead cat if necessary, and after thinking it over a whirling moment he took the money and wrapped up the shoes.

When the lithographer had passed on there were four more bits of paper left, each admitting two persons to the great show. One said: "Account litho flash over Sunday," another had the scrawled endorsement: "Account banner on milk wagon." The third read, "Account litho daub for flash, side of store, 218 Main," and the last one said, "Banners on trees, residence section."

The little clerk did not understand all of this very well, and he wondered if it was strictly right, but he knew he had good \$2.50 for the old stock keepers, and he trusted to luck for the rest.

Still, he waited with some trepidation for the return of the boss, and the more he thought about it, and the longer he waited the more he trepidated. It occurred to him that the best way out of his dilemma was to speak right up as the proprietor came in.

The lithos looked well to the people going to church on Sunday, and when the boss appeared early Monday morning little Willie spoke right up promptly: "A man wanted to put a lithograph in the window, sir, and I let him do it, with the understanding that if you didn't approve you could have them removed."

"Em-m! Yes. You ought to stung him for a ticket."

"I did, sir."

"Get it?"

"Yes, sir."

"Ought to got two."

"I did, sir. Got two."

"Oh, you did. Good thing. All right."

"I sold those pointed toed foxed shoes at a sacrifice, sir."

"I know 'em. Did, eh? How much? \$2?"

"No, sir. I got \$2.50, and I—"

"All right. Good sale, even if you don't get any P. M. Glad to get 'em cleaned out."

"And, sir, besides, I got some more tickets, to boot. It was a circus man I sold to."

"You did? How many did you get?"

"Eight, sir."

"Good land, boy, you never ought to be in this petty larceny business, you ought to get apprenticed to a trust. Eight, eh? Well, you can have half of 'em and I'll take the other half."

And I hate to conclude this more or less true tale as I've got to do it, but the fact remains that the circus stranded the third station down the road and never reached Mokeville at all.—Ike N. Fitem in Boot and Shoe Recorder.

Sometimes the poorest are those who are richest in the world's goods.

All things come to him who waits—if he tips the waiter enough.

Window Displays of all Designs

and general electrical work.

Armature winding a specialty.

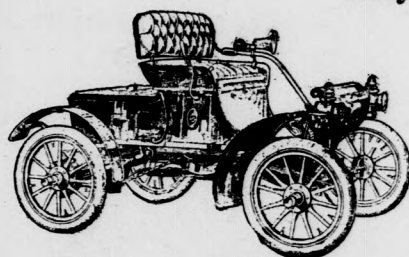
J. B. WITTKOSKI ELECT. MNFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437

MAKE MONEY ON YOUR NEW POTATOES THIS YEAR

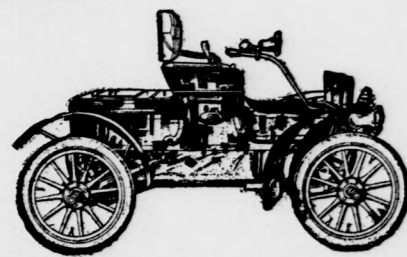
No need to turn your fingers into "paws" or "potato diggers." Get a Hocking Hand Scoop. A mighty neat and quick way of handling peck and 1/2-peck quantities. It picks up the small potatoes with large ones, and two scoopfuls fills the measure. Price 65c. Order one or more of your jobber or W. C. HOCKING & CO., 242-248 So. Water St., Chicago.

Oldsmobile Runabouts

You see them wherever you go.
They go wherever you see them.



Either Style
at
\$650



For over six years the Oldsmobile Curved Dash Runabout has been the acknowledged leader in the two-passenger, light car class, and its exploits have astonished the world.

For 1906 the Oldsmobile Runabout is furnished with either straight or curved dash, as shown above. For winter use or stormy weather either style can be fitted with top and storm front for \$25 extra, and makes a comfortable closed car. This equipment is well adapted to the requirements of physicians, rural mail carriers, and others whose duties call them out of doors in all sorts of weather.

Oldsmobiles are also built in two styles of touring cars, at \$1,250 and \$2,250. Ask for descriptive books.

Adams & Hart, West Michigan Agents

47-49 North Division St., Grand Rapids

AFTER MANY DAYS.

An Instance of Casting Bread on the Waters.

Written for the Tradesman.

I hadn't seen Jim Patterson for something like five years, and while I was getting impatient for the arrival of the Omaha train at Hastings he and I were bridging the interval with the help of a good cigar when an automobile whirled up to the station entrance. Out of it sprang a man of 45 perhaps and with the tenderness of a mother helped out a man some twenty-five years his senior.

"You want to watch 'em," Jim remarked under his breath. "It's one of those instances that beats anything you find in the story books and never gets there because it's something that's happened right before your face and eyes. The old party is Col. Dean, of Denver, and his nurse there is Morris, the head of the Denver house of Morris & Parker. Here comes the train. I'll tell you the rest later. Watch."

The belated train was at once besieged by the crowd of impatient travelers, in the rear of whom the Colonel and his charge were deliberately following when the conductor with a "Step lively, old man," was suiting the action to the word and started in on what was intended to be something of a hustle. His hand was gently but firmly removed from the old man's arm.

"Don't be too officious, my man, I know you are late three-quarters of an hour, but this gentleman isn't to blame for it and he isn't going to pay for it any more than he has to," and without needless delay and certainly without further hustling the train went puffing towards the sunset.

"You see," resumed Patterson when we had settled down for the long, wearisome ride, "when the Colonel was a youngster, 16 or 17 years old, he came from somewhere in the East to Denver to grow up with the country. He hit the house of Dean Bros., at that time the strongest firm west of the Mississippi with the traditional 10 cents in his pocket.

"It's one of those instances where luck comes in—there's no other way of accounting for it—and the boy blundered straight from the station into Dean Bros.' front office. The Colonel, the head of the house, was down early that morning and was alone. Seeing a shadow in the open doorway he looked around and saw young Morris standing there with his hat in his hand, looking tired and hungry, and he certainly was dirty. The Colonel wasn't talking for the papers and he snapped out, 'Who in — are you and what do you want?' The boy, not at all disconcerted by the roughness of his greeting, simply said, 'Is that where I am? I didn't know. I want a job and I'd as lief have it here as anywhere!' For an instant there was every promise of a cyclone, but the next moment the man at the desk was roaring with laughter and the boy sitting on the chair, pointed out to him, was fumbling his hat and waiting for the man to get through. That took a

good while. He tried to go on with his mail, but every once in a while he'd break out with a laugh, and then all at once he put the letters down to attend strictly to this unexpected business.

"What's your name, young one?"

"Harold Morris, and I've come from Rhode Island. Father and I didn't get along very well together and when I wouldn't do one day what he ordered me to do, he told me to clear out and never let him set eyes on me again. When I asked him where to he told me to — and here I am."

"That time the Colonel didn't laugh. He watched the boy while he was talking and when he had finished he asked him if the orchards were in blossom and whether there were lilac bushes growing by the front windows, and if he had picked any pink arbutus blooms that spring. Morris said he had, and then they both seemed to have the same thing in mind and the young one went on:

"That last was what the fuss was about. Mother wants the pinkest she can get and I know where to pull them by the handful, only it's a good ways off, and that morning I got up early to drive the cows and didn't get back quite as soon as I ought; but I'm glad I got 'em and I'd do it again!"

"The Colonel couldn't help laughing at the boy's earnestness and then took him to a hotel, where he had a chance to wash and have some breakfast. You can guess what followed and I shall leave that out.

"Some four or five years went by and Hal, as they all called him, was forging ahead and getting to be the pride of the house and, better than that, the joy of the Colonel's heart. Then the whole concern was thrown out of gear by as rascally a job as ever saw daylight. There isn't anything especially startling about that, but when Colonel Dean and the rest of the house after a wearisome session were compelled to admit that things looked mighty black for Morris and all the other members of the firm were clamorous for his immediate arrest and punishment, the Colonel bringing his first down upon the table with a bang exclaimed, 'Gentlemen, I have reasons for believing that we are laboring under a great mistake and I will take it upon myself to find what that mistake is within a week.'

"The immediate adjournment that followed was succeeded by summoning Harold Morris to the front office. He came with a wonder in his eyes that soon gave place to a deeper emotion when he learned the extent of the charges and the directness of the proofs that centered only upon himself. Carefully over the whole ground did the two go together and when the end came it was Harold Morris who spoke first:

"It has an ugly look, Colonel Dean, a mighty ugly look; but it's only a look so far as I am concerned. I am not the rascal."

"The brief silence which followed was broken by the Colonel, who exclaimed rather than said, 'I'll give you a chance, Harold, to be candid

Leading the World, as Usual

LIPTON'S
CEYLON TEAS.

St. Louis Exposition, 1904, Awards

GRAND PRIZE and Gold Medal for Package Teas.

Gold Medal for Coffees.

All Highest Awards Obtainable. Beware of Imitation Brands

Chicago Office, 49 Wabash Ave.

1 lb., ½ lb., ¼ lb. air-tight cans.

S. B. & A. Candies

Take the Lead

Manufactured by

Straub Bros. & Amiotte

Traverse City, Mich.

First Annual Food and
Industrial Exposition

Held under the auspices of the

Lansing Retail Grocers' Association

At the Auditorium Rink

May 28 to June 2, inclusive

Prices for space, prospectus and all information
furnished on request by

CLAUDE E. CADY, Manager, Lansing, Mich.

This is a photograph of one
of the jars in ourScientific
Candy Assortment24 fine glass display jars holding
120 pounds of high-class candies.
One of the best propositions ever put
out by a candy manufacturer.

Send us a postal for further particulars and price. It will pay you.

PUTNAM FACTORY, Mfrs.
Grand Rapids, Mich.

with me; if you did it, say so, and I'll stand by ye. Did you do it?"

"No!"

"That's all," and young Morris left the office, knowing that one man out of five stood between him and the penitentiary, so strong was the circumstantial evidence against him.

"As it may well be supposed the week that followed was a busy one; but when the directors were called together the conditions were not changed. What did appear was a determination on the part of the members to make an example of Morris for the benefit of all concerned. The dishonesty had gone on long enough. From the day the boy had been set to work the mischief had been going on, and now that the thief had been caught the next step was to land the scamp in the pen where he belonged. 'I call for a vote.'

"Then was the time when the Colonel came down flat-footed. 'This is one of those instances, gentlemen, where it's best to go slow. This evidence is strongly circumstantial, that is all. Not a single charge is proved. What the firm is interested in just now until the thief is caught is the loss so far sustained, and I am so sure Morris is not the thief that I will be responsible for the \$15,000, the full amount of the defalcation, and will sign a personal check at once if the firm so desires.'

"What if the stealing goes on, as there is every reason that it will go on?"

"I'll be responsible for that, too, if you find Morris to be the thief. There is one thing more that may as well be said now as later: I am not especially pleased with the animosity which has appeared against young Morris in regard to this whole affair. He isn't a saint; but is there anybody here who can stone him on that account? Fifteen thousand dollars are missing. You seem to think that Harold Morris has them. I haven't been hunting for that money for nothing and I want to say to you, as members of the firm, that in my candid opinion within three weeks the \$15,000 will be in the hands of the Treasurer or somebody we are all of us fairly acquainted with will be found missing. The meeting stands adjourned.'

"The last member had hardly left the office when the Colonel sent his office boy with a note to an influential member of the police force: 'Go for him,' and an hour later the head book-keeper, Kit Gregory, the Treasurer's son, was arrested as he was boarding a train.

"Then there was a time! Old man Gregory tried to resign and they wouldn't let him and to recompense them for that he insisted that it was simple justice for him to come down with the amount of the defalcation, and come down he did. Not satisfied with that at the very next meeting of the firm he expressed regret that Mr. Harold Morris had unjustly suffered from unfounded suspicions and moved that that gentleman be made a firm member; and, if the motion found favor, to recompense him in a slight degree for what he had suffer-

ed, he would turn over \$10,000 to the young man's account. The motion having been unanimously carried the Colonel begged leave to announce that he would add to the sum named the \$15,000 he had put up to make good the defalcation now happily and otherwise taken care of. Then nothing would do but the young man must be sent for. In he came, white as a sheet, looking—but not feeling; you want to remember that!—as if he had the stolen money on him.

"We have come to a decision in regard to your case, Mr. Morris. Have a chair, please,' but Mr. Morris did not please and didn't hesitate to say so—and we have concluded to make you a member of the firm as Assistant Treasurer with a capital of \$25,000 as a testimonial of your integrity, and shall be pleased to receive your prompt acceptance.'

"Then Harold Morris sat down!"

At this point Patterson took out a paper and began opening it.

"Well, then, what? You don't mean to stop a fellow in the middle of the stream and let him get ashore as best he may, do you?"

"You don't need any 'rest.' It's in all the story books I ever saw and you know it already."

"Yes, but what's what you've told to do with their being here? The winding up of a story in my opinion is the best part of it. Finish her up."

"Oh, well, as nearly as I can remember it, Morris at that time was considerably in the wild oats business, and that's what scared him so. Innocent as he was he knew that that would help to give color to this trouble and that was what Kit Gregory was banking on. Well, after the whole affair had blown over and somebody told Morris how the Colonel had taken up the cudgels in his behalf, the boy didn't seem to be the same fellow any more. He went straight to the Colonel's house that very night to thank his benefactor for what he had done and to make a clean job of it uncovered the record of his blotted past expecting to get the 'raking down' of his life. To his amazement the old man laughed. 'You little fool,' he exclaimed at the end of his haw! haw! 'don't you suppose I know. All I wanted to know was whether you risked your own money and whether you were keeping clean. You did both and when I found that out I was your man.' Then there followed a lot of fol-de-rol that you'll always find in the books and after it was all over with there was just the daintiest tap on the door and who should come floating in but Edith Dean—'Airy, fairy Lilian!'—and a minute later Mr. Harold Morris was duly presented to 'my daughter,' and that part of the story is told.

"Well, there was the wedding and 'ever after they lived in peace and died in grease and went to heaven in a frying pan,' but Morris never forgot what he owed to the Colonel. As the years went by and age came on he never left him. That's how it happens that the two are here together. That's how it happened that the conductor's 'Step lively, old

man,' came mighty near ending in a knock-down. Talk about 'tempering the wind to the shorn lamb!' that does not amount to a row of pins when compared to Harold Morris' devotion to his father-in-law. Come on into the smoking car and I'll introduce you. Ten to one Morris will have his arm around the old man's neck!"

It wasn't quite like that; but, as I watched them and listened to them I said to myself more than once long

before we reached Denver, "Cast thy bread upon the waters and thou shalt find it after many days."

Richard Malcolm Strong.

A Cleveland officer who rounded up a band of hoboes adopted a novel way to prevent their escaping him. Not having a sufficient supply of handcuffs he cut the buttons off the trousers of his prisoners and their hands were then so occupied that they didn't think of offering resistance or running away.

Heystek & Canfield Co.

The Leading Jobbers of

Wall Paper & Paints

Our wall papers are shipped to the far West and South. We Show the largest assortment. Our prices are always the lowest. Send for samples or visit our wholesale house. We are agents for

Buffalo Oil, Paint & Varnish Co.'s Paints

Complete line of

Painters' Supplies

Wholesale, 56 and 58 Ionia St., across from Union Depot

Retail, 75 and 77 Monroe St.

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.,

of Michigan

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



Fourth Annual Food and Industrial Exposition

Held under the auspices of the

Grand Rapids Retail Grocers' Association

At the Auditorium

For two weeks from May 7 to 19, inclusive

Prices for space, prospectus and all information furnished on request by

HOMER KLAP, Sec'y, Grand Rapids, Mich.

UNCOLORED SAUSAGES.

They Are Found in Every Walk in Life.*

One of the very best evidences of the keen activity, the harmonious spirit and the clear, broad intelligence of the business men of Grand Rapids is our growing habit of men in the same departments of business getting together annually for a cordial, companionable and rational good time, such as is the one we are together enjoying this evening. Fifty years ago—nay, even twenty-five years ago—such a gathering of business men as I see now before me would have created general excitement and widespread satirical comment on the part of fellow citizens in other lines of business.

What! the butchers at a banquet? The grocers at a banquet? The hardware men at a banquet, or the men in any other line of business at a banquet, all and exclusively their own, would have been considered almost revolutionary.

And the habit is revolutionary. May the revolution grow until our years are a succession of weeks with a good time each week for some distinctive branch of trade or industry.

Show me a city the size of Grand Rapids, or perhaps half as large, where the merchants do not get together once in awhile, shake hands, renew acquaintance with each other, forget business and find out that this old world of ours is not half bad, and I will show you a city where they are not completely in touch with the modern spirit of business. As the vernacular of the street has it, they are not "next."

There can be no more serious handicap to the individual, no more effective obstacle to the progress of a community, than is the development of a spirit of pessimism and one of the surest of specifics against that spirit is individual, personal good will toward the man who is your competitor in business. This world is large enough, generous enough and fair enough for all of us if only we go after all the good it has in store for us and forget the bad.

Only recently our Nation's Chief Executive has spoken his mind in regard to the "Man with the muck rake," and what he said on the subject has created as much comment, perhaps, as has followed any single utterance he has voiced. And yet he has told us nothing new, nothing which in its true, full sense every decent man can not endorse. The term "muck" can not be misconstrued. It does not mean slops, refuse, debris, carrion, stagnant water or anything but just muck—manure which, if wet and slimy, is a trifle more perfect as muck than is the simple plain manure.

The speaker or writer or complainant in court who deals in muck without truth on his side is an abominable sneak whom we all despise. The man who, having truth at his back, reveals practices which are unlawful and utterly wrong is a Man; and, as a rule, is strong enough

*Address delivered by E. A. Stowe at fourth annual banquet of the Master Butchers' Association of Grand Rapids.

to make his fight against the things complained of with dignity, fairness, honor and sometimes with success. It is the sneak and blackmailer whom President Roosevelt attacks and the man of courage whom he defends. And so say we all of us.

This world is growing better every day we live and because we live, and with millions of other good men we are contributing our mites to the betterment. Insurance frauds? Yes, they have been proven beyond question. Municipal maladministration? Yes, there have been numerous demonstrated examples. Graft here, there and everywhere? Yes, it is a fact, but I do not believe it is a fact that, in our country, with its eighty or ninety millions of people, any one hundred thousand or any five hundred thousand of those people with warped sense of honor, with overmastering greed and all-absorbing selfishness, are going to overcome the power for good that rests with the overwhelming majority which stands for right and decency.

The cry of the alarmist is voluble always, but rarely genuine. It reminds one of the small boy, Tommy, who, seized with a sudden passion for a day off from school, played "hookey" and to complete his offense, wrote an excuse, to which he signed his mother's name and which he presented to his teacher on going to school the next day. The excuse read: "Teacher. Please excuse Tommy for being absent yesterday, because I tore my pants and couldn't come."

The calamity howler almost invariably gets his facts mixed and so, in spite of his warnings, his threats and his hypothetical cases, our country goes on steadily progressing, always improving, acquiring strength, stability and influence because the large majority of our people are better, think and act better each day they live.

And it is because we think and act better that the problem of success in business has reached its splendid proportions of to-day. To-day the man who wins must think and act and work with the very best resources at his command, and chief among those superior means are courage, faith, industry and rectitude.

You gentlemen have read a great deal of late and know from experience about what has been called the "Greatest Trust in the World"—the Beef Trust. You know better than I do probably how much of truth and how much of muck there has been in the discussion. Knowing the truth, forget the muck and with faith in your knowledge and judgment act accordingly. At a recent meeting in this city it was stated by several men of experience and careful opinion that a packing house located in Grand Rapids could be made a profitable enterprise, not only to the owners, but to the farmers of Western Michigan, to what you and I know as "string butchers" and to this community in general. I am not qualified to express an opinion on that question, but I am ready to say that if the fact is as stated—if you believe

COFFEE

We are the largest exclusive coffee roasters in the world.

We sell direct to the retailer.

We carry grades, both bulk and packed, to suit every taste.

We have our own branch houses in the principal coffee countries.

We buy direct.

We have been over 40 years in the business.

We know that we must please you to continue successful.

We know that pleasing your customer means pleasing you, and

We buy, roast and pack our coffees accordingly.

Do not these points count for enough to induce you to give our line a thorough trial?

**W. F. McLaughlin
& Co.**

CHICAGO

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

If Bread is the Staff of Life

then the flour from which it is made is the most important thing you can buy

Golden Horn Flour

is the product of scientific milling. If we could make it better, we would. It is not only the best flour we can make, but the best flour made.

The test is in the baking.

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

it to be a fact—there is but one thing for you to do first. Start a packing house in Grand Rapids as soon as possible.

That is my opinion given gratuitously and so not worth much except as an expression of my belief in the value of your judgment as buyers and sellers of meats.

All Types of Humanity in a Clerk's World.

Written for the Tradesman.

There's a good deal of what you might call "cant," nowadays, in regard to a clerk's so-called obligations to that parcel of the public which does the buying, but for my part I should like to hear a little more said on the side of the one who is compelled to stand behind a counter for ten consecutive hours a day, with the exception of an hour at noon to recuperate and to gain strength for the rest of the day. The standing itself is enough to give ordinary persons nervous prostration, let alone all the responsibility, the worry, the vexations which are bound to rise.

A lady gives a reception to say 300 of her friends and acquaintances. She must have smiles and pleasantries for each one who enters. She has to be on her feet about four hours. When the function is over she is on the verge of physical collapse. Yet you might say that a clerk holds a reception nine hours each weekday, with the addition of Saturday evening, all the year 'round! With this difference, however: The guests at the reception all come in their best bib and tucker and their

manners and speech are in entire harmony with their clothes and their environment. One's dress makes all the difference in the world in one's temperament. We all know that we feel in a certain mood whenever we put on a certain garment. The feelings are greatly influenced by color, by the texture, by the style of our raiment. We often hear a person say, "I always get the blues when I wear such and such a thing," or "I always feel cheerful when I have this on." To a great extent we are what our clothes make us. I frequently wonder, on an "off day," if most of the people who stop at my counter haven't dressed themselves in the clothes they detest the worst, for some days it seems as if all the crankiness in Christendom was let loose!

In comes old Mrs. Gotgold, sailing along like a full-rigged ship in a stiff breeze. She bustles up to your department with all the pompousness she imagines her circumstances and station demand. She orders you around just to the limit she dares, making you pull down box after box to satisfy her whims, and departs under the—to her—comfortable consciousness that she has made you "stand around to the queen's taste."

Perhaps immediately following her is a woman who used to be like Mrs. Gotgold, but whose husband made bad investments and is now "on his uppers." You may be quite familiar with her position and know that she has to "pinch the eagle until it screams," as the saying is. She is a "model" woman—"a small imita-

tion of a real thing;" and so she "talks big" and you have to listen to her specious endeavors to convince you that she is still "in the swim," although you are perfectly aware that she went under long ago.

There's the stout woman of middle age who waddles toward you with the intention of buying a plaid so loud it can be heard a block off. It's sartorial suicide for her to think of herself and plaids in the same breath, and you are obliged either to sell her the monstrosity she covets or have a dickens of a time talking her out of her crazy notion. Here is where finesse is at a premium, for you have to call her corpulency "plumpness"—you must here call a spade anything but its right name. Maybe you are able to convince her as to what is best for her figure; often she will have what she wants or nothing. You are between Scylla and Charybdis: If you sell her the checkerboard the probabilities are she will hate the dress when she gets into it, and besides be so unreasonable as to lay the blame of her ridiculous appearance on to the store where she purchased it, and, on the other side, if you hand out the truth to her and tell her that she ought never to attempt plaids until she has "reduced" (though not in quite such untactful words) she may flounce out of the store and never step foot inside the place again.

Enter an old maid. One glance at her sour visage is enough to set back the days in the week. Her mouth shows she is in the habit of

shutting it like a steel trap and her speech does not belie its origin. She rakes you over the coals about a spool of silk that didn't match, and wants to exchange a 5-cent handkerchief for some kid curlers. You don't make enough on the transaction to get a raise in salary, but you have to be as polite as if she bought \$50 worth.

The little chit of a schoolgirl with the importance of her age is another thing that keeps you from being a Christian. She looks down on you from the sublime heights of her impudence and 30 cents is a multimillionaire's pile to the cheapness she tries to infuse in your feelings. You have to swallow it all and simply set down her execrable manners to the crassness of youth.

But the penurious woman who tries to beat you down in a one-price-to-all establishment is your bete noire. You are not allowed to cut prices to any one, the rule is inexorable. She tries in every possible way to override your objections and is quite likely to fling herself off with the statement that she "will take her trade to some place where they are more accommodating."

Oh, 'tis not the simple life you enjoy if you are clerking in a store. Of course, however, not all the people on whom you wait are like those depicted, and some of your nearest, your very dearest friends you may have made such by the courteousness, the unselfish spirit you have displayed to them in your capacity of store employe. A. Clerque.

Customers are Gained by

Accurate handling of cash

Correct credit charges

Never asking a customer to pay a bill twice

Attention to telephone orders

Tidy appearance of store

Quick service

Courteous clerks

Right change given to children and servants

Truthful statements

Good location



All these good features may be had by using a system that is of advantage to customers. An investigation of the system afforded by a National Cash Register will prove a good investment.

Drop a line to our nearest agency and our salesman will call and explain this system. It costs you nothing and places you under no obligation.

Tear off here and mail to us today

**N.C.R.
Company
Dayton Ohio**

Please explain to me what kind of a register is best suited for my business
This does not obligate me to buy

Name _____

Address _____

No. of men _____



The Country Hardware Merchant and His Store.

My idea of a country merchant is, first, that he should be a gentleman in the fullest sense of the word and realize that he is an important factor in his home town for the good or bad state of society. He should realize that he exerts an influence in his community and this influence should always be on the side of right.

He should be courteous to his customers.

Discourtesy is a crime and, if continued in, will banish any merchant from business if it does not land him in the penitentiary. He should study his business, try to understand the difference between raw products and finished articles and know their merits so that he can explain to his customers the points of excellence. He should study his customers as well as his stock and try to know their peculiarities and anticipate their wants and have goods to suit their taste. It is not necessary that he should make every one his confidant and explain to each his financial affairs and what he is doing in business, but there are two parties to whom he should never refuse to make a statement whenever requested—the mercantile agency and his jobber.

I don't suppose that anything gives the country merchant so much thought and worry as unfair competition. His city brother can have his unions or organizations and arrange prices, what each shall sell and at what per cent., and these arrangements are lived up to, but he has no such opportunity. He generally has no competitors except grocery keepers and blacksmiths, who seem to think he has encroached upon their rights and territory and they feel in duty bound to cut his throat whenever they get a chance by selling some article for less money than cost, or getting a special order for something which they do not handle and he does and letting the customer have it at cost and freight. If you are placed in such a position make it a special point to keep your store well stocked with an assortment of hardware which they do not handle as well as with the staple line they do, taking special care that you do not let your stock run out of any of these articles and adding from time to time such novelties as you can afford to pay for, working and selling all such lines at a reasonable per cent. profit and treating your competitors with courtesy until you have convinced them that you have a right to exist and that you are not trying to run them out of business, but are making but one effort and that effort only to be considered. A hardware merchant always pays for goods in time to take discounts. While the discount is small on hardware it pays to take advantage of it in more ways than one.

You save more than the regular rate of interest on your money, save the annoyance of receiving statements, and the practice begets for you a name of being prompt, which is worth a great deal to a country merchant. But if it should ever happen that you are unable to meet a bill when due, be just as prompt to notify your jobber of the fact and explain to him fully. Do not shirk or evade or withhold anything from him, and if you are the right stripe of merchant that you should be I will guarantee that he will grant you the favor requested.

Advertising is a feature of the business that must not be neglected. No one can do this for you. Of course we all have a general idea how it should be, but if you try to copy city ads. you have wasted your time and money—that is, if your town is like the general run of country towns. I consider your county paper the best medium you can use if your ads. are made attractive, not dull; honest, fair prices quoted and ads. changed every week. Follow this with circular letters mailed to your customers calling attention to special lines handled, with a polite invitation to visit your store when in town and make it their headquarters. Perhaps you can run special sales on special days. You must be judge of that.

Keep your goods in sight. Don't hide them in drawers and boxes. It is just as easy to dust and wipe off goods as to haul them out of such places when called for by customers. Show-cases and display racks are cheap and will sell you many an item in twelve months that would never be sold out of a drawer or box. Arrange your stock so you can handle it with the least expense. Group each distinct line by itself and display with price cards. Never hide goods. Your stock should be as varied as your capital will permit. Purchase anything that will sell that will yield you a good profit. Of course you know horseshoes will be called for every day, but they pay only five per cent., when the same amount invested in some novelty which will call for some of your time in selling will pay fifty per cent. This is time well spent. It advertises your store as well as being a profit-maker for you.

Push lines that make profits. Let staple goods take care of themselves. Don't get into a rut. Have some get-up and nerve about you.

Change your goods about the room. Don't allow a line to remain in one place till your customers know its position in the store as well as yourself. You are in the hardware business; then be in it. I mean by this, keep articles that the grocery store and blacksmith do not keep; make people talk about your line, show them what you carry, and have it differ from your competitors. Every merchant makes mistakes in buying, but when you find that you have purchased some article that will not sell in your town for a profit put it on a bargain counter and let it go at once—the quicker the better.

John W. Read.

The American Department Store in Mexico.

It is said on good authority that a number of American capitalists are about to establish a chain of department stores, along the line of the successful stores in this country, throughout Mexico. This has been done with great success in one of the most important capitals of South America, and it is believed that the establishment of these stores in Mexico will pay from the beginning, if for no other reason than because of the novelty of the idea.

One thing seems to be certain, in the light of several experiments that have been made in the past few years, and that is that only high-class, well-organized enterprises, backed by men of intelligence and experience, will succeed in Mexico to-day. The "Tienda," or Mexican store, has of late years evolved into magnificent proportions, and has become very popular with the native Mexican. The goods sold in these stores of the better class are beautiful and are artistically displayed, and appeal to the aesthetic sense of the Mexican.

At the present time there is scarcely a section of Mexico that has escaped the American invasion. From their inception, the American department stores would, of course, be certain of the patronage of American residents, and there is every reason for believing that the Mexicans would be just as anxious to patronize these stores, so long as quality, price, and selection of goods are adapted to the needs of the people.

A Mine of Wealth

A well-equipped creamery is the best possession any neighborhood can possibly have, for the following reasons:

1. It furnishes the farmer a constant and profitable market for his milk or cream.

2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.

3. It is a profitable investment for the stockholders.

We erect and equip creameries complete and shall be pleased to furnish, on application, estimates for new plants or for refitting old plants which have not been kept up. We constantly employ engineers, architects and superintendents, who are at the command of our customers. Correspondence solicited.

Hastings Industrial Co.
Chicago, Ill.



IT'S A MONEYMAKER

every time, but you will never know it if you never try it. Catalog tells all.

KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

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

DO IT NOW

Investigate the

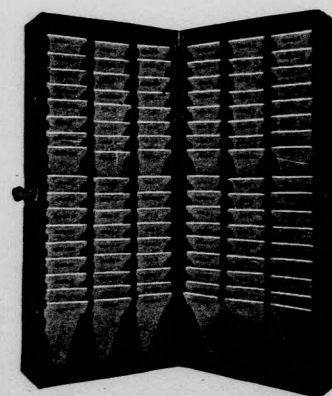
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

BUSINESS LETTER.

Writing One That Will Command an Answer.

How can I write a business letter that will be answered?

This is a daily and an important question with correspondents in large or small business houses.

If fifty per cent., yes twenty-five, or even ten per cent. of the letters mailed by large companies should receive answers, business men and correspondents alike would feel that their efforts in this direction were amply rewarded.

Soliciting orders by letter is much more difficult than by personal interview—where the personality and magnetism of the salesman count in making the sale. In either case, whether the sale is made by a personal call or by letter, the confidence of the customer must first be secured. A letter eliminates a good part of the personal element, yet it is possible to make the letter vibrate with such life and individuality that the reader at once gives the writer his confidence.

A good correspondent aims when writing a letter to interest the prospective customer, then to create such a strong desire that the customer will order immediately. Should the desire thus created be weak, the chances are that the customer will lay aside the letter and finally forget about it, or else his interest will gradually wane and he will decide not to buy. Therefore, it is important that the letter be so forcible that the recipient will answer it immediately.

It is difficult to enumerate specific ways to secure answers, although suggestions may be given that will help correspondents. In general, it is well to ask questions, invite the customer's confidence, excite curiosity, and encourage him to write for free catalogs, souvenirs, etc.

(1) Ask questions; not personal ones, but leaders. Never shock your reader. Questions offering services, or aid, as the following: "May we be of service to you?" "May we show you how our goods will make you a profit?" "May we assist you?" "Will it be to your advantage, etc?" "Do you use goods of our line?"

These questions are direct. The reader must answer them by mental process at least. By habit it has become second nature for all to answer in some way questions asked them. The correspondent seeks in his letter to so word his questions that they may be answered not mentally but on paper, and immediately forwarded.

Where traveling salesmen represent the house, and it is customary for them to call on all promising prospects, the intentions of the inquirers may be ascertained by questions that hint at the expenditure of money, as for example: "Are you ready to buy?" We ask this question because our representative intends to make a special trip to see you; if are not prepared to place your order kindly advise us at once so as to avoid the loss of your own time."

The few questions enumerated all tend to inspire confidence, because

they offer assistance, are unselfish, and have in view the welfare of the customer.

(2) The confidence of the customer may be secured in several ways. Where the goods are already in use, refer the prospective customer to some one in his own town or county who is using them and will recommend them. Sentences indicating ability to look after the customer's wants, superior quality of goods offered for sale and the reasons therefor, prompt service, a readiness to correct errors and to satisfy the customer at any reasonable cost, all tend to inspire confidence. Confidence is also secured by impressing on the customer the sincerity of your wish to be of assistance to him, to help him make money, to do him a good turn; not merely to persuade him to part with his money. The buyer and seller should both be benefited in every transaction.

(3) The curiosity of a customer should be excited, but not shocked. Arouse such curiosity that the customer will write for further particulars. If doubtful of making a sale by the first letter, yet desirous of an answer, then give just enough particulars to excite the curiosity of the reader so that he will write for complete information. The following sentences are intended to arouse curiosity: "It will be a pleasure to offer you suggestions whereby we can improve the efficiency of your shop." "You have, have you not, our catalog, and have observed therein the many practical helps which, if followed in your office, will make your business more profitable?"

(4) Get close to your customers. Make them feel that you are acting in their interest. Show them how to make money by the proper handling of your goods. Tell them to call on you whenever in need of information, and that you are at their service. Sympathize with them in their misfortunes, congratulate them on their successes, and encourage them in their "hobbies."

(5) Mechanical means of encouraging customers to answer letters are provided by the use of stamped envelopes, or return postal cards, order-blanks and self-addressed envelopes. These should be used sparingly, for an indiscriminate use is unprofitable. Every time a stamped envelope is enclosed for a reply, it is advisable to keep a record of the name, and at the expiration of a sufficient time for an answer, write again, and in a polite way call attention to the stamped envelope enclosed in the former letter. Stamped envelopes, however, do not influence the customer to answer—they only make it easier to do so.

(6) Courtesy.—Every line of the letter should teem with courtesy. It costs but small effort to be polite, and the returns for the investment, outside of satisfaction to yourself, will be large. The inquiry of the small buyer should receive as courteous treatment as that of the large buyer, for the small buyer's chances of rapid growth are proportionately better than those of the already established large buyer; the small buyer may be a large buyer to-morrow and he will

likely remember any favors received in his early struggles for success.

All in all, a good business letter should never offend the customer; it should win his confidence and make him favorably disposed toward the person or firm writing it. Human sympathy and warm-heartedness, fortunately, have an important place in business, and the more sunshine is spread through business letters, the better for mankind in general.—Wm. W. Hiscox in My Business Friend.

ALABASTINE

\$100,000 Appropriated for Newspaper and Magazine Advertising for 1906

Dealers who desire to handle an article that is advertised and in demand need not hesitate in stocking with Alabastine.

ALABASTINE COMPANY
Grand Rapids, Mich New York City



Just a word in relation to the lock with which our EUREKA and PINGREE Potato Planters are provided.

Other manufacturers of tube planters employ a spring to keep the jaws from opening prematurely.

This spring is always in a state of tension. Not only that, but as the jaws open, the tension increases.

For this reason a planter thus equipped frequently closes on and withdraws the newly-planted potato.

Moreover, the resistance of the spring must be overcome every time the planter is thrust forward—in other words, every time a hill is planted. What a vast amount of unnecessary fatigue this represents in the course of a day's labor!

We use no spring whatever; neither do we use a weight. The front jaw simply slips down three-eighths of an inch, causing a pair of studs in its upper corners to engage the shoulders in the back jaw. Simple, instantaneous, positive. It never fails to work, does not get out of order and does not add in the slightest to the weight of the planter. The jaws cannot lock until they are entirely clear of the potato, which is thus impossible for them to seize. Neither is there any tension, or resistance, for the user to overcome.

GREENVILLE PLANTER CO.
GREENVILLE, MICH.

YOU CAN BANK BY MAIL

What are you going to do when you are old and have saved nothing? One dollar makes the start then it comes easy—start today in

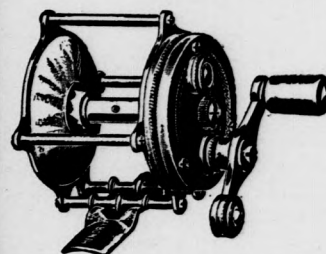
The Old National Bank

50 Years at No. 1 Canal St.

Grand Rapids, Michigan

Assets Over 6 Million Dollars

Fishing Tackle and Fishermen's Supplies



Complete Line
of
Up-to-Date Goods

Guns and Ammunition

Base Ball Goods

FOSTER STEVENS & CO.

Grand Rapids, Michigan



Some Shoe Merchants I Have Dealt With.

Continuing my account of shoe men I have met, I might mention one who was a mine of information. My observation of this man and his methods occurred when I was at a tender age of unsophistication. This quality of greenness—loudly proclaimed by every feature of me—must have appealed mightily to the salesman of whom I speak, for he was "long" on discursiveness. He loved discourse so much I wonder he missed the ministry. So far as outward qualifications are concerned he had them. The fact that he was a trifle bowlegged and had just a suggestion of nasal twang would have accentuated his individuality in the pulpit.

He was steeped to the very eyebrows in shoe lore, and the merest trifle served to twist the spigot of his loquacity. For instance my discovery of a tiny little foreign substance beneath the glossy surface of a glazed kid shoe upon which he was expatiating, changed the drift of his talk from the style-setting quality of the last to the subject of domestic and imported kid skins. "This," he said, "is an imported skin, and that little object beneath the surface is a thorn. In South America, where goats are raised in great numbers, whence come many of our finest importations of kid skins, the country is fairly covered with thorn bushes. These sharp little spikes often become embedded in the skin of the animal. They do not show on the surface, and it is not until the skin is tanned that their presence is discovered. The cheaper grades of imported skins are as full of thorns as a pin cushion is of pins. Even in the best grades you will now and then find a thorn, as you have in this case. I will show you now how this particular thorn (and it is a very small one) can not possibly mar the surface of the shoe. There! You see the thing is slight and so far below the surface that it can not by any possibility reappear.

"This stock was evidently selected with great care. I once inspected a batch of ten thousand dozen imported kid skins. That was when I had charge of the buying end of a shoe factory. Out of that entire batch you would perhaps be surprised to know that I found but one skin that was absolutely perfect in every respect. It was a little beauty, and the boss thought so highly of it that he had it framed. Somebody afterwards faked it.

"It's easy enough to be on your guard about thorns; and after all they don't amount to much, since it is only now and then that one of them makes an ugly place on the surface. The cutters usually cut around it in that case. But the important thing is to get a healthy skin—one that has life, elasticity and toughness of fibre. This is what makes a shoe wear.

"Now this shoe that you have on (and, by the way, it fits your foot to a dot, doesn't it?) is made out of a piece of healthy leather. You'll find that shoe all right—wrap them up for you? Very well."

On another occasion the subject of colt skins came up in an incidental way. I had been looking at a pair of cordovan shoes, I believe; and he made the transition from cordovan to colt. Colt skins were a hobby with him. "For comfort and wear," he said, "give me colt shoes every time. Colt skins ought to be produced in greater quantities in this country. They are produced, only we allow them to spoil by waiting until the animal develops into a monstrosity. This country ought to do as Russia does: appoint an official stock inspector to examine the newly foaled colt. What is the use of letting a knock-kneed, spavined, booze-headed colt grow up anyway? He eats up a hundred dollars' worth of corn and oats, and in the end he isn't worth three dollars. His skin might have been converted into excellent shoes and the corn and oats put to better use."

This man was the first who ever gave me any lucid ideas of the construction of a shoe. In explaining to me the make-up of a certain shoe he happened to mention the term "welt." It was a new one on me, and I must have revealed the fact by the look I gave him. Didn't I know what a welt was? I admitted that I did not. He proceeded to show me the welt. I wondered that I had never observed it before. He then explained the wherefore of it. When he got through I was convinced of two things, namely, that a welt was a very happy idea in the get-up of a shoe, and that this particular welt was an extraordinary dependable welt.

I can shut my eyes and see him; smell him, too, for that matter, for the fragrance of fine soap was ever upon him. I think he was the most incurably clean man I ever met. He always wore his Sunday bib-and-tucker. His manner was in keeping with his personal appearance. He was suave and courteous to the limit. He didn't know how to unbend. In spite of his starch and dignity and urbanity, he never disgusted one. He just didn't like dirt in any combination; and it appeared to be in harmony with his make-up for him to be always trying to keep clear of it. He must have been enormously unpopular as a schoolboy. As a man he was the model of the town. Teachers who wanted to point out to their pupils a living embodiment of the proprieties and courtesies of life referred with kindling pride to our beloved shoe merchant.

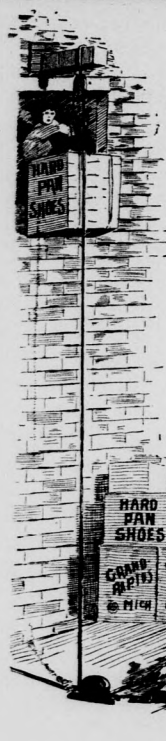
His store was just like himself: It was scrupulously neat. It was adorned with accessories whose utility was purely ornamental. His shoes were chosen with the same taste. They were good to look at. The line of dress shoes was out of all proportion to the needs of our little town. He was heavily loaded with shiny goods. They were absolutely fetching. By virtue of the sheer fetching qualities

Concentrate Your Efforts

on a few good, strong, favorably known lines of shoes, and for Men's, Boys' and Youths' wear sell

Hard-Pan Shoes

They wear like iron



You'll sell more shoes and make many times more clear profit than you can dissipating your energy on a lot of unknown makes.

Try the business-like way. Try Hard-Pans—exclusive territory—continuous sales—hosts of friends—also P. D. Q. deliveries from stock.

Hard-Pan Shoes have our name on the strap of every pair. It's your insurance against dissatisfied customers.

The Herold-Bertsch Shoe Co., Makers of Shoes
Grand Rapids, Mich.

REEDER'S

GRAND RAPIDS, MICH.

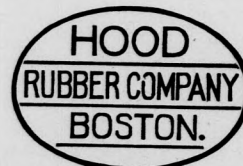


Tennis Shoes

Greyhound Brand

Best on Earth for the Money

	Bals	Oxfords
Men's White, Brown or Black.....	\$0.60	\$0.50
Boys' White, Brown or Black.....	.55	.45
Youths' White, Brown or Black.....	.50	.40
Women's White, Brown or Black.....	.55	.45
Misses' White, Brown or Black.....	.50	.40
Child's White, Brown or Black.....	.45	.35



We are State Agents
GEO. H. REEDER & CO.
Grand Rapids, Mich.

of this man's shoes the sober judgment of our community was actually warped. Grocery clerks and messenger boys bought shoes with extremely pointed toes, patent vamps and cloth tops, when they should have had heavy-soled, calf-lined shoes capable of standing hard wear.

I used to buy from this man shoes that were far and away beyond my means, and certainly in point of excellence out of all relation to the remainder of my clothes; and I seemed to buy them without a qualm. I couldn't help it.

I had gone into his store one day to buy a pair of medium price oxfords. He showed me a pair of patent colt bluchers with mat cloth tops and big flat buttons. My! but they were swell. They seemed to have a tonic and enriching effect upon me. For the nonce I felt somehow in cahoot with Standard Oil. I just feasted my eyes upon them—for I do love a handsome shoe from the core of my being. These shoes felt so good and looked so grand!

"And now, sir," he said, "how do you like them?"—"Very well," you say. Well, I should rather think so! There is nothing approaching them in the city—nothing in point of elegance and style—"Price a little beyond you?"—"Discard the notion! An elegant shoe is an asset. It pays to dress from the ground up. You are a young man (and I certainly was young, all right); much depends upon the initial impression which you make in the world, believe me, sir! Dress contributes to that impression in no small degree, my dear young man; and shoes are an essential feature of the dress. Buy good shoes, by all means! It pays in the long run. See to it that they are stylish, up-to-date, and something of which you may well be proud. I see you like these shoes, and this shows me our tastes are alike. What if the price is a trifle more than you had contemplated? After all it's a small matter. You don't buy shoes every day, you know. Believe me, sir, you will never regret it if you decide upon these elegant oxfords!"

Of course I bought the shoes. Not to have bought them would have placed me in the light of a penurious little rascal. And I couldn't stand that. I would be game—yes, even if I must pinch and save elsewhere, I would be dead game in the presence of a man like that. And after all the manner of the man was so irresistibly splendid, would it not be almost an insult to a gentleman not to buy those shoes?

Ah, my dear prince of a merchant, I doff my hat to you to-night! Yours was the hand of a master—that hand that played so deftly on the secret strings of the youthful heart that beat under a shabby coat! You made merchandise of that knowledge, but I bear you no grudge. Although the witchery of your presence and the splendor of your wares made me poor, you taught me the value of courtesy and gameness; and that's worth ten times more than all you ever made out of me!

If I were a story writer I would make grist out of this man. Poor fel-

low! Life did that for him and spared me the pains. The proprietor afterwards told me that he blew in mysteriously during a busy season and asked for temporary employment. He proved to be such a competent salesman he was retained. In time he blew out in the same manner.

He belonged to the school of repression. Was one of the kind of men that are never surprised even at the most capricious turn of the wheel of fortune inasmuch as they have figured out all of the contingencies.

He was tall, angular, sallow. The swirl of rains and the glare of suns had wrought upon him. He evidently knew life. He assuredly knew men and shoes—two things one must know in order to be an efficient shoeman.

He never smiled. At all events I never saw him smile. Yet he wasn't morbid, he never croaked. There was an atmosphere of mystery about him. You felt as if he could a tale unfold. But he never did. He confined his energies to the selling of shoes.

He made a science of it.

The minute he removed my old shoe and took my measure I knew he was a past master. When he came back with a new one I was not surprised to discover that it fitted.

The selling of shoes seemed to be this man's one object—the sole remaining joy left to him in the cup of life. It was as if he had tried everything else and discovered it to be not worth while.

The shoes were all right—the shoes which I bought from him; they were very good shoes for the money; they fitted, too—but the controlling motive which seemed to grip and decide me when I dealt with this world-weary brother of mine did not grow out of the character of the shoes so much as out of the mental status of that clerk. His soft, deep, vibrant voice was full of suppressed tear drops. I should have felt like a cad or knave not to buy. So I invariably bought the shoes and felt just a little interior expansion for so doing.

I am sorry he left our city, for he had a way of removing pretty nearly all the asperities from my shoe-shopping. He did it by virtue of the quality of his neural stuff.

The first time I entered the store I seemed to feel that he knew the business from a to izzard, and I have never since had occasion to revise the initial impression.

I had been hearing favorable reports of this young fellow for some time. So finding myself in need of a pair of oxfords, I dropped in on him. "What kind of oxfords would you like?" he asked, as a sort of afterthought, when he had taken my size and started after the shoes. "Oh, I don't know, hardly," I replied. "Something shiny, I reckon." "Don't do it!" he replied quickly as a flash. "I've got 'em; plenty of 'em, too. But I want to sell you something cool and comfortable. I know what you want. You want a pair of oxfords to wear around every day—something that will not blister and chafe your feet. Let me show you some-

MICHIGAN SHOE CO

DETROIT



Honorbilt
Shoes for Men

are just what you need to tone up your stock of men's fine shoes—besides, they are well advertised and very popular.

You will have a decided advantage over your competitor if you handle "Honorbilt" shoes and the regular Mayer Custom Made line, for which there is a steady demand. We will be pleased to send you samples.

F. MAYER BOOT & SHOE CO.
Milwaukee, Wis.



"ROUGE REX"

COLT SKIN SHOE



Just the thing for spring and summer wear, soft, pliable and tough.

406 Lace, ½ D. S., Fair Stitch, Plain French Toe \$1 80
418 Lace, ½ D. S., Fair Stitch, Tip Rockford Toe 1 85
420 Lace, ½ D. S., Fair Stitch, Plain London Toe 1 80
403 Congress, ½ D. S., Fair Stitch, Plain London Toe... 1 80

Men's Sizes 6 to 11. Buy Now—Old Prices
HIRTH, KRAUSE & CO., Grand Rapids, Mich.

thing in the way of a kid shoe that means comfort plus wear. I helped the designers work out this last, and I think we've got something worth while." Now when a man comes at you with talk like that there's nothing else to do but acquiesce. I acquiesced. The first shoes were a little loose; the second fitted as if my foot had been moulded in them. I walked out with the shoes on and never so much as looked at a shiny shoe. In the cool of the evening when I sat out on the veranda with my feet cocked up on the railing, I had kindly thoughts of that young merchant. I then knew that he knew.

He had ideas of his own concerning the requirements of the human foot. And it was no mere idle talk when he told me that he contributed to the design of the last. He not only did that, but he frequently went through the factory inspecting the work on his orders at various stages of its progress. He had a veritable nose for leather, and he understood the art of building shoes.

I never knew him to sell shoes that didn't fit; and he sold lots of them. Having once made a customer he kept him.

My soul delights in flattery. I can not help it. I am built that way. Fact is, nearly every mother's son of us loves to be cajoled. We protest against it ever so vigorously—in words—but in the quiet, innermost retreat of us we hug it to us with the fervor and passion of a lover's embrace.

To be sure there must be a certain finesse in the administration of it. Palaver of the botchy type palls. But there can be no doubt that flattery of the right kind does lubricate the wheels of business.

The haberdasher whom I have just now in mind was a skillful user of this dangerous but effective implement.

I was a stranger in the place—a city of perhaps a hundred thousand—when the need of a pair of shoes smote me. The window trim of this man's shop looked good, so I wandered in. (Next to the intrinsic fascination of a beautiful store, I think the art of displaying shoes takes rank as a trade-puller. The man who can not dress his window in a fetching way does not stand the ghost of a show in inveigling me. I just assume a priori he is a dead one.)

My dealer met me with the most ingenuous smile that ever warmed the alleged cockles of a human heart. The tones of his voice had a mellifluous quality of self-effacement and of deference. With arms akimbo and fingers interlocked he stood before me in an attitude and with an expression which seemed to say, "The joy and honor of my presence are surpassed only by my eagerness to serve you." His actual words, as nearly as I can recall them, were:

"Good morning!"

"All right; just be seated a moment."

"Seven D, is it not?"

"Now have you any particular style or kind of a shoe in mind?"

"Button or lace?"

"Now in a shoe of that description (it was something in shiny kid vamp with dull leather top I called for) I'm sure it's no use asking as to quality. I know you want something A 1.

"Do you know I can always tell by the look of a man what sort of a shoe he is likely to want? I haven't shown you a blooming shoe as yet, but I'll wager beforehand there'll be no use showing you anything cheap. You want a hummer—and I have it.

"How's that for a corker? Look at that foxy outside sole swing. Every line of that shoe is a line of beauty, and yet it isn't overdone in the least. I have the same thing in a narrowish toe if you prefer it—like the medium toe best? I knew you would! Like man like shoe!

"Fits?—Well, I should remark! Has that 'swaggerish' look about it, too.—No trouble fitting you! Your foot is the last-maker's delight—

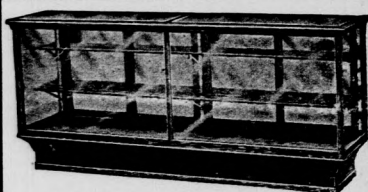
"By the way, there is a strangely familiar something about your face which I have been thinking of ever since you came in. Oh, I have it now! You remind me of R. Lynn McKay, one of our young attorneys. Are you related to him?"

(I admitted that R. Lynn was an elder son of my mother.)

"I'll be jiggered!" he exclaimed. "I see it now—it's in your eyes and voice, too! Well, R. Lynn McKay is the finest young fellow in the three cities. He's one of my customers. We are thick as custard. This beats the deuce! When did you blow in? This is certainly a pleasure—meeting R. Lynn's brother! I venture both of you fellows favor your mother! Wouldn't I like to hear her talking about you boys! I know she just idolizes you!"

(I ventured to suggest that doubtless there were times when she felt that the vigorous pommeling of us would have been the more profitable procedure.)

"Well, now, you don't know how glad I am to have met you," he said as he wrapped up the shoes. "Seems to me as if I had known you all ways. Make this store your headquarters—just feel free to run in any old time; and if there's anything I can do for you, I'll do it for R. Lynn's sake as well as your own."—Cid McKay in Boot and Shoe Recorder.



A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them.

Our policy is to tell the truth about our fixtures and then guarantee every statement we make.

This is what we understand as square dealing.

Just write "Show me" on a postal card.

GRAND RAPIDS FIXTURES CO.
136 S. Ionia St. Grand Rapids, Mich.

NEW YORK OFFICE, 724 Broadway
BOSTON OFFICE, 125 Summer St.
ST. LOUIS OFFICE, 1019 Locust St.

Last Call

On the first day of May Bostons, as well as other makes of rubber footwear, advance five per cent. If you have not already placed your order you should do so at once, for you cannot afford not to own your rubbers as cheaply as your competitor. * *

Bostons satisfy because they fit, look well, and are durable. * * * *

RINDGE, KALMBACH, LOGIE & CO., LTD.
GRAND RAPIDS, MICH.

AND STILL THEY COME

The high standing and all around merit of the celebrated **Lycoming** rubbers continue to be attested to, as evidenced by the following letter received March 26th, 1906, from one of the leading footwear dealers of Northern Michigan.

"Now that the winter is over, I have made up my mind that your **Lycoming** rubbers are the best. Please send me the following rubbers for next fall." (Detailed rubber order follows.) (Name supplied upon request.)

WHAT MORE CAN WE SAY? ONLY THIS:

Send your rubber orders to

Waldron, Alderton & Melze, Saginaw, Mich.

Wholesale Shoes and Rubbers

State Agents for Lycoming Rubber Co.

Store and Shop Lighting



600 Candle Power Diamond Headlight Out Door Lamp

made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

Quiet Market on Underwear and Hosiery.

All is quiet in the underwear trade at present. The mills long ago sold up their product; the jobbers, while still picking up a few light orders on spring and medium-weight lines and selling for fall, are not at the height of their trade, while the retailers are not finding very heavy demands for any lines. The fine merino and light-weight wool goods are displayed in the shop windows now, as well as some of the heavier grades of balbriggan. In the department stores sales have been a feature of the trade for the past month, and some very attractive offers have been made.

Among the most notable of these sales was the offering, by one of the largest stores, of a large consignment of pure linen mesh goods of foreign manufacture at greatly reduced prices. The reason given to the public for sacrificing the stuff was that the manufacturer was going out of business and closed out the entire stock on hand at a fraction of its cost. The garments, if firsts, as they appeared to be, would have been good value at \$3 each, but went at 98 cents. Even for seconds this would have been an attractive and reasonable price.

It is understood that underwear manufacturers will be hard put to it to fill orders for the fall stuff which they booked with so much avidity earlier in the season. It is said by some representatives of the mills that there is nothing in the business at the prices at which the goods were taken. The mills very foolishly sold up their entire product under an advancing market, and the natural result is that they will have to deliver the goods, in many cases, at an actual loss. The haberdasher and furnisher who placed orders at a certain price and expect to duplicate at the same price, will find that it is out of the question to get stuff at original prices. This probably will not be true of all lines. It applies primarily to cheap cotton and fleeced goods. Popular priced stuff of both cotton and woolen fabrics, however, will in all probability command advanced prices. In many cases no duplicate orders will be taken, the mills being satisfied to fill what orders they have.

Jobbers report that deliveries are being made fairly well, but they could use more goods if they were forthcoming. It is thought that some of the mills will prefer not to fill the orders they have taken rather than do it at the necessarily narrow margin or at a loss. The more scrupulous will fill their contracts and lose money—or at best will come out even.

Said a factor: "No money has been made by mills engaged in the manufacture of cheap cotton goods for some time, and some of the mills have gone out of business. Many of them are changing their location. They are seeking the small places where they believe labor will be plenty and cheap and running expenses somewhat lower. Take Philadelphia, for instance, a great textile

center. Many of the smaller mills have removed, finding it impossible to keep up under present stress.

"Labor has been a very disturbing element of late. Insistent demands are being made for higher wages, which, as profits do not warrant it, manufacturers are not disposed to grant. Not only is labor at a premium, but the large orders with which mills are loaded necessitate the employment of more hands, and consequently there is a scarcity of good workers."

Sweater manufacturers are said to be no better off. They have run their mills at no profit. They complain that sweaters are not as popular as they used to be. "V" necked garments are talked about a great deal, but the sale is not so large as one would be led to suppose. This, however, is only an individual opinion and must not be taken as indicating any well-defined pessimism throughout this branch of the knit goods trade.

Another factor remarked that the trouble with the sweater business lay in the fact that so many "no account" concerns were starting in. "Every operative who can run a machine and get together the requisite capital thinks he can set up for himself," he continued. "He sees the market advancing and thinks this a pretty good business to be in. He doesn't count incidental costs. If he took account of boxing and packing and so on he might hesitate before going into business for himself. A great many of these little fellows have had to give up lately. It doesn't pay to make low-priced stuff nowadays."

Lines of hosiery for fall and winter, 1906-7, are now on the road. Outside of a few French and German novelties, some of which have been previously described here, the numbers shown do not deviate much from the average. Judging merely by an inspection of these lines, it would seem that jacquards are to the front, especially in black, white and gray effects.

A feature of the market is the steady growth in the vogue and sale of mercerized goods. The very attractive appearance of this class of goods accounts for their popularity. —Apparel Gazette.

Easy Way To Clean Dusty Woolen Fabric.

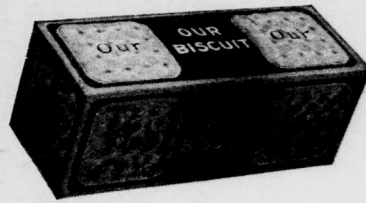
Written for the Tradesman.

A friend of mine told me a way to clean mud from any woolen fabric is to take a piece of the same goods as the garment, hold the piece firmly in the hand and rub the (dry) muddy spot hard, first having brushed the mud off as much as possible with a stiff whisk broom. In using the latter, however, care must be taken not to brush so hard as to wear off the nap. To clean dust from silk use a piece of velvet. This last sounds rather extravagant, but the velvet may be kept for this purpose alone and will last a lifetime.

J. Jodelle.

Many a thousand-dollar portrait has been painted of a thirty-cent man.

"Quality"



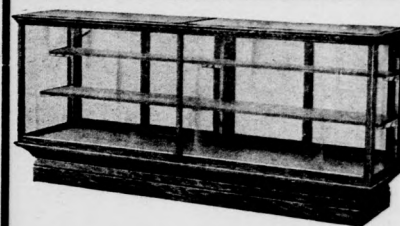
Best 5c package of Soda Biscuit made

Manufactured by
Aikman Bakery Co.
Port Huron, Mich.

Always Something New

When our customers want something fine they place their order with us. The best line of chocolates in the state.

Walker, Richards & Thayer
Muskegon, Mich.



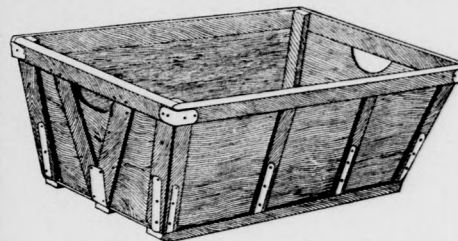
Wolverine Show Case & Fixture Co.

Grand Rapids, Michigan

Bank, Office, Store and Special Fixtures.

We make any style show case desired. Write us for prices. Prompt deliveries.

Can You Deliver the Goods?



Without a good delivery basket you are like a carpenter without a square.

The Goo Delivery Basket is the Grocer's best clerk. No tipping over. No broken baskets. Always keep their shape.

Be in line and order a dozen or two.

1 bu. \$3.50 doz. 3-4 bu. \$3.00 doz.

W. D. GOO & CO., Jamestown, Pa.

"You Can't Always Tell"



from the brand, for some manufacturers make a cigar under a certain brand that's really good, for a time, then let the quality run down. We are proud to say that the

S. C. W.

5c Cigar

has stood the test for many years, being always uniform

in quality and of choice flavor. Try one now and see for yourself.

G. J. JOHNSON CIGAR CO., Makers

Grand Rapids, Michigan

FINED FORTY YEARS.

Trick King Alcohol Played on His Subject.

Written for the Tradesman.

"Gee whiz!" grunted the young clerk, "but I've got a head on me this morning that sounds like a bee hive. No more of the fizz stuff for little Willie this week."

"Out with the boys again, eh?" asked the gray book-keeper.

"Oh, yes; bet your life. Tom came over from Chicago, and I just had to show him a good time. Nothing in my pockets but holes this a. m. I'll be chairman of the Ways and Means Committee and the Finance Committee combined for the remainder of the month. Had a fine time, though."

"You look it," said the gray book-keeper.

"Well," replied the clerk, "you do not expect a young man to go about with a hymn book under his arm, do you? I guess you had your fling when you were my age."

"Of course I did," said the book-keeper, with a sigh. "I stood up in front of bars and threw my money about, and shouted on the streets, and was called a fool by the men who got my salary in return for something I ought not to have bought. Oh, yes, I had my fling."

"Then don't grumble at me," said the clerk.

"I went the pace," continued the gray book-keeper, "and I landed where I am now—working for a small salary when I ought to be running a business of my own. Why, I just woke up a few years ago, and settled down to the serious business of life. It came about in this way:

"I arose one morning feeling just about as you do now. I frisked my clothes and found no money. Then I began to think about my job. After breakfast I went to the store and found another man working at my desk. I went to the boss and he gave me a subordinate position. He was kind to do that, for I had been half drunk for a good many months. I quit drinking right there.

"The next month I talked with a man about buying a house on easy payments. He looked at my gray hair and said he'd think it over. I heard of a nice little business that I thought I'd like to buy and suggested purchase on the credit plan. The man looked at me and said he must have the cash. I met a lady I had long admired and began a heart-to-heart talk with her. You see I had decided to marry and settle down. The lady smiled and turned the talk into another channel. I heard of a hunting party due for the woods, and I proposed joining the sport if I could get away. The members of the party laughed and said there were no vacancies. Then I began to wonder if there wasn't something the matter with me. While drinking I had not attempted any of the things I have mentioned.

"I went home that night—home to a furnished room—and took a good look at myself in the mirror. It had been a long time since I had looked myself over critically. I had some pretty grave thoughts there before

that mirror, I can tell you. I saw a face wrinkled and faded. I saw a shock of gray hair, with a bald spot growing aloft. I saw a trembling figure and weak and watery eyes. It did not appear to be I. Strangely enough my mind did not take up the events of the immediate past. My brain had been soaked in whisky for a good many years, and the incidents of that time were by no means distinct.

"But I did remember the things of my younger days. If I had awoke some morning in that early time and found myself old and wrinkled and bent I could not have been much more surprised than I was that night when I studied myself in the mirror. I had not noticed the passing of the years. I seemed to have leaped from youth to old age. It was a bitter hour, I can assure you of that."

The clerk had ceased his work and was listening intently.

"It must have made you feel like Old Rip," he said.

"Then," continued the gray book-keeper, "I began to study causes. And here is what I discovered: King Alcohol, whom I had petted and lavished money on, had fined me just forty years of my life."

"What's that?" demanded the clerk.

"That's the truth," added the book-keeper. "Whisky had fined me forty years. It had taken all the best of me and left the husks. It had appropriated business, home, friends and left me to earn a pittance with hands made feeble by worship at the shrine of King Alcohol. It might just as well have kept me in prison all those years, or in a mine in the center of the earth. It had cut out all enjoyment such as a man ought to care for, and made me a dancing fool in front of beer-soaked bars. Now, young man, you study yourself in the mirror to-night, and see if you want to serve forty years in the chain gang of King Alcohol. If you decide to do so, I hope you will never wake up to find yourself old and useless, as I did. Fined forty years! That is some thing too awful for the faults committed, don't you think so, boy?"

The clerk went about his work with a sober face, and the gray book-keeper has heard from him no more talk of morning bee hives.

Alfred B. Tozer.

Even Exchange No Robbery.

An easy-going grocer trusted a customer who, when the bill was presented, refused to pay it.

"That is downright robbery," exclaimed the excited dealer.

"Be off with you," replied the cheeky customer, "a fair exchange is no robbery. You have given me food for the body and I have given you food for thought, and there's an end to it."

A Practical Motive.

Aunt Gertrude—And what will you do when you are a man, Tommy?

Tommy—I'm going to grow a beard.

Aunt Gertrude—Why?

Tommy—Because then I won't have nearly so much face to wash.

The Spelling Book and the Delivery Wagon.

Written for the Tradesman.

At a time by no means beyond the memory of man the idea widely obtained that the boy who early played hooky at school and soonest got a job on a delivery wagon was not only the brightest boy but the one that was surest of winning distinction in the commercial world. He showed enterprise. He had the go-ahead in him that was sure to come out on top. The indwelling spirit that compelled him to scorn the spelling book made him equally indifferent to the exacting demands of the multiplication table. He and a crowded army of what was vauntingly called the "practical" school went in for results. "Abraham Lincoln never went to school but six weeks in his life." From the towpath to the White House is Garfield's golden experience, and the whole story of success is not only illustrated but illuminated by the self-made men who, scorning the longest way round, have by cutting corners and going cross-lots bound their temples with bay and filled their pockets with coin.

Somehow or other that theory has exploded. The delivery wagon is still an active commercial agent, and it still has its driver, but that driver no longer thinks it commendable to spell cat with a k; in fact, a well thumbed copy of Webster's Speller was found recently in the hands of a delivery boy who was making the most of his time between places in studying that useful department of letters. That same candidate for future commercial advancement has been found packing away for future use a practical knowledge of the multiplication table. He has found thus early in life that it pays to know something. His cross-cut path from the school house to the business office was met with frowning disapproval. Only the exacting need of distress secured his job for him with the distinctly expressed condition that he should "study up" in letters and figures. In fact, it has come to be known to the untrained masses in want of a job that there are no jobs in commerce for the man or boy who knows nothing. The delivery wagon can be kept clean, the horse groomed and the harness cared for and properly put on by the dunce who can neither read nor write, but there his duties end. It requires trained intelligence to drive a horse, considerably more than that to deliver goods, while the requirements and the exactions of the man behind the counter are such that promotions from the delivery wagon can be made only where the candidate has been prepared for his future by the preparatory course of the school room.

The point that forces itself into consideration is that the delivery wagon is not only not a matter of indifference but is made the practical beginning of the still more practical idea behind it. Ignorance and the luck that goes with it have had their day. From foundation stone to cap stone, so far as trained intelligence can prevent it, there is nothing left to chance and guess work in the up-

to-date business house. Nothing is commoner now in the front office than a vigorous enquiry into the school record of the applicant for delivery driver; and the premature graduate of the grammar grade with commercial aspirations for the wrapping department learns before getting into the front office that a certificate duly signed and sealed by the proper authorities is the only passport to that low round of the business world.

Without trying to fix on any date as the inauguration of what has come to be a settled principle of the business man it is little less than marvelous to note what changes have been wrought by this wholesome union of the spelling book and the delivery wagon. The drummer and the bummer are no longer synonymous terms. The yellow journal and the traveling man are not essentially boon companions. The gripsack has ceased to be the sign of the grossest animalism and the educated man at the desk in the front office in his interviews with his traveling agent recognizes and is glad to recognize an equal in the culture and the social position of the man before him.

To the pessimist who takes the opportunity to remark that if the union of spelling book and delivery wagon had not been quite so close there might have been to-day less corruption in high finance; that a trained brain, unbacked by principle, is infinitely worse than pious ignorance and that the exposed villainy in upper places is the inevitable result of this same union, the answer is easy: The world was not built in a day and the business man who is building this one has not had time to finish his work. That he has begun at the beginning nobody can deny; that he has produced wonderful results is unquestioned, and when in time he shall be able with the help of the home, which he has quickened into life, to supply the needed element the pessimist will acknowledge his mistake and the graduate of the delivery wagon from his chair in the front office will look out upon the business world, free from graft in all its varied forms, as the logical result of what has come from that happy union of the spelling book and the delivery wagon.

R. M. Streeter.

Had Proved It.

A good story was told at an election meeting the other night. An Irishman obtained permission from his employer to attend a wedding. He turned up the next day with his arm in a sling and a black eye.

"Hello, what is the matter?" said his employer.

"Well, you see," said the wedding guest, "we were very merry yesterday, and I saw a fellow strutting about with a swallow-tailed coat and a white waistcoat. 'And who might you be,' said I. 'I'm the best man,' sez he, and begorra he was, too."

Ready To Change.

Miss Peachy Grubb is a charming girl of Wellsville, W. Va., who is longing for some real nice young man to treat her to a more euphonious name.

Grocer's View of the Mail Order Situation.

Centerville, April 23.—Speaking of Sears, Roebuck & Co. and Montgomery Ward & Co., it seems to me there is but very little difference between their patrons and ourselves. I was talking recently with D. Snooks, a blacksmith of Nottawa, who also carries a small stock of hardware. He bemoaned the fact that so many people sent their money to Chicago and overlooked him. He said he purchased his hardware and tinware of Butler Bros., of Chicago. During our conversation he told me he always bought such things as stockings for his children and himself, as well as other things he had personal use for, at the same time. He became angry when informed that there was very little difference between himself and the farmer.

In our own little town we are blessed with a fine dry goods and clothing store. The owner's wife has a couple of very thriving Larkin soap clubs. She has several pieces of furniture she secured from them by adopting their way of doing business. Her husband does not sell soap, tea, coffee and spices, etc., as Brother Larkin does. Last winter a man came in with a line of dress goods; he was here four days and did a large business, very much to the annoyance of this lady, who told me what she thought of any one who would buy "stuff" of such a man. Of course, there is a difference between soap, etc., and dress goods.

One reason why the farmer sends away for his goods is because a hardware dealer will quote a price of 10 cents, for instance, on a curtain pole fixture when the catalogue house asks only 4 cents for the self same article. This article costs, wholesale, 23 cents per dozen pairs.

I hardly think it is of any use to kick about the catalogue houses. They were brought about in a perfectly legitimate way. They have the same right to live and do business as you or I have. I hardly think the goods they sell are altogether "sheeny" goods and you can talk to the consumer all you want to, but there will still be money sent to Chicago and elsewhere for goods.

A young man in this town recently sent to Sears, Roebuck & Co. and got a pair of calf shoes, such as your home dealer would charge \$2 for, sending the cash, \$1.49 for them. They were a little tight for him when he put them on, but he thought of the money he had saved by sending away, so he bravely stuck to them until night. Next day he went to a local cobbler (not Sears, Roebuck & Co.) and had an extension put on the toes of the shoes at an additional cost of \$1. F. W. Keasey.

A Savage Mystery.

Customer—I heard you scolding your new boy about the disappearance of a sausage. What did he say?

Butcher—He said the pithecanthrope was in the canine.

Customer—What did he mean by that?

Butcher—He meant the missing link was in the dog.

Hardware Price Current

AMMUNITION.

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

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

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

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

Loaded Shells.	
New Rival—For Shotguns.	
No.	Dr. of Powder

No.	Dr. of Powder	oz. of Shot	Size Shot	Gauge	Per 100
120	4	1 1/4	10	10	\$2 90
129	4	1 1/4	9	10	2 90
128	4	1 1/4	8	10	2 90
126	4	1 1/4	6	10	2 90
135	4 1/4	1 1/4	5	10	2 95
154	4 1/2	1 1/4	4	10	3 00
200	3	1	10	12	2 50
208	3	1	8	12	2 50
236	3 1/4	1 1/4	6	12	2 65
265	3 1/2	1 1/4	5	12	2 70
264	3 1/2	1 1/4	4	12	2 70

Discount, one-third and five per cent.

Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

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

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

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

BARROWS.	
Railroad	15 00
Garden	33 00

BOLTS	
Stove	70
Carriage, new list	70
Plow	50

BUCKETS.	
Well, plain	4 50

BUTTS, CAST.	
Cast Loose, Pin, figured	70
Wrought, narrow	60

CHAIN.	
Common, 1/4 in. 5-16 in. 3/4 in. 1/2 in.	
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	4 1/2 c.
BBB, 1 1/8 in. 1 1/4 in. 1 1/2 in. 1 3/4 in.	6 c.
BBB, 1 3/4 in. 2 in. 2 1/4 in. 2 1/2 in.	6 1/2 c.

CROWBARS.	
Cast Steel, per lb.	5

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

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

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

FILES—NEW LIST	
New American	70 & 10
Nicholson's	70
Heller's Horse Rasps	70

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

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

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

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

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

HOLLOW WARE.	
Pots.	50 & 10
Kettles.	50 & 10
Spiders.	50 & 10

HORSE NAILS.	
Au Sable.	dis. 40 & 10

HOUSE FURNISHING GOODS.	
Stamped Tinware, new list	70
Japanese Tinware	50 & 10

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate

KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

LEVELS	
Stanley Rule and Level Co.'s.	dis.

METALS—ZINC	
600 pound casks	8
Per pound	8 1/2

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

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

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

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

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

NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	20
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85

RIVETS.	
Iron and tinued	50
Copper Rivets and Burs	45

ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x26, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00

ROPES	
Sisal, 1/2 inch and larger	9 1/2

SAND PAPER	
List acct. 19, '86	dis. 50

SASH WEIGHTS	
Solid Eyes, per ton	28 00

SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00

SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	

SQUARES	
Steel and Iron	60-10-5

TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	

TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	

BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb 13	

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

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

WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

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

Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 14

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

SEALING WAX	
5 lbs. in package, per lb.	2

LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross
Quarts	5 00
1/2 gallon	5 25
1/4 gallon	8 00
Caps.	2 25
Fruit Jars packed 1 dozen in box.	

LAMP CHIMNEYS—Seconds.	
Per box of 6 doz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

MASON FRUIT JARS	
With Porcelain Lined Caps	Per gross



Weekly Market Review of the Principal Staples.

Gray Goods—Both the buyer and the seller now see that there is but little chance of any lowering of the prevailing prices. The gray goods market is more or less in the converters' hands, since few concessions are made to buyers, and the converter is now buying simply to cover demands and spot goods. In the bleached and brown goods there is no special feature to be noted, aside from the fact that the firmness in the standard lines still continues. Sheetings and tickings are well sold up and there is no fear expressed in the market that the future will bring any change in the price. The stiffening of the cotton market during the past week had a steadying effect on the heavy brown goods. The western and southern trade on ducks and osnaburgs is reported to have been very good during the week.

White Goods—The volume of business done this season in white goods has been remarkable. There is at the present time practically no stock on hand. It is said that there are not over one hundred bales of the staple lines on hand at the present time. The mills on the fine grades of bleached cottons are sold up into the late fall and in some instances into the next year. The demand still continues good, and all spot goods are snapped up as soon as they are offered. The cheaper grades of bleached cottons are still to be had, but the supply is not large. The supply of the cheaper grades is likely to decrease in the future because many of the mills on these grades are changing to the better grades. As noted last week, higher prices on some lines of bleached cottons are bound to come, as the demand is equal to the supply and it is a well-known principle of the law of supply and demand that when demand equals the supply, a higher price is resultant. The market is in a very firm position and the buyer must come to the values offered, as the manufacturers are no longer making any efforts to force sales. The market is now in such a strong position that considerable doubt is expressed as to the possibility of its being broken for some weeks to come. All lines are well sold up, spot goods are eagerly snapped up and the manufacturers are now in a position to hold goods if necessary.

Dress Goods—The dress goods market has in the minds of some of those familiar with the market never before followed so closely the lines of the men's wear as it has during the present season. The dress goods market is not usually so conservative as the men's wear and has not been so during the present season. The dress goods have followed the men's wear market more especially in the gray fabrics, many designs in these proving very adaptable to

ladies' wear. This is said to be true especially in the plaid and check effects. As was remarked by one gentleman who is close to both markets, the tendency in men's wear and also in ladies' wear is away from the old conservative lines which have held sway in both. This movement, while more conservative in men's wear, seems to be as sure of fulfillment as in its sister market. In both markets the gray fad will run out its course before the 1907 fall season and is considered likely to disappear from the dress goods market first.

Cheap Sweaters—Manufacturers of cheap sweaters are taking a most pessimistic view of the situation, and claim that, for some reason or other, these garments are losing popularity with the trade. This fact, combined with the increased price of cotton and woolen yarns, has driven a large number of the smaller mills engaged in the manufacture of these lines to the wall. Nothing but the extreme novelties in knitted garments are selling well, and the old, standard lines are not proving a source of much profit. In the higher grade lines of sweaters, where the cost of the yarn is a smaller consideration, business is reported to be normal.

Fleeced Underwear—The supply of fleeced underwear has shown no scarcity and the prices, although proportionately advanced, have been generally satisfactory to buyers. In the cheaper grades, however, there has been a little difficulty, from time to time, to interrupt the trading; but this has been true, also, of all cheap lines and could hardly have been avoided while buyers were making their unreasonable demands for a reduction in the scale of prices. The mills were all sold up some time back, and the anticipated large duplicate business for these lines has so far proved disappointing to manufacturers. The ordering has not been much out of the ordinary, and the profits of the manufacturer and the jobber have been smaller than ever before.

Hosiery—There has been a real scarcity in the cheap grades of hosiery, and jobbers have not been able to get their usual supply. The hosiery mills have held the situation well in hand from the first, and have been aided in maintaining their position by the delayed deliveries of the foreign importations. This has caused

Fast, Comfortable and Convenient

Service between Grand Rapids, Detroit, Niagara Falls, Buffalo, New York, Boston and the East, via the

Michigan Central

"The Niagara Falls Route"

The only road running directly by and in full view of Niagara Falls. All trains passing by day stop five minutes at Falls View Station. Ten days stopover allowed on through tickets. Ask about the Niagara Art Picture.

E. W. Covert, City Pass. Agt. Grand Rapids. O. W. Ruggles, Gen. Pass. and Ticket Agt. Chicago

The Cooper Clothing

is at the front in

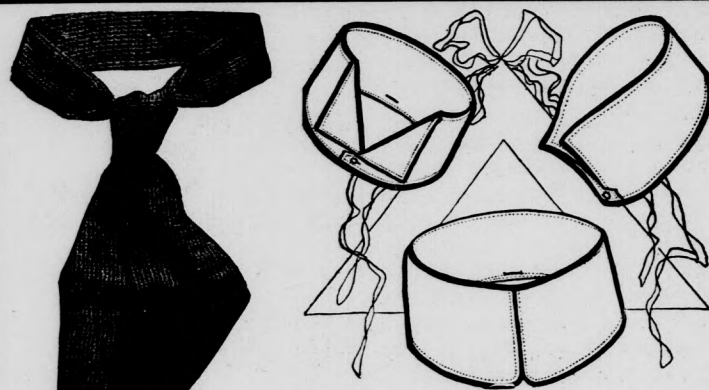
Style, Quality and Price

Always satisfactory in

Make, Fit and Value

H. H. Cooper & Co.

Utica, N. Y.



Neckwear and Collars

Perhaps you need some new things in this line. We advise you to get you pick before the assortment is broken.

Ties

Shield Tecks	\$2 25 Per Doz.
Band Tecks	2 25 Per Doz.
Four-in-Hands, narrow shape	2 25 Per Doz.
Four-in-Hands, wide shape	2 25 Per Doz.
Shield Bows	75c, 90c, \$1.25, \$2.00 and 2 25 Per Doz.
String Ties	2 25 Per Doz.
White Lawn String Ties	90c, \$1.25, \$1.50 and 1 75 Per Gro.
White Lawn Bows	75c, 90c, \$1.25, \$1.75 and 2 00 Per Doz.
Windsor Ties	90c, \$2.00 and 2 25 Per Doz.

Collars

Men's Double Band Style	80c, 90c and \$1 10 Per Doz.
Men's Wing Style	1 10 Per Doz.
Boys' Double Band Style	80c and 1 10 Per Doz.
Waterproof Collars	40c, \$1.25 and 1 55 Per Doz.

GRAND RAPIDS DRY GOODS CO., Grand Rapids, Mich.

Exclusively Wholesale

a large and sudden demand for domestic hosiery that has been greatly to the advantage of our own mills, inasmuch as it has eliminated to a great extent the objections raised by buyers against the advance in prices. Hosiery mills are now rushing deliveries, and running overtime to get their large orders filled and out of the way.

Novelties in Hosiery—Most all the novelties in hosiery this season seem to be confined to foreign manufacture. The product of the domestic mills is showing more solid color effects than anything else, and mercerized goods fill the largest share of the season's ordering. Large importers of hosiery have been much worried over the delay that has attended the deliveries of their orders, and have been putting in much of their time trying to reassure their customers, and prevent cancellations of orders. There is no doubt that in consequence of the congested condition of the foreign market the next season's business in these lines will suffer materially. It is a condition that is being felt severely by retailers and is a serious setback at this, their busiest season.

Carpets—It is evident that carpet manufacturers expect the next season to be a prosperous one, as those who spin their own yarn are buying wool freely and others are showing a disposition to contract for yarn in anticipation of their needs. If it were simply those who spin their own yarns who were anxious to secure wool it might be taken to mean that they thought that wool prices were now lower than they would be for at least a year. But as manufacturers are also anxious to secure yarns at the present level of prices, it not only shows that they believe the prices of raw materials will probably advance during the coming season, but also that the season promises to be a prosperous one. Manufacturers and spinners have until within a short time been skeptical about the price of materials advancing and both have bought only for immediate needs. The recent advance in wool has forced some manufacturers to pay a higher price for their yarns and they are evidently determined not to be caught this time. There is no surplus stock of fabrics in the hands of jobbers and retailers, and this assures the manufacturer that buying in anticipation of his needs is not speculation, but sound business. At the last opening many manufacturers thought that the avidity with which buyers sought goods would soon be satisfied and was more the result of a speculative fever than actual need. As a consequence of this belief many of them oversold their production in the expectation that some of the orders would be cancelled later. But such was not the case and many yards of three-quarter goods that were ordered and that retailers now need the manufacturer finds himself unable to supply, owing to his oversold condition.

Rugs—Smyrna rugs are strong in all sizes and the supply is not overabundant. The closing down of a mill with a large output of rugs, ow-

ing to financial troubles, is largely responsible for whatever shortage exists. Made-up rugs are in good demand and it is doubtful if the supply will be adequate. Some mills have been sold up for a month or more and still there are jobbers who are trying to place orders. Brussels rugs are in good demand and it is doubtful if the supply will be sufficient. The same is true of Wilton rugs. Tapestry and Axminster rugs are strong.

For Small Feet.

The Washington Star says that girls with small feet are wearing extravagant contrasts in shoes, notably black and white. The most striking of these are oxford ties with vamps of patent leather and uppers of white glaze kid, with white pearl buttons. The girl with large feet should eschew violent contrasts and unless the shoe matches the gown perfectly she should cling to the conservative black styles and thus avoid attracting attention to what may be the least pleasing part of her attire.

Perhaps the epitome of Dame Fashion's demands in the matter of gloves and shoes is expressed in the injunction that they both must carry out the straight line essential to the success of the spring get-up. They must harmonize with and be the continuation of the gown itself, so that an effect of length is gained thus.

Heard on the Telephone.

"Is Pat O'Brien there?"

"No."

"Well, when he comes in please tell him that his son-in-law is dead. I am his son-in-law, but not the one that's dead."

Dead men tell no tales; neither do they draw pensions.

Mr. Merchant! Consider a Special Sale

With the keen competition in business these days, the service rendered by a capable Sales Specialist takes on a new importance.

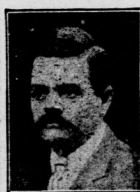
It may be you are overstocked. Possibly your expectations as to selling your goods have not been realized. Or you may wish to push your business with a Business Building Sale.

These conditions frequently exist. It matters little why you want a sale. I can help you and the service will be profitable.

Ample experience in handling all lines of merchandise. High grade references. Why not stir things up now? Nothing like doing things. Write me today. Special attention given to closing out sales.

B. H. Comstock, Sales Specialist
933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

PUSH, ETERNAL PUSH



is the price of prosperity. Don't let January be a dull month, but let us put on a "Special Sale" that will bring you substantial returns and will turn the usually dull days of January into busy ones. Goods turned to gold by a man who knows. I will reduce or close out all kinds of merchandise and guarantee you 100 cents on the dollar over all expense. You can be sure you are

right if you write me today, not tomorrow.

E. B. LONGWELL, 53 River St., Chicago
Successor to J. S. Taylor.

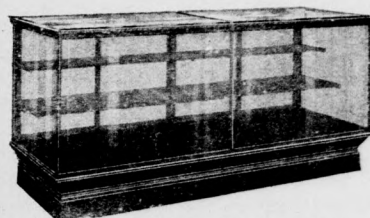
Lace Curtains

House cleaning time is at hand. Place a nice assortment of lace curtains in your stock and watch the results. We have them at 37½c, 50c, 75c, \$1.00, \$1.12½, \$1.25, \$1.50, \$1.75, \$2.00, \$2.50, \$3.00, \$3.50, etc., per pair. We will be pleased to ship you one or more sample pairs to convince you of the excellent qualities we carry.

P. Steketee & Sons
Wholesale Dry Goods Grand Rapids, Mich.

THE BEST IS IN THE END THE CHEAPEST!

Buy None Other



Our New "Crackerjack" Case No. 42.
Has narrow top rail, elegant lines!

Our fixtures excel in style, construction and finish.

It will pay you to inquire into their good qualities and avail yourself of their very low price before buying.

Send for our catalogues at once.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

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.

Summer Hosiery and Underwear

There's nothing better made in Hose
than the famous

"Bearskin" Hosiery for Boys and Girls

Made to retail at 15c per pair

"Samson" and "Sandow" Stockings

Two brands also noted for their good wearing qualities.

EVERY PAIR GUARANTEED.

Underwear We were never better prepared than we are now to fill your orders on Light-weight Underwear for Men, Women and Children, all the best brands, and the prices we can quote will enable you to make a good profit on your purchases. Look over your wants, make up a trial order and send us, we'll ship at once and you'll find them right.

NOTE.—Are you in the market for Fall Hosiery and Underwear? If so, we can interest you. Don't buy until you get our prices, either from our traveling agents or by mail direct from the house.

THE WM. BARIE DRY GOODS CO.
Wholesale Dry Goods Saginaw, Mich.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, 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.

Gaining an Entrance Through a Guarded Door.

I had an old friend who had been out on my proposition for several weeks and had been steadily falling behind. He came to see me about the probable causes for his failure, and was inclined to think that the fault was all with the proposition.

"That isn't possible," said I, "when over 1,000 other salesmen are meeting with success, and when you consider that out of the 500 men we hired last year, only three failed to make good. The fault is with you, old man. You haven't been working. You think you have, but you haven't, really."

He was huffy in a minute, told me the number of prospects he had seen, the sleepless nights he had spent and the pairs of shoes he had scuffed out in my service, and accused me of ingratitude in implying that he hadn't worked hard.

"I told you that I believed you thought you had been working," I said, "but there is a great difference between really working and merely thinking that you are working. Now, I will make a bargain with you. We will overlook the fact that you have lost the firm some money. I will renew your contract for six months at double the salary I have been paying you, if you will agree to one thing"—I paused impressively.

"I will agree to nearly anything," he said, "if it is going to help me get business."

"Well, then, I want you to promise to go to a notary public each night, no matter where you may be and get him to witness your statement that you have worked to the utmost of your capacity for eight consecutive hours that day. I will furnish printed blanks for this purpose, and provide you in advance with money to pay the notaries. When the blank is signed you are to mail it to me the last thing before you retire every evening. I am so sure that you can succeed if you try this that I am willing to enter into a six months' contract with you at double the salary, if you agree to it."

The salesman exploded. He was the maddest man I ever saw. When he had done abusing me he rushed out of the office, banged the door behind him and disappeared; and yet I couldn't see that my proposition was an insult to him.

An hour later he came back.

"I have been thinking it all over," he said, "and I see that your plan is well meant. It isn't intended for an insult, but just for a stimulant. I

shall be heartily glad to accept your offer," and we signed the paper.

Next day the salesman started out. When he had been gone twenty-four hours I received an envelope from him, containing contracts for three scholarships, with a printed blank signed by him and witnessed by a notary public, reading:

"I have worked to the utmost of my capacity, without thought of failure or discouragement, and with the one thing in view—results—for eight consecutive hours to-day."

"This is pretty promising," I said to myself. Next day came another slip accompanied by five enrollments. They began coming faster after that. Before the end of the month the man had reached next to the highest place in our force, judged by volume of business. He wrote me a jovial letter, saying that my system had been his salvation. He said that he was spurred all through the day by the thought that he would have to give his solemn word before a notary public at the close of the day, as to the amount of actual effort he had expended on the work. With this prospect before him he had stopped fuming and fretting and wasting time in wishing and had got right down to the rock bottom of affairs and applied himself to business. The results were most satisfactory. I discontinued this system at the end of the first month, since it was no longer necessary, and his results have been exceptionally good since that time.

I have used this scheme in two or three other cases where I knew that the salesman needed just such a prod or spur. I have never been unwise enough to put it in general use or think of using it in the case of a salesman who would misunderstand and resent the spirit which prompted it, or who could not be relied upon to fulfill its obligations honorably.

When I sell scholarships I don't hound my prospect with facts and figures about our schools. I state that I represent the schools, and then I go into general educational topics. I make the man feel that he would like to have certain educational advantages which he has overlooked or has never had a chance to acquire. All this time he is getting interested in me and my talk. He forgets that I have come with the intention of taking an order which will cost him money, and as soon as he forgets that he ceases to be on the defensive. It is merely a question of manipulating his interest—then quickly assuring him of the prestige of my house, its reliability, etc., and walking away with his order in my pocket.

There is one great point in salesmanship that exceeds all others in importance. It is contained in this advice: Don't allow yourself to get stuck. Never, under any circumstances, let a man see that his objections are hitting you hard, or that he has asked a question which you can not answer, or that his ill humor has confused or intimidated you, or affected your self-confidence. Many times, when I hadn't had time to get amply prepared with information

about whatever line I was handling, I have met with a "poser"—some question fired point blank at my vulnerable spot; and in such a case I have usually practiced this method: I have smiled benignantly at the man. I have raised my hand with a gesture of entreaty and said, "Pardon me, Mr. Blank, I just want to tell you this story which occurs to me. I will answer your question in just a moment. This story illustrates a most important point." Then I have relied upon my inventive faculties to tell him a story that would amuse him and put that unhappy question out of his mind. Before giving him a chance to reply to me I had determined by reading his face whether he still remembered that question and intended to ask it, or whether he had forgotten all about it. If I judged that he was going to pounce on me with that fatal query the moment I gave him the opening, I simply wouldn't give him an opening. I would keep on with stories or points about my line and overwhelm him. Then, on leaving him, I would make it a point to obtain the information which he had asked, even if I had to telegraph across the continent for it, and on the occasion of my next visit, usually the following day, I would begin by saying: "How do you do, Mr. Blank, I was guilty of a discourtesy to you yesterday; I didn't reply to that question you asked me. Now, you wanted to know the answer to such and such a question," and I would tell him to his entire satisfaction.

I handle my salesmen individually as far as possible, giving each one the peculiar kind of talk he needs to instruct and encourage him. There is one illustration which I have used effectively in a great many cases where men have shown lack of persistence in going after business. Robinson comes to me and says: "Well, I had to give up that prospect in Peoria. I called on him twice, but was unable to see him either time. He didn't seem to have any interest, and it was simply impossible to get at him in any way. I might have kept on trying if I hadn't had to keep hustling along on other business."

"Mr. Robinson," I reply, "suppose you landed in a town expecting to receive a check from the house employing you, at the postoffice. You go to the postoffice all eager with anticipation—you need that money for your funds are running low. There is no letter there for you. You enquire of the man at the window what time the next train will be in. It is pretty sure that you will be on hand as soon as it comes and the mail is distributed. If a letter does not come then, you go back again. You keep on going back and enquiring for that letter until you find it."

"You ought to take the same attitude toward the prospect from whom you fail to get an order on the first or second call you make. Figure on this—that there is an order for you from his office as soon as you can make your proposition clear to him. If you don't get the order the first time you call go back

again for another trial. Keep on going back just as persistently until that order is ready for you as you would keep returning to the postoffice in the hope of making connections with that expected check. The good salesman places more importance on each individual prospect and the chance of selling him than he does on the receipt of a check, however urgently needed or long delayed."

Another valuable point in salesmanship is to know how to make the head clerk your ally.

When you are denied admittance into the President's office by a haughty head clerk, who is delegated to keep salesmen at bay, do not waste time trying to convince him that an exception ought to be made in your case. Turn to him with your most engaging smile and say: "My dear sir, if you will give me your attention I shall be glad to explain my proposition to you. I understand that you are an authority in the office, and no doubt, even if I explained my business to the President the matter would be referred to you." Then use your most convincing selling talk on that head clerk. You will have pleased his vanity by magnifying his importance, and it is almost certain that he will give you a favorable hearing. Win his friendship as well as his good opinion of your business proposition. He will want you to come back the following day, and if you do, you will find that your errand has already been introduced to the President and that a cordial welcome awaits you. But don't make the mistake of dropping the head clerk's acquaintance at that point in the game. Make a special point of enquiring for him first on entering the establishment. Let him think that you regard him as the man whose decision is all important to you. This keeps him good natured and you will always find on subsequent calls that you have a "friend at court." It is surprising to what an extent many men at the head of great businesses rely on the advice of some functionary, and how much help the head clerk may give you.—W. N. Mitchell in Salesmanship.

It annoys many men to be asked what they think about certain subjects before they have time to think how they think you think they ought to think.

Livingston Hotel Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

Gripsack Brigade.

Glen Lavin, traveling salesman for Burnham, Stoepel & Co. (Detroit), who suffered a bursting blood vessel several weeks ago, is recovering steadily. He will take a long rest before going back on the road.

A Lansing correspondent writes as follows: Herbert W. Baker has taken a position as traveling salesman for the Michigan Supply Co. Mr. Baker has been with the company for the past two years and has many friends who wish him success.

Harry Karmack, Michigan representative for Sherman Bros. & Co., of Chicago, was suddenly stricken blind in one eye while taking a Turkish bath in Chicago a week ago last Saturday night. Mr. Karmack has the sympathy of his many friends in the trade in his affliction.

New England Grocer: A Boston drummer and a Manchester drummer were walking in a street in Manchester, N. H., when they came across a small boy crying, and having in one hand a single newspaper. The Boston drummer asked the boy what he was crying about. He said, "I have lost two cents." The Boston drummer gave him two cents, which made him whole. Then the Manchester drummer gave him three cents for his paper and gave him back the paper. This is one of the ways drummers have of doing kindly deeds.

Boot and Shoe Recorder: "In laying out my route for the season," remarked an experienced shoe salesman, "I always arrange to visit first the towns where I haven't any trade. I have found that this is the most satisfactory arrangement in the long run. I am reasonably sure, anyway, of my regular customers, while new ones are always an uncertain quantity. I find that my old trade will wait for me, and in some instances the later I am in getting around to them the better they seem to like it. On the principle that the less agreeable duties should be performed first and the more pleasing ones later, I always go to the new and doubtful towns early in the trip. I recommend this plan to other salesmen. I am sure that it will work as well for them as it does for me."

The Future Looks Good.

Owosso, April 24—The future of Owosso looks good to the business men of the city, for in a comparatively short time, they feel, this city will be the center of a system of electric lines that will run in all directions. The Ionia & Owosso will be graded the present year, and cars will be running in another twelve months.

This is the word given by the company that is now constructing the Grand Rapids & Ionia and the branch line to Greenville. If the road is built to Owosso it will be extended to Pontiac.

The syndicate which is building the line from Lansing to Pine Lake has surveyed a line directly to this city, and the Owosso & Corunna electric line will be extended this summer. Further, the Farnhams, of Pontiac, are getting the rights of way for a line from Ithaca to Owosso.

The local company engaged in the manufacture of a new paste packing for steam joints is meeting with so much success in the venture that it has decided to install machinery for the wholesale manufacture of the commodity. It has been found by careful investigation that the paste packing is much to be preferred to the old rubber or fibrous packing, because it is of such consistency that it will ooze into and fill every thread on a fitting containing threads. On ordinary steam fittings it is easier to apply than the old kinds of packing. Besides this, it is much cheaper than any other packing on the market.

The Boys Behind the Counter.

Lowell—Arthur McMahon has resigned his position at Bangs' grocery and taken one with J. E. Hughes, South Division street, Grand Rapids.

Flint—Frank E. Lewis, formerly salesman with Lapowski & Levy, has gone to Buffalo, N. Y., where he has taken a position as purchasing salesman with I. S. Given, one of the large cloak and suit houses in that city.

Newaygo—W. S. Wiggins, of Muir, formerly General Manager of Pringle's department store at that place, has taken a position in L. E. Phillips' store.

Lumber Prices Too High.

Hillsdale, April 24—The extreme high prices of lumber and other materials which enter into the construction of buildings have paralyzed building operations in this city this season. None of the contractors and builders have any contracts on hand, and nearly or quite all contemplated building operations have been abandoned.

The fourth annual banquet of the Master Butchers' Association, which was held at the Bridge Street House last Thursday evening, was fully up to the standard set by previous affairs of the same character. President Kling as toastmaster acquitted himself splendidly and the speakers who followed undertook to hold the affair up to the high water mark. Mayor-Elect Ellis spoke on Our City. E. A. Stowe discussed Uncolored Sausage. Senator Huntley Russell described Our State Institutions and Sol. J. Hufford predicted what the future had in store for the organization. Mr. Hufford was really the only speaker who "talked shop." His remarks were highly entertaining and suggestive of much thought. The Tradesman regrets its inability to reproduce these remarks verbatim and trusts that at some future time Mr. Hufford may consent to embody them in a paper for the edification of the readers of the Tradesman and the particular profit of the members of the Association.

Nick Webber has engaged in the blacksmith business at Mill Creek. The Sherwood Hall Co., Ltd., furnished the stock.

Wm. A. Pickard has opened a new blacksmith shop near Lake City. The Sherwood Hall Co., Ltd., furnished the stock.

Rebuilding San Francisco Will Help Hardware Trade.

Retail hardware merchants are securing an excellent volume of business in all lines of spring and summer hardware, as well as in staple goods, and jobbers are also reaping the benefit of this trade in the increasing number of supplementary orders which are now being placed by the retailers. The jobbers, in turn, are calling upon the manufacturers to hurry shipments, and the mills and factories producing agricultural implements and garden tools are hard pressed to make deliveries on time.

There is a brisk demand for mechanics' tools, and manufacturers are, only with the greatest difficulty, meeting the requirements of jobbers and retailers. The resumption of building operations in all sections of the country is causing great activity in wire and cut nails, and axe makers are also booking a more satisfactory volume of business at higher prices. The lower range of quotations, at which the axe manufacturers accepted contracts throughout the winter months, has been withdrawn. Galvanized sheets are being well maintained, as most of the speculative material, which was offered recently, has been disposed of.

The rebuilding of San Francisco will undoubtedly stimulate still further the demand for builders' hardware, which is also selling freely in all the leading cities throughout the East and West.

The Grain Market.

There has been some action in the wheat market the past week, prices at one time showing a decline in the May option of about 2c per bushel, but there has been a reaction, making a net loss of about 3/4c, while cash wheat has shown an advance of practically 1c for the week. There was a good healthy decrease in the visible supply, being 2,022,000 bushels for the week. The growing winter wheat crop is now in a fair condition, but we should have a general rain, as the ground is drying out rapidly and the plant begins to show want of moisture. The milling demand has not been very brisk, Northwest mills running about half their capacity, with the prospect of still lighter demand. The call for millfeeds is good, but flour is slow sale.

The demand for cash corn continues good, while receipts are still light. Prices are firm at 52 1/2c for dry No. 3 yellow from the South and West. The visible supply showed a decrease for the week of 794,000 bushels. The general tendency seems to be to purchase sparingly, as warm damp weather would be likely to cause considerable trouble with a large part of the corn now being marketed.

Oats are still strong, being within 1/2c of top prices. The movement is not large, but sufficient to care for all the needs of the trade. The visible showed a decrease of 102,000 bushels for the week. L. Fred Peabody.

New Pickle and Preserving Plant.

Menominee, April 24—The machinery for the new Carpenter-Cook pickle factory is arriving and is being

installed. It is expected that the plant will commence operations about July 1. The pickling and preserving work is to be carried on in the old K. C. planing mill on the north side of the main building. The thousands of barrels of sugar which the sugar company stored there during the winter have been removed and sold and a crew of men is at work preparing to relay the floor and otherwise improve the building. Still another crew is at work setting up the big metal glucose tank in the upper part of this building. The tank is so large that it has to be taken up in pieces and reset. It will hold 6,000 gallons of glucose, which is more than a carload. Two syrup tanks, each holding twelve barrels, have also arrived, also a glucose pump with which the glucose will be pumped from cars on the sidetracks directly into the big tank inside the plant. Another piece of apparatus that has arrived is the air compressor. Compressed air will be used in all the stirring and mixing processes. The entire plant is to be heated by steam. Glucose is used as the foundation for almost all the table syrups and other similar articles. It is expected that the plant will be able to turn out a carload of finished syrup a day. The big cider press and the other apparatus will arrive shortly.

Alexander McKinley, dealer in hardware, furniture and undertaking goods at Grant, recently uttered a trust mortgage on his stock in the name of D. P. Clay as trustee of the mortgage. The trustee was given authority to sell the goods either at public or private sale. At the time the mortgage was uttered it was claimed that the indebtedness was only \$4,000, but it now develops that the indebtedness is upward of \$10,000 and new creditors are turning up every day. On the petition of Buhl, Sons & Co., whose claim is \$1,180. The Peninsular Stove Works, whose claim is \$500, and the Clark-Rutka-Weaver Co., whose claim is \$450, Hon. Peter Doran has had the estate taken out of the hands of the trustee and placed in bankruptcy, with J. J. Rutka as receiver. It is thought that the stock will inventory less than \$5,000.

Bay City—J. W. McGraw, who bought 3,000 acres of hardwood timber land in Oscoda county from the State, will put in a band mill of 40,000 feet daily capacity. The timber is maple, beech, elm and basswood.

The noblest form of forgiving is forgetting.

Traveling Men Say!

After Stopping at:

Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor.

E. Bridge and Canal



Michigan Board of Pharmacy.
 President—Harry Heim, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings during 1906—Third Tuesday of January, March, June, August and November.

Michigan State Pharmaceutical Association.

President—Prof. J. O. Schlotterbeck, Ann Arbor.
 First Vice-President—John L. Wallace, Kalamazoo.
 Second Vice-President—G. W. Stevens, Detroit.
 Third Vice-President—Frank L. Shiley, Reading.
 Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mar... Detroit; W. A. Hall, Detroit.

Formaldehyde Label Varnish.

I think that in every store where labels are used behind the prescription case, and in the back room, there is a necessity for some kind of a varnish, one that will resist the action of water, alcohol, oils and dilute acids. A number of varnishes have been in use for some years. This one that I wish to speak about has been in use for a year or two. It consists of a compound made when gelatine is acted upon by formaldehyde. This action is something like the action on a hide to make it into leather.

When the label has been pasted upon the bottle, allow it to dry, then coat it with collodion, to protect the ink from the action of the coating proper. This consists of a coating of a 20 per cent. solution of gelatine, which while still moist is brushed with formaldehyde, the latter hardening with the gelatine to an insoluble and almost indestructible compound. The process is especially adapted for protecting the paper labels of shelf and prescription bottles. Occasionally this coating should receive a coating of formaldehyde to keep the coating perfectly hard and insoluble. I said that this should be about 20 per cent. strong, but it is not necessary to remember the strength, as it should be of such consistency that it will brush nicely; it should be about as stiff as honey, and it should be put on warm. This is best, although it can be put on cold, but if it is put on cold, of course the solution would have to be a little bit thinner, and a little weaker in strength, but the results are all right. After you have put on the gelatine solution, wait until it hardens a bit, but not until it is perfectly hard. When it ceases to be a liquid, paint it over with formaldehyde, full strength. In a few minutes the gelatine will harden, and after a half hour or so the label will be coated with a film that is almost glassy with its hardness. You can hardly make an indentation in it. The remarkable part about this is that it is not affected by water, and not even by alcohol nor acids. In other words, you can use this varnish on almost any

bottle that you have on your shelf behind the prescription counter or in the front of the store.

J. W. Sturmer.

How Explosive Matches Are Made.

Matches of this character are not to be recommended, as the element of danger connected with their use is considerable. However, below is a formula said to produce a composition which deflagrates with some noise and may fill requirements:

Fine glue, 2 parts, broken into small pieces and soaked with water until quite soft, is added to water, 4 parts, and heated by means of a water bath until it is quite fluid, and at a temperature of 200 to 212 degrees Fahrenheit. The vessel is then removed from the fire, and phosphorus $1\frac{1}{2}$ to 2 parts is gradually added, the mixture being agitated briskly and continually with a stirrer. When a uniform emulsion is obtained potassium chlorate 4 to 5 parts, powdered glass 3 to 4 parts and red lead, smalt, or other coloring matter, a sufficient quantity, are added, one at a time, to prevent accident, and the stirring continued until the mixture is comparatively cool. The splints are tipped with this solution and then dried, when they are ready for use. As the manufacture of these matches is very dangerous they should not be attempted by a retail druggist.

Thos. Willets.

Formula for a Quinine Hair Tonic.

It is a popular impression that quinine has a stimulating effect upon the roots of the hair when applied externally. It is a harmless belief, and the substances generally associated with the quinine do have a stimulating influence upon the scalp, which the alkaloid gets the credit for. The following combination has been well received:

Zinc sulphate	16 grs.
Quinine sulphate	20 grs.
Cantharides tincture	1 dr.
Alcohol	7 drs.
Bay rum	2 ozs.
Glycerin	2 ozs.
Water	2 ozs.

Dissolve the quinine in the alcohol and tincture, the zinc sulphate in the water; add the glycerin to this and mix the liquids.

This lotion is to be liberally sprinkled upon the scalp and the latter gently shampooed for five minutes, adding more of the lotion to assist the friction with the fingers.

Thos. Willets.

Bichloride Instead of Headache Tablets.

On investigating into the sudden death of a girl in Ansonia, Conn., it was found that her death was due to an alleged error of her lover, a drug clerk, who gave her a box labeled headache tablets, which really contained bichloride of mercury tablets. According to the coroner, both kinds of tablets were put up in boxes by the clerk, but by mistake he labeled them wrong.

Bichloride and other poisonous tablets should never be sold in boxes like those containing headache and other domestic remedies.

The Drug Market.

Opium—Is weak but the price is unchanged.

Morphine—Is steady.

Quinine—Is firm and in good demand.

Citric Acid—Is higher abroad and another advance is expected by American makers.

Bromide Potassium, Sodium and Ammonium—Are very firm and tending higher on account of higher price abroad.

Cantharides, Chinese — Have advanced.

Haarlem Oil—Continues scarce and high in price.

Lycopodium—Is very firm and tending higher.

Menthol—Has advanced.

Nitrate Silver—Has advanced on account of higher price for bullion.

Balsam Copaiba—Is in a very firm position and an advance is probable.

Wahoo Bark of Root—Is steadily declining on account of better supply.

Juniper Berries—Are very firm and advancing.

Oil Peppermint—Is slowly but steadily advancing on account of reported winter damage to the peppermint plants.

Oil Pennyroyal—Stocks are small and the price is tending higher.

Blue Vitriol—Is very firm and the demand is extremely large.

Gum Camphor—Is very firm at the advance.

Leaders That Will Draw Attention.

Every general merchant needs leaders to quicken the sale in dry goods and notions. It is the leaders that do the business, the leaders that attract attention, that should head the advertisements and that will draw the women to the stores. If you can offer embroideries, laces, India linons, handkerchiefs, ribbons, underwear, hosiery, knee pants and furnishings at lower prices than your competitor you will draw the people into your store and at the same time you will be able to sell many goods in other lines of trade.

Eisinger-Dessauer & Co., 160, 162, 164 and 166 Market street, Chicago, are caterers to the progressive merchant. Their establishment is the house for leaders and it is the only house of its kind in the West.

They supply hundreds of merchants throughout the West and Northwest with bargains for special days and special sales.

Eisinger-Dessauer & Co. issue a semi-monthly bargain sheet containing special offers that they have for merchants looking for snaps, and they are willing to send this sheet to any one desiring it.

Only takes a postal to get it and by its use the up-to-date merchant will have no trouble in selecting excellent leaders for the bargain hunter.

Don't do a thing till you see our new lines

Hammocks, Fishing Tackle, Base Ball Supplies, Fireworks and Celebration Goods, Stationery and School Supplies.

Complete lines at right prices.

The boys will see you soon with full lines of samples.

FRED BRUNDAGE

Wholesale Druggist

32 and 34 Western Ave., Muskegon, Mich.

We are Headquarters for
Base Ball Supplies, Croquet, Marbles and Hammocks

See our line before placing your order

Grand Rapids Stationery Co.

29 N. Ionia St., Grand Rapids, Mich.

PILES

CURED

...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson

103 Monroe St., Grand Rapids

Booklet free on application



A high class
 American
 Perfume
 having the
 largest demand

**Dorothy
 Vernon**

in

**Flower
 Perfume
 Toilet Water
 and
 Sachet Powder**

Vernon Violet

in

Flower Extract

Toilet water

And Sachet Powder

The Jennings Perfumery Co.

Grand Rapids, Mich.

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
 Highest Grade Extracts.

Foote & Jenks

JACKSON, MICH.

COLEMAN'S
 HIGH FOOTE & JENKS CLASS
 EXTRACTS

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Liquor Arsen et			Rubia Tinctorum	12@	14	Vanilla	9 00@	
Hydrarg Iod ..	25		Saccharum La's.	22@	25	Zinci Sulph	7@	s
Liq Potass Arsinat	10@	12	Salacin	50@	4 75			
Magnesia, Sulph.	2@	3	Sanguis Drac's..	40@	50			
Magnesia, Sulph bbl	1 1/2		Sapo, W	12@	14	Oils		
Manna, S F	45@	50	Sapo, M	10@	12	Whale, winter	70@	gal.
Menthol	3 30@	40	Sapo, G	10@	15	Lard, extra	70@	85
Morphia, S P & W2	35@	2 60	Seidlitz Mixture	20@	22	Lard, No. 1	60@	65
Morphia, S N Y Q2	35@	2 60	Sinapis	@	18	Linseed, pure raw	45@	48
Morphia, Mal.	2 35@	2 60	Sinapis, opt	@	30	Linseed, boiled	46@	49
Moschus Canton.	2	40	Snuff, Maccaboy,			Neat's-foot, w str	65@	70
Myristica, No. 1	25@	30	DeVoes	@	51	Spts. Turpentine	Market	
Nux Vomica po 15	@	10	Snuff, S'h DeVo's	@	51	Paints	bbl. L.	
Os Sepia	25@	28	Soda, Boras	9@	11	Red Venetian	1 1/2	2 @3
Pepsin Saac, H &			Soda, Boras, po.	9@	11	Ochre, yel Mars 1 1/2	2 @4	
P D Co		1 00	Soda et Pot's Tart	25@	28	Ocre, yel Ber	1 1/2	2 @3
Picis Liq N N 1/2			Soda, Carb	1 1/2@	2	Putty, commer'l	2 1/2	2 @3
gal doz	@	2 00	Soda, Bi-Carb	3@	5	Putty, strictly pr	2 1/2	2 @3
Picis Liq qts	@	1 00	Soda, Ash	3 1/2@	4	Vermillon, Prime		
Picis Liq pints.	@	60	Soda, Sulphas	@	2	American	13@	15
Pil Hydrarg po 80	@	50	Spts, Cologne	@	2 60	Vermillon, Eng.	75@	80
Piper Nigra po 22	@	18	Spts, Ether Co.	50@	55	Green, Paris	14@	18
Piper Alba po 35	@	30	Spts, Myrcia Dom	@	2 00	Green, Peninsular	13@	16
Pix Burgum	@	8	Spts, Vini Rect bbl	@		Lead, red	7 1/2@	7 1/2
Plumbi Acet	12@	15	Spts, Vi'l Rect 1/2 b	@		Lead, white	7 1/2@	7 1/2
Pulvis Ip'c et Opil	1 30@	1 50	Spts, Vi'l R't 10 gl	@		Whiting, white S'n	@	90
Pyrethrum, bxs H			Spts, Vi'l R't 5 gal	@		Whiting Gilders'	@	95
& P D Co. doz	@	75	Strachyna, Cryst'l	1 05@	1 25	White, Paris Am'r	@	1 25
Pyrethrum, pv	20@	25	Sulphur Subl	2 1/2@	4	Whit'g Paris Eng		
Quassia	8@	10	Sulphur, Roll	2 1/2@	3 1/2	cliff	@	1 40
Quina, S P & W.	20@	30	Tamarinds	8@	10	Universal Prep'd	1 10@	1 20
Quina, S Ger	20@	30	Terebenth Venice	28@	30	Varnishes		
Quina, N. Y.	20@	30	Theobromae	45@	50	No. 1 Turp Coachl	10@	1 20
						Extra Turp	1 60@	1 70

Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

Index to Markets

By Columns

	Col
A	
AXLE Grease	1
B	
Bath Brick	1
Brooms	1
Brushes	1
Butter Color	1
C	
Confections	11
Candles	1
Canned Goods	1
Carbon Oils	1
Catsup	1
Cheese	1
Chewing Gum	1
Chicory	1
Chocolate	1
Clothes Lines	1
Cocoa	1
Cocanut	1
Cocoa Shells	1
Coffee	1
Crackers	1
D	
Dried Fruits	4
F	
Farinaceous Goods	4
Fish and Oysters	10
Fishing Tackle	4
Flavoring Extracts	5
Fly Paper	5
Fresh Meats	5
Fruits	11
G	
Gelatine	5
Grain Bags	5
Grains and Flour	5
H	
Herbs	5
Hides and Pelts	10
I	
Indigo	5
J	
Jelly	5
L	
Licorice	5
Lye	5
M	
Meat Extracts	5
Molasses	5
Mustard	5
N	
Nuts	11
O	
Olives	5
P	
Pipes	5
Pickles	5
Playing Cards	5
Potash	5
Provisions	5
R	
Rice	5
S	
Salad Dressing	7
Saleratus	7
Salt Soda	7
Salt	7
Salt Fish	7
Seeds	7
Shoe Blacking	7
Snuff	7
Soap	7
Soda	7
Spices	7
Starch	7
Sugar	7
Syrups	7
T	
Tea	7
Tobacco	7
Twine	7
V	
Vinegar	7
W	
Washing Powder	9
Wicking	9
Woodenware	9
Wrapping Paper	10
Y	
Yeast Cake	10

1

ARCTIC AMMONIA.	
12 oz ovals 2 doz box.....	Doz. 75
AXLE GREASE	
Frazer's	
1lb. wood boxes, 4 dz.	3 00
1lb. tin boxes, 3 doz	2 25
3 1/2 lb. tin boxes, 2 dz.	4 25
10lb. pails, per doz.	6 00
15lb. pails, per doz.	7 20
25lb. pails, per doz.	12 00
BAKED BEANS	
Columbia Brand	
1lb. can, per doz.	90
2lb. can, per doz.	1 40
3lb. can, per doz.	1 80
BATH BRICK	
American	75
English	85
BLUING	
Arctic Bluing.	
6 oz ovals 3 doz box.....	Doz. 40
16 oz round 2 doz box.....	Doz. 75
BROOMS	
No. 1 Carpet	2 75
No. 2 Carpet	2 35
No. 3 Carpet	2 15
No. 4 Carpet	1 75
Carlor Gem	2 40
Common Whisk	1 20
Fancy Whisk	1 80
Warehouse	3 00
BRUSHES	
Scrub	
Solid Back 8 in.....	75
Solid back, 11 in.....	95
Pointed ends.....	85
Stove	
No. 3	75
No. 2	1 10
No. 1	1 75
Shoe	
No. 8	1 00
No. 7	1 30
No. 4	1 70
No. 3	1 90
BUTTER COLOR	
W., R. & Co.'s, 15c size.1	25
W., R. & Co.'s, 25c size.2	00
CANDLES	
Electric Light, 8s.....	9 1/2
Electric Light, 16s.....	10
Paraffine, 6s.....	9
Paraffine, 12s.....	9 1/2
Wicking	20
CANNED GOODS	
Apples	
3lb. Standards.....	1 00
Gallon	3 25 @ 3 50
Blackberries	
2lb.	90 @ 1 75
Standards gallons	4 50
Beans	
Baked	80 @ 1 30
Red Kidney	85 @ 95
String	70 @ 1 15
Wax	75 @ 1 25
Blueberries	
Standard	@ 1 40
Gallon	@ 5 75
Brook Trout	
2lb. cans, spiced	1 90
Clams	
Little Neck, 1lb. 1 00 @	1 25
Little Neck, 2lb.	@ 1 50
Clam Bouillon	
Burnham's 1/2 pt.....	1 90
Burnham's pts.....	3 60
Burnham's qts.....	7 20
Cherries	
Red Standards.....	1 30 @ 1 50
White	1 50
Corn	
Fair	60 @ 75
Good	85 @ 90
Fancy	1 25
French Peas	
Sur Extra Fine	22
Extra Fine	19
Fine	15
Moyen	11
Gooseberries	
Standard	90
Hominy	
Standard	85
Lobster	
Star, 1/2 lb.....	2 15
Star, 1lb.....	3 90
Picnic Tails	2 60
Mackerel	
Mustard, 1lb.....	1 80
Mustard, 2lb.....	2 80
Soused, 1 1/2 lb.....	1 80
Soused, 2 1/2 lb.....	1 80
Tomato, 1lb.....	1 80
Tomato, 2lb.....	2 80
Mushrooms	
Hotels	15 @ 20
Buttons	22 @ 25
Oysters	
Cove, 1lb.....	4 90
Cove, 2lb.....	@ 1 65
Cove, 1lb, Oval	@ 1 00
Plums	
Plums	85

2

Peas	
Marrowfat	90 @ 1 00
Early June	80 @ 1 60
Early June Sifted 1	25 @ 1 65
Peaches	
Pie	1 00 @ 1 15
Yellow	1 45 @ 2 25
Pineapple	
Grated	1 25 @ 2 75
Sliced	1 35 @ 2 55
Pumpkin	
Fair	70
Good	80
Fancy	1 00
Gallon	@ 2 00
Raspberries	
Standard	@
Russian Caviar	
1/4 lb. cans	3 75
1/2 lb. cans	7 00
1lb. cans	12 00
Salmon	
Col'a River, talls 1	75 @ 1 80
Col'a River, flats.1	85 @ 1 90
Red Alaska	1 15 @ 1 25
Pink Alaska	@ 95
Sardines	
Domestic, 1/4 s.....	3 @ 3 1/2
Domestic, 1/2 s.....	5 @ 3 1/2
Domestic, Must'd 5 1/2	@ 9
California, 1/4 s.....	11 @ 14
California, 1/2 s.....	17 @ 24
French, 1/4 s.....	7 @ 14
French, 1/2 s.....	18 @ 28
Shrimps	
Standard	1 20 @ 1 40
Succotash	
Fair	85
Good	1 00
Fancy	1 25 @ 1 40
Strawberries	
Standard	1 10
Fancy	1 40 @ 2 00
Tomatoes	
Fair	@ 1 30
Good	@ 1 35
Fancy	1 40 @ 1 50
Gallons	@ 3 75
CARBON OILS	
Barrels	
Perfection	@ 10 1/2
Water White	@ 10
D. S. Gasoline	@ 13 1/2
Deodor'd Nap'a.....	@ 13 1/2
Cylinder	29 @ 34 1/2
Engine	16 @ 22 1/2
Black, winter	9 @ 10 1/2
CEREALS	
Breakfast Foods	
Bordeau Flakes, 36 1lb.	2 50
Cream of Wheat, 36 2lb	4 50
Crescent Flakes, 36 1lb	2 50
Egg-O-Sec, 36 pkgs.....	2 50
Exello Flakes, 36 1lb.	2 50
Exello, large pkgs.....	4 50
Force, 36 2 lb.....	4 50
Grape Nuts, 2 doz.....	2 70
Malta Ceres, 24 1lb.....	2 40
Malta Vita, 36 1lb.....	2 75
Mapl-Flake, 36 1lb.....	4 05
Pillsbury's Vitos, 3 doz	4 25
Ralston, 36 2lb.....	4 50
Sunlight Flakes, 36 1lb	2 80
Sunlight Flakes, 20 lgs	4 00
Vigor, 36 pkgs.....	2 75
Zest, 20 2lb.....	4 10
Zest, 36 small pkgs.....	4 50
Rolled Oats	
Rolled Avenna, bbl.....	4 60
Steel Cut, 104 lb. sacks	2 35
Monarch, bbl.....	4 40
Monarch, 100 lb. sacks	2 10
Quaker, cases	3 10
Cracked Wheat	
Bulk	3 1/2
24 2 lb. packages	2 50
CATSUP	
Columbia, 25 pts.....	4 50
Columbia, 25 1/2 pts.....	2 60
Snider's quarts	3 25
Snider's pints	2 25
Snider's 1/2 pints	1 30
CHEESE	
Acme	@ 12 1/2
Carson City	@ 13
Peerless	@ 13 1/2
Elsie	@ 14 1/2
Emblem	@ 14 1/2
Gem	@ 15
Jersey	@ 15
Ideal	@ 14
Riverside	@ 14 1/2
Warner's	@ 13 1/2
Brick	@ 90
Edam	@ 15
Lelden	14 1/2
Limburger	14 1/2
Pineapple	@ 60
Sap Sago	@ 19
Swiss, domestic.....	@ 14 1/2
Swiss, imported.....	@ 20
CHEWING GUM	
American Flag Spruce...	50
Seaman's Peppin	50

3

Best Pepsin	45	Jersey Lunch	8
Best Pepsin, 5 boxes	2 00	Kamao Gingers	10
Black Jack	50	Jeanora Klips	20
Largest Gum Made	55	Lady Fingers	12
Sen Sen	50	Lem Yen	11
Sen Sen Breath Perf.	95	Lemonade	11
Sugar Loaf	50	Lemon Gems	10
Yucatan	50	Lemon Biscuit Sq.	8
CHICORY		Lemon Wafer	16
Bulk	5	Lemon Cookie	8
Red	7	Malaga	11
Eagle	4	Mary Ann	8
Franch's	7	Marshmallow Walnuts	16
Schener's	6	Marshmallow Creams	16
CHOCOLATE		Muskegon Branch, iced	11
Walter Baker & Co.'s		Moss Jelly Bar	12
German Sweet	22	Molasses Cakes	8
Premium	28	Mixed Picnic	11 1/2
Vanilla	41	Mich. Frosted Honey	12
Caracas	35	Mich. Coconut Fstd.	
Eagle	28	Honey	12
COCOA		Newton	12
Baker's	35	Nu Sugar	8
Cleveland	41	Nic Nacs	8
Colonial, 1/4s	35	Oatmeal Crackers	8
Colonial, 1/2s	33	Orange Slices	16
Epps	42	Orange Gems	8
Huyler	45	Penny Cakes, Asst.	8
Van Houten, 1/4s	12	Pineapple Honey	15
Van Houten, 1/2s	20	Pretzels, Hade Md.	8 1/2
Van Houten, 1/4s	40	Pretzellettes, Hand Md.	8 1/2
Van Houten, 1s	72	Pretzellettes, Mac Md.	7 1/2
Webb	28	Raisen Cookies	8
Wilbur, 1/4s	41	Revere, Assorted	14
Wilbur, 1/2s	42	Richwood	8
COCOANUT		Richmond	11
Dunham's 1/4s	26	Rube	8
Dunham's 1/2s & 1/4s	26 1/2	Scotch Cookies	10
Dunham's 1/4s	27	Snowdrop	16
Dunham's 1/2s	28	Spiced Gingers	9
Bulk	13	Spiced Gingers, Iced	10
COCOA SHELLS		Spiced Sugar Tops	9
20lb. bags	2 1/2	Sultana Fruit	15
Less quantity	3	Sugar Cakes	8
Pound packages	4	Sugar Squares, large or small	8
COFFEE		Superba	8
Rio		Sponge Lady Fingers	25
Common	13 1/2	Urchins	11
Fair	14 1/2	Vanilla Wafers	16
Choice	16 1/2	Vienna Crimp	8
Fancy	20	Whitehall	10
Santos		Waverly	8
Common	13 1/2	Water Crackers (Bent & Co.)	16
Fair	14 1/2	Zanzibar	9
Choice	16 1/2	In-er Seal Goods.	
Fancy	19		
Peaberry			
Maracalbo		Dox.	
Fair	16	Almond Bon Bon	1 50
Choice	16 1/2	Albert Biscuit	1 00
Mexican		Animals	1 00
Choice	16 1/2	Brenner's But. Wafers	1 00
Fancy	19	Butter Thin Biscuit	1 00
Guatemala		Cheese Sandwich	1 00
Choice	15	Cococant Macaroons	2 50
Java		Cracker Meal	75
African	12	Faust Oyster	1 00
Fancy African	17	Five O'clock Tea	1 00
D. G.	25	Frosted Coffee Cake	1 00
P. G.	31	Frotana	1 00
Mocha		Ginger Snaps, N. B. C.	1 00
Arabian	21	Graham Crackers	1 00
Package		Lemon Snaps	50
New York Basis		Marshmallow Dainties	1 00
Arbuckle	15 00	Oatmeal Crackers	1 00
Dilworth	15 00	Oysterettes	50
Jersey	15 00	Pretzellettes, H. M.	1 00
Lion	15 00	Royal Toast	1 00
McLaughlin's XXXX		Saltine	1 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.			
Extract		Saratoga Flakes	1 50
Holland, 1/2 gro boxes	95	Seymour Butter	1 00
Felix, 1/2 gross	1 15	Social Tea	1 00
Hummel's foil, 1/2 gro.	85	Soda, N. B. C.	1 00
Hummel's tin, 1/2 gro.	1 43	Soda, Select	1 00
CRACKERS		Sponge Lady Fingers	1 00
National Biscuit Company		Sultana Fruit Biscuit	1 50
Brand		Uneeda Biscuit	50
Butter		Uneeda Jinjer Wayfer	1 00
Seymour, Round	6	Uneeda Milk Biscuit	50
New York, Square	6	Vanilla Wafers	1 00
Family	6	Water Thin	1 00
Salted, Hexagon	6	Zu Zu Ginger Snaps	50
Soda		Zwieback	1 00
N. B. C. Soda	6	CREAM TARTER	
Select Soda	8	Barrels or drums	29
Saratoga Flakes	13	Boxes	30
Zephyrettes	13	Package cans	32
Oyster		Fancy caddies	35
N. B. C. Round	6	DRIED FRUITS	
N. B. C. Square, Salted	6	Apples	
Faust, Shell	7 1/2	Sundried	7 1/2 @ 8
Sweet Goods		Evaporated	10 @ 11
Animals	10	California Prunes	
Atlantic, Assorted	10	100-125 25lb boxes	
Bagley Gems	8	90-100 25lb. boxes	@ 5 1/4
Belle Isle Picnic	11	80-90 25lb boxes	@ 5 1/2
Brittle	11	70-8 25lb boxes	@ 6
Cartwheels, S & M.	8	60-70 25lb boxes	@ 6 1/2
Currant Fruit	10	50-60 25lb boxes	@ 7 1/4
Cracknels	16	40-50 25lb boxes	@ 7 1/2
Coffee Cake, N. B. C.		30-40 25lb boxes	@ 8 1/2
plain or iced	10	1/4 c less in 50lb cases.	
Cococant Taffy	12	Citron	
Cocoa Bar	10	Corsican	@ 20
Chocolate Drops	17	Currants	
Cocoa Drops	17	Imp'd 1 lb. pkg.	@ 7 1/2
Cococant Macaroons	9	Imported bulk	@ 7 1/2
Dixie Cookie	9	Lemon American	
Fruit Honey Squares	12 1/2	Orange	13
Frosted Cream	8	Raisins	
Fluted Cococant	10	London Layers, 3 cr	
Fig Stick	12	London Layers, 4 cr	
Ginger Gems	8	Cluster, 5 crown	
Graham Crackers	8	Loose Muscatels, 2 cr	
Ginger Snaps, N. B. C.	7	Loose Muscatels, 3 cr.	7
Hazelnut	11	Loose Muscatels, 4 cr.	7 1/4
Honey Cake, N. B. C.	12	L. M. Seeded, 1 lb.	7 1/4 @ 8 1/2
Honey Fingers As. Ice.	12	L. M. Seeded, 1/2 lb.	
Honey Jumbles	12	Sultanas, bulk	
Household Cookies, As.	8	Sultanas, package	7 1/4 @ 8
Iced Honey Crumpets	8	FARINACEOUS GOODS	
Material	8	Beans	

4

Best Pepsin	45	Jersey Lunch	8
Best Pepsin, 5 boxes	2 00	Kamao Gingers	10
Black Jack	50	Jeanora Klips	20
Largest Gum Made	55	Lady Fingers	12
Sen Sen	50	Lem Yen	11
Sen Sen Breath Perf.	95	Lemonade	11
Sugar Loaf	50	Lemon Gems	10
Yucatan	50	Lemon Biscuit Sq.	8
CHICORY		Lemon Wafer	16
Bulk	5	Lemon Cookie	8
Red	7	Malaga	11
Eagle	4	Mary Ann	8
Franch's	7	Marshmallow Walnuts	16
Schener's	6	Marshmallow Creams	16
CHOCOLATE		Muskegon Branch, iced	11
Walter Baker & Co.'s		Moss Jelly Bar	12
German Sweet	22	Molasses Cakes	8
Premium	28	Mixed Picnic	11 1/2
Vanilla	41	Mich. Frosted Honey	12
Caracas	35	Mich. Coconut Fstd.	
Eagle	28	Honey	12
COCOA		Newton	12
Baker's	35	Nu Sugar	8
Cleveland	41	Nic Nacs	8
Colonial, 1/4s	35	Oatmeal Crackers	8
Colonial, 1/2s	33	Orange Slices	16
Epps	42	Orange Gems	8
Huyler	45	Penny Cakes, Asst.	8
Van Houten, 1/4s	12	Pineapple Honey	15
Van Houten, 1/2s	20	Pretzels, Hade Md.	8 1/2
Van Houten, 1/4s	40	Pretzellettes, Hand Md.	8 1/2
Van Houten, 1s	72	Pretzellettes, Mac Md.	7 1/2
Webb	28	Raisen Cookies	8
Wilbur, 1/4s	41	Revere, Assorted	14
Wilbur, 1/2s	42	Richwood	8
COCOANUT		Richmond	11
Dunham's 1/4s	26	Rube	8
Dunham's 1/2s & 1/4s	26 1/2	Scotch Cookies	10
Dunham's 1/4s	27	Snowdrop	16
Dunham's 1/2s	28	Spiced Gingers	9
Bulk	13	Spiced Gingers, Iced	10
COCOA SHELLS		Spiced Sugar Tops	9
20lb. bags	2 1/2	Sultana Fruit	15
Less quantity	3	Sugar Cakes	8
Pound packages	4	Sugar Squares, large or small	8
COFFEE		Superba	8
Rio		Sponge Lady Fingers	25
Common	13 1/2	Urchins	11
Fair	14 1/2	Vanilla Wafers	16
Choice	16 1/2	Vienna Crimp	8
Fancy	20	Whitehall	10
Santos		Waverly	8
Common	13 1/2	Water Crackers (Bent & Co.)	16
Fair	14 1/2	Zanzibar	9
Choice	16 1/2	In-er Seal Goods.	
Fancy	19		
Peaberry			
Maracalbo		Dox.	
Fair	16	Almond Bon Bon	1 50
Choice	16 1/2	Albert Biscuit	1 00
Mexican		Animals	1 00
Choice	16 1/2	Brenner's But. Wafers	1 00
Fancy	19	Butter Thin Biscuit	1 00
Guatemala		Cheese Sandwich	1 00
Choice	15	Cococant Macaroons	2 50
Java		Cracker Meal	75
African	12	Faust Oyster	1 00
Fancy African	17	Five O'clock Tea	1 00
D. G.	25	Frosted Coffee Cake	1 00
P. G.	31	Frotana	1 00
Mocha		Ginger Snaps, N. B. C.	1 00
Arabian	21	Graham Crackers	1 00
Package		Lemon Snaps	50
New York Basis		Marshmallow Dainties	1 00
Arbuckle	15 00	Oatmeal Crackers	1 00
Dilworth	15 00	Oysterettes	50
Jersey	15 00	Pretzellettes, H. M.	1 00
Lion	15 00	Royal Toast	1 00
McLaughlin's XXXX		Saltine	1 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.			
Extract		Saratoga Flakes	1 50
Holland, 1/2 gro boxes	95	Seymour Butter	1 00
Felix, 1/2 gross	1 15	Social Tea	1 00
Hummel's foil, 1/2 gro.	85	Soda, N. B. C.	1 00
Hummel's tin, 1/2 gro.	1 43	Soda, Select	1 00
CRACKERS		Sponge Lady Fingers	1 00
National Biscuit Company		Sultana Fruit Biscuit	1 50
Brand		Uneeda Biscuit	50
Butter		Uneeda Jinjer Wayfer	1 00
Seymour, Round	6	Uneeda Milk Biscuit	50
New York, Square	6	Vanilla Wafers	1 00
Family	6	Water Thin	1 00
Salted, Hexagon	6	Zu Zu Ginger Snaps	50
Soda		Zwieback	1 00
N. B. C. Soda	6	CREAM TARTER	
Select Soda	8	Barrels or drums	29
Saratoga Flakes	13	Boxes	30
Zephyrettes	13	Package cans	32
Oyster		Fancy caddies	35
N. B. C. Round	6	DRIED FRUITS	
N. B. C. Square, Salted	6	Apples	
Faust, Shell	7 1/2	Sundried	7 1/2 @ 8
Sweet Goods		Evaporated	10 @ 11
Animals	10	California Prunes	
Atlantic, Assorted	10	100-125 25lb boxes	
Bagley Gems	8	90-100 25lb. boxes	@ 5 1/4
Belle Isle Picnic	11	80-90 25lb boxes	@ 5 1/2
Brittle	11	70-8 25lb boxes	@ 6
Cartwheels, S & M.	8	60-70 25lb boxes	@ 6 1/2
Currant Fruit	10	50-60 25lb boxes	@ 7 1/4
Cracknels	16	40-50 25lb boxes	@ 7 1/2
Coffee Cake, N. B. C.		30-40 25lb boxes	@ 8 1/2
plain or iced	10	1/4 c less in 50lb cases.	
Cococant Taffy	12	Citron	
Cocoa Bar	10	Corsican	@ 20
Chocolate Drops	17	Currants	
Cocoa Drops	17	Imp'd 1 lb. pkg.	@ 7 1/2
Cococant Macaroons	9	Imported bulk	@ 7 1/2
Dixie Cookie	9	Lemon American	
Fruit Honey Squares	12 1/2	Orange	13
Frosted Cream	8	Raisins	
Fluted Cococant	10	London Layers, 3 cr	
Fig Stick	12	London Layers, 4 cr	
Ginger Gems	8	Cluster, 5 crown	
Graham Crackers	8	Loose Muscatels, 2 cr	
Ginger Snaps, N. B. C.	7	Loose Muscatels, 3 cr.	7
Hazelnut	11	Loose Muscatels, 4 cr.	7 1/4
Honey Cake, N. B. C.	12	L. M. Seeded, 1 lb.	7 1/4 @ 8 1/2
Honey Fingers As. Ice.	12	L. M. Seeded, 1/2 lb.	
Honey Jumbles	12	Sultanas, bulk	
Household Cookies, As.	8	Sultanas, package	7 1/4 @ 8
Iced Honey Crumpets	8	FARINACEOUS GOODS	
Material	8	Beans	

5

Best Pepsin	45	Jersey Lunch	8
Best Pepsin, 5 boxes	2 00	Kamao Gingers	10
Black Jack	50	Jeanora Klips	20
Largest Gum Made	55	Lady Fingers	12
Sen Sen	50	Lem Yen	11
Sen Sen Breath Perf.	95	Lemonade	11
Sugar Loaf	50	Lemon Gems	10
Yucatan	50	Lemon Biscuit Sq.	8
CHICORY		Lemon Wafer	16
Bulk	5	Lemon Cookie	8
Red	7	Malaga	11
Eagle	4	Mary Ann	8
Franch's	7	Marshmallow Walnuts	16
Schener's	6	Marshmallow Creams	16
CHOCOLATE		Muskegon Branch, iced	11
Walter Baker & Co.'s		Moss Jelly Bar	12
German Sweet	22	Molasses Cakes	8
Premium	28	Mixed Picnic	11 1/2
Vanilla	41	Mich. Frosted Honey	12
Caracas	35	Mich. Coconut Fstd.	
Eagle	28	Honey	12
COCOA		Newton	12
Baker's	35	Nu Sugar	8
Cleveland	41	Nic Nacs	8
Colonial, 1/4s	35	Oatmeal Crackers	8
Colonial, 1/2s	33	Orange Slices	16
Epps	42	Orange Gems	8
Huyler	45	Penny Cakes, Asst.	8
Van Houten, 1/4s	12	Pineapple Honey	15
Van Houten, 1/2s	20	Pretzels, Hade Md.	8 1/2
Van Houten, 1/4s	40	Pretzellettes, Hand Md.	8 1/2
Van Houten, 1s	72	Pretzellettes, Mac Md.	7 1/2
Webb	28	Raisen Cookies	8
Wilbur, 1/4s	41	Revere, Assorted	14
Wilbur, 1/2s	42	Richwood	8
COCOANUT		Richmond	11
Dunham's 1/4s	26	Rube	8
Dunham's 1/2s & 1/4s	26 1/2	Scotch Cookies	10
Dunham's 1/4s	27	Snowdrop	16
Dunham's 1/2s	28	Spiced Gingers	9
Bulk	13	Spiced Gingers, Iced	10
COCOA SHELLS		Spiced Sugar Tops	9
20lb. bags	2 1/2	Sultana Fruit	15
Less quantity	3	Sugar Cakes	8
Pound packages	4	Sugar Squares, large or small	8
COFFEE		Superba	8
Rio		Sponge Lady Fingers	25
Common	13 1/2	Urchins	11
Fair	14 1/2	Vanilla Wafers	16
Choice	16 1/2	Vienna Crimp	8
Fancy	20	Whitehall	10
Santos		Waverly	8
Common	13 1/2	Water Crackers (Bent & Co.)	16
Fair	14 1/2	Zanzibar	9
Choice	16 1/2	In-er Seal Goods.	
Fancy	19		
Peaberry			
Maracalbo		Dox.	
Fair	16	Almond Bon Bon	1 50
Choice	16 1/2	Albert Biscuit	1 00
Mexican		Animals	1 00
Choice	16 1/2	Brenner's But. Wafers	1 00
Fancy	19	Butter Thin Biscuit	1 00
Guatemala		Cheese Sandwich	1 00
Choice	15	Cococant Macaroons	2 50
Java		Cracker Meal	75
African	12	Faust Oyster	1 00
Fancy African	17	Five O'clock Tea	1 00
D. G.	25	Frosted Coffee Cake	1 00
P. G.	31	Frotana	1 00
Mocha		Ginger Snaps, N. B. C.	1 00
Arabian	21	Graham Crackers	1 00
Package		Lemon Snaps	50
New York Basis		Marshmallow Dainties	1 00
Arbuckle	15 00	Oatmeal Crackers	1 00
Dilworth	15 00	Oysterettes	50
Jersey	15 00	Pretzellettes, H. M.	1 00
Lion	15 00	Royal Toast	1 00
McLaughlin's XXXX		Saltine	1 00
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.			
Extract		Saratoga Flakes	1 50
Holland,			

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per pail. 38 30 lb. pails, per pail. 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's, Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case. 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs. 1 60 Bulk, 2 gal. kegs. 1 55 Bulk, 5 gal. kegs. 1 50 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count. 4 75 Half bbls., 600 count. 2 88 Small Barrels, 2,400 count. 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15 Rival, assorted. 1 20 No. 20, Rover enameled. 1 60 No. 572, Special. 1 75 No. 98 Golf, satin finish. 2 00 No. 808 Bicycle. 2 00 No. 332 Tourist's whist. 2 25 POTASH 48 cans in case 4 00 Babbitt's 3 00 Penna Salt Co. s. 3 00 PROVISIONS Barreled Pork Mess Fat Black 16 00 Short Cut 14 00 Short Cut clear 14 25 Bean 13 00 Pig 20 00 Brisket, clear 15 00 Clear Family 13 00 Dry Salt Meats S P Bellies 10 40 Bellies 10 40 Extra Shorts 8 40 Smoked Meats Hams, 12 lb. average. 10 Hams, 14 lb. average. 10 Hams, 16 lb. average. 10 Hams, 18 lb. average. 10 Skinned Hams 10 Ham, dried beef sets. 13 Bacon, clear 11 California Hams 7 1/2 Picnic Boiled Ham 13 Boiled Ham 15 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 6 1/2 Pure 8 1/2 80 lb. tugs. advance 4 1/2 60 lb. tugs. advance 4 1/2 50 lb. tins. advance 4 1/2 20 lb. pails. advance 4 1/2 10 lb. pails. advance 4 1/2 5 lb. pails. advance 4 1/2 3 lb. pails. advance 4 1/2 Sausages Bologna 5 Liver 1 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/4 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 7 Uncolored Butterline Solid dairy 10 Rolls, dairy 10 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 @ 2 50 Potted ham, 1/4s 85 Potted ham, 1/2s 85 Deviled ham, 1/4s 85 Deviled ham, 1/2s 85 Potted tongue, 1/4s 46 RICE Screenings @ 4 Fair Japan @ 5 Choice Japan @ 5 1/2 Imported Japan @ 6 Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. 6 1/2 @ 7 Carolina, ex. fancy 6 @ 7 1/2 SALAD DRESSING Columbia, 1/2 pint. 2 25 Columbia, 1 pint. 4 00 Durkee's, large, 1 doz. 4 50 Durkee's Small, 2 doz. 5 25 Snider's, large, 1 doz. 2 35 Snider's small, 2 doz. 1 35 SALERATUS Packed 60 lbs. in box. Arm and Hammer. 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 L. P. 2 00 Wyandotte, 100 1/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb cases. 80 Lump, bbls. 80 Lump, 145lb kegs. 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 55 lb. sacks 30 25 lb. sacks 15 Warsaw 55 lb. dairy in drill bags 40 25 lb. dairy in drill bags 20 Solar Rock 55lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole @ 7 Small whole @ 6 1/2 Strips or bricks. 7 1/2 @ 10 Pellock @ 2 1/2 Halibut Strips 13 Chunks 13 1/2 Herring Holland White Hoop, bbls. 11 50 White Hoop, 1/2 bbls. 6 00 White Hoop, keg. @ 75 White Hoop mchs @ 80 Norwegian Round, 100lbs 3 75 Round, 40lbs 1 75 Scaled 13 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 5lbs 75 Mackerel Mess, 100lbs. 13 50 Mess, 40 lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10lbs. 1 65 No. 1, 8 lbs. 1 75 Whitefish No. 1 No. 2 Fam 100lb. 9 50 4 50 50lb. 5 00 2 40 10lb. 1 10 60 8lb. 90 50 SEEDS Anise 15 Canary, Smyrna. 6 Caraway 8 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 5 Mixed Bird 4 Mustard, white. 3 Poppy 3 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small. 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85 SNUFF Scotch, in bladders. 37 Maccaboy, in jars. 35 French Rapple in jars. 43 SOAP Central City Soap Co. Jaxon 2 85 Boro Naphtha 3 85 J. S. Kirk & Co. American Family. 4 05 Dusky Diamond, 50 8oz 2 80 Dusky D'nd, 100 6oz. 3 75 Jap Rose, 50 bars. 3 75 Savon Imperial. 3 10 White Russian. 3 10 Dome, oval bars. 2 85 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 10	LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naptha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap 4 00 A. B. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 LAUTZ BROS. & CO. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 2 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Seap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 28 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 60 Cloves, Amboyana. 23 Cloves, Zanzibar 15 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-120 30 Pepper, Singapore, blk. 15 Pepper, Singsp. white. 15 Pepper, shot 17 Pure Ground in Bulk Allspice 18 Cassia, Batavia 23 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 25 Mace 65 Mustard 17 Pepper, Singapore, blk. 18 Pepper, Singsp. white. 23 Pepper, Cayenne 20 Sage 20 STARCH Common Glass 1lb packages 4 05 5lb packages 4 1/2 6lb packages 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels @ 2 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/2 dz in case 1 70 10lb cans 1/2 dz in case 1 65 5lb cans 2 dz in case 1 75 2 1/2 lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 26 Sundried, fancy 32 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 33 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 13 @ 14 Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 32 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb pails. 55	Telegram 24 Pay Car 43 Prairie Rose 43 Protection 44 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kylo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Heidsieck 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 33 Corn Cake, 2 1/2 oz. 35 Corn Cake, 1lb. 33 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 35 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 36 Good Indian 35 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 3 ply 14 Hemp, 6 ply 12 Flax, medium 20 Wool, 1lb. balls 6 VINEGAR Malt White Wine, 40 gr 8 1/2 Malt White Wine, 80 gr 13 Pure Cider, B & B. 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver. 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band. 1 10 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large. 7 00 Willow Clothes, med. 6 00 Willow Clothes, small. 5 50 Bradley Butter Boxes 2lb size, 24 in case 72 3lb size, 16 in case 62 5lb size, 12 in case 63 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 3 40 Barrel, 10 gal., each 3 55 Barrel, 15 gal., each 3 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 3 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 3 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 90 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 3-heep Standard 1 60 2-heep Standard 1 75 3-wire, Cable 1 70 3-wire, Cable 1 70 Cedar, all red, brass 1 25 Paper, Bureau 3 25 Bureaus 3 70	Toothpicks Hardwood 2 50 Softwood 3 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 6 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 2 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 55 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 11 in. Wood Saws 11 in. Butter 75 12 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 2 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 2 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 15 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 8 doz. 1 15 Sunlight, 8 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz. 55 FRESH FISH Per lb. Jumbo Whitefish @ 13 No. 1 Whitefish @ 10 1/2 Trout @ 13 1/2 Halibut @ 10 Clasico or Herring. @ 5 Bluefish 10 1/2 @ 11 Live Lobster @ 35 Boiled Lobster @ 35 Cod @ 10 Haddock @ 8 Pike @ 8 Perch, dressed @ 12 1/2 Smoked White @ 14 Red Snapper @ 8 Col. River Salmon. @ 14 Mackerel 15 @ 16 OYSTERS Cans Extra Selects 28 F. H. Counts 35 F. J. D. Selects 30 Selects 25 Perfection Standards 25 Anchors 22 Standards 20 Bulk Oysters Per Gal. F. H. Counts 1 75 Extra Selects 1 75 Selects 1 50 Perfection Standards. 1 25 Standards 1 20 Shell Goods Clams, per gal. 1 20 Shell Clams, per 100. 1 25 Oysters, per gal. 1 25 Shell Oysters, per 100. 1 00 HIDES AND PELTS Hides Green No. 1 @ 11 1/2 Green No. 2 @ 10 1/2 Cured No. 1 @ 12 1/2 Cured No. 2 @ 11 1/2 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 Calfskins, cured No. 2 11 1/2 Steer Hides, 60lb. over 12 1/2 Pelts Old Wool 60 @ 1 40 Lambs 40 @ 1 25 Shearings 40 @ 1 25 Tailow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 30 lb. case 13	Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 8 Cut Leaf 9 Leader 8 1/2 Kindergarten 9 Bon Ton Cream 8 1/2 French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 13 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Bias Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 12 Eureka Chocolates 12 Quintette Chocolates. 12 Champion Gum Drops 1 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 20lb pails 11 Molasses Chews, 15lb. cases 12 Molasses Kisses, 10 lb. box 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10 lb. box. 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops. 65 H. M. Choc. Lt. and Dark No. 13 1 00 Bitter Sweets, ass'd. 1 25 Brilliant Gums, Cryst. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr'sms. 80 @ 90 Cream Buttons, Pep. and Wintergreen. 65 String Rock 60 Wintergreen Berries. 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 30lb. case 3 50 Up-to-Date Assmt, 23 lb. case 3 75 Ten Strike Assort- ment No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 13 00 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malt 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines. 18 Quadruple Chocolate. 15 Violet Cream Cakes, bx 80 Gold Medal Creams, pails 13 1/2 Pop Corn Dandy Smack, 34s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Checkers, 50 pkg, case 3 00 Pop Corn Balls, 100s 1 20 Cicero Corn Cakes 5 per box 60 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS-Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft shell 15 @ 16 Brazil 12 @ 12 Filberts 12 @ 12 Cal. No. 1 16 @ 17 Walnuts, soft shelled. 16 1/2 Walnuts, marbot 15 Table nuts, fancy 13 Pecans, Med. 12 Pecans, ex. large. 13 Pecans, Jumbos 14 Hickory Nuts pr bu Ohio new 5 Cocoanuts, New York State, per bu 5 Shelled Spanish Peanuts. 6 1/2 @ 7 1/2 Pecan Halves @ 52 Walnut Halves @ 35 Filbert Meats @ 25 Alicante Almonds @ 25 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 5 1/2 Fancy, H. P. Suns, Roasted 6 1/2 Choice, H. P. Jbo. 6 1/2 Choice, H. P. Jbo- bo, Roasted 6 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes .75 9 00
Paragon .55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60



Royal

10e size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/2 lb cans 2 50
1 lb cans 3 75
1 lb cans 4 80
2 lb cans 13 00
5 lb cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz box...40
Large size 1 doz box...75

CIGARS



G. J. Johnson Cigar Co.'s bd
Less than 500. 33
500 or more 32
1,000 or more 31
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
25 1/4 lb pkg, per case 2 60
16 1/4 lb pkg, per case 2 60

FRESH MEATS

Beef
Carcass 5 @ 7 1/2
Hindquarters 6 @ 8 1/2
Loins 7 @ 16
Ribs 7 @ 13
Rounds 5 1/2 @ 6 1/2
Plates 2 3
Livers 2 3
Pork
Loins @ 9
Dressed @ 7
Boston Butts @ 8
Shoulders @ 7 1/2
Leaf Lard @ 8 1/2

Mutton

Carcass 8 3
Lambs 8 13

Veal

Carcass 7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra.. 1 00
72ft. 3 thread, extra.. 1 40
90ft. 3 thread, extra.. 1 70
60ft. 6 thread, extra.. 1 29
72ft. 6 thread, extra.. 1 50

Jute

60ft. 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;
Lee & Cady, Detroit; Na-
tional Grocer Co., Jackson;
F. Saunders & Co., Port
Huron; Symons Bros. &
Co., Saginaw; Meisel &
Goeschel, Bay City; Gods-
mark, Durand & 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 25
Peerless Wap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/2 to 3 in 9
1 3/4 to 4 in 11
2 in 15
3 in 20

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 13
No. 8, 15 feet 15
No. 9, 15 feet 18
No. 10, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz .1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95
Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

Use

Tradesman
Coupon
Books

Made by

Tradesman Company

Grand Rapids, Mich.

NOTIONS

A Special Sale In Our May Catalogue

The fireworks pages, the \$4.50 sale, the regular monthly grist of leaders in every department, plans for pushing business right now—

In short all those uniquely **TIMELY** features that distinguish every monthly issue of "Our Drummer" are there too. But, for notions alone, our May catalogue is especially valuable to aggressive merchants.

The notions of **ALL** lines make a particularly Profitable Side Line. And for the notions of all lines you would naturally come to us—unquestioned Headquarters for Notions.

Shall we send **YOU** our May catalogue—No. J574 and ready for mailing about the time your request can reach us?

BUTLER BROTHERS

Wholesalers of General Merchandise—By Catalogue Only

New York

Chicago

St. Louis

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Wanted—To exchange new brick store, valued at \$5,000, rented to good tenant who pays 10% on investment. In good location, for stock general merchandise. Will pay cash for balance if any. This is a snap that brings in easy money. 671

Creamery For Sale—The Tustin Elgin Creamery, in Tustin, Mich., a thriving little village, surrounded by a good farming country, is offered for sale very cheap. For particulars write to the secretary of the company, A. A. Lovene, Secretary. 669

Drug Store For Sale—On account of other business, the undersigned will sell one of the best drug stocks in one of the best towns in Southeastern Michigan. Stock inventories between \$3,500 and \$4,000. Will sell or rent brick building and fixtures, living apartments on second floor. Water on both floors. One of the best locations in town. Building has lowest insurance rate in town. One sideline alone will pay rent. Good fountain trade. Only one other drug store. Full prices. Will bear closest investigation. Ask any traveling man in any line, making the territory, about Armada. Address E. F. Phillips, Armada, Mich. 664

Printers—Or a strictly newspaper man (not a printer) with \$1,500 cash can buy an interest in a well-established weekly newspaper and big job printing plant. If interested, write John T. Dow, 516 Burrows Bldg., Duluth, Minn. 665

For Sale—Stock of groceries and fixtures at a bargain. Invoice \$1,000. No trades. Address Lock Box 138, Charlevoix, Mich. 663

Wanted—Lady partner. Must understand keeping accounts, with some business experience. Between the age of 35 and 40 years. Address H. care Michigan Tradesman. 662

Want To Purchase—A clothing and shoe business, or either, in a town of 10,000 to 50,000 inhabitants, if stock not exceeding \$10,000; or will rent store room suitable for above lines in good location. Send full particulars to Union Clothing Co., Lima, Ohio. 661

For Sale—General stock inventorying about \$2,500, located in growing agriculture town. Surrounded by fine farms. Annual sales, about \$8,000, mostly cash. Good bargain. C. I. Taylor, Clarksville, Mich. 659

For sale cheap for cash, if taken at once, the best meat market in the city. Doing a fine cash business. Address Louis Nelp, Beru, Ind. 660

For Sale—Drug stock and building. Stock and fixtures, \$2,000, time on building. Sales last year, \$7,002. Address No. 621, care Tradesman. 621

Mining Pays—So says the man who invested two hundred dollars in "Hudson Bay" stock less than a year ago, and resold his holdings for thirty-two thousand dollars recently. Two stocks I have been selling, have been withdrawn from the market. I want to send you facts about the new Cobalt, Ontario mining district. Address Sam H. Bradbury, Waukegan, Ill. 666

For Sale—Whole or one-half interest in well-established plating plant; only jobbing shop in city; good contracts with manufacturers; 5 h. p. motor, 800 ampere H. & V. W. dynamo, 3 large lathes, good boilers, tanks, ovens, and equipment; inventory \$2,500; fine opportunity for light manufacturing also. Address Box 2391, Battle Creek, Mich. 667

For Sale—Drug stock complete. Good location. Good business. Easy terms to responsible party. Nice store in fruit belt. Address No. 672, care Tradesman. 672

For Sale—A fine general merchandise business at Beulah, Crystal Lake, Mich. Benzie Co. Good farming and fine retail business. Good reasons for selling. Write F. L. Orcutt, Beulah, Mich. 638

For Sale—House furnishing and undertaking business. Growing Michigan town, county seat. Doing fine business. Nearest competitor 18 miles. Old age and ill health forces me to retire. Address A. C., care Tradesman. 635

Soda fountain new, never used. Will trade for \$20 worth of groceries or any other kind of merchandise. Address Mill Creek Supply Co., Ligonier, Pa. 628

A Profitable Side Line—Salesmen to carry side line of cheap, popular and quick selling carpets on a 5 per cent. commission basis. Good line for interior country and general store trade, as well as the large cities. Line weighs from fifteen to twenty pounds. Address No. 600, care Michigan Tradesman. 600

For Sale—A high-class hat and furnishing business. Dunlap and Dr. Jaeger's Agencies; stock in first-class condition; will inventory about \$13,000; wealthiest city of its size in the West; population 30,000, in summer, 50,000; beautiful corner store. Grand chance for someone with money enough to add line of fine clothing. Only one good clothing house in town. Will make low price if taken at once. Reasons for selling, poor health, and insufficient capital. Address B. W. Davis, Colorado Springs, Colo. 634

We collect accounts anywhere in the U. S. on straight commission. Debtors pay direct to you. You pay us after collection is made. Costs you nothing if we fail to collect. Write for particulars, The French Mercantile Agency, Mt. Vernon, Ill. 636

For Sale—A Palmetto counter draught soda fountain, 1 soda, 2 mineral arms, 8 syrups. In first-class condition, \$75. H. C. Kitchen, Muskegon, Mich. 639

For Sale—\$7,000 will buy an old and well-established stove and hardware business at Fond du Lac, Wis. A live town of 20,000; this is a rare opportunity for anyone who wishes to engage in a good paying business. Address Second Floor, 90 S. Main St., Fond du Lac, Wis. 641

Planing Mill For Sale—A well equipped plant with good trade and location. Address F. R. Myers, Rochester, Ind. 643

General merchandise stock located in thriving village of Michigan, 600 population. Permanent location of large and increasing manufacturing interests. Rare opportunity. Address H. L. Nelson, 82 Griswold St., Detroit, Mich. Tel. M. 1036. 645

I have a \$10,000 stock and fruit farm for sale. Only 5 miles northeast of Grand Rapids, city market. Might take stock of goods as first payment, easy terms on balance. John P. Costing, 128 Cass Ave., Grand Rapids, Mich. 646

Wanted—Location for banking business, in town of good prospects, where the business is not represented. Address Lock Box No. 1, Indian River, Mich. 647

An Opportunity—Two-story brick store building (new), centrally located in live up-to-date progressive town in Northern Michigan. First floor now used for cigar and confectionery business. Doing profitable business; second floor for dwelling. Will sell building with or without the business. Address W. A. Loveday, Agt., East Jordan, Mich. 650

For Sale—Hotels, laundry, business and residence rental property, farms and summer resort sites in Northern Michigan. Properties in several towns and two counties. Best in the North. Address W. A. Loveday, East Jordan, Mich. 651

For Sale—Land contract on house and lot in Boyne City, Mich.; contract is for \$875, \$240 paid in, balance \$10 per month at 7 per cent. interest; value guaranteed. Will sell for \$600. Address T. F. Streeter, Boyne City, Mich. 649

For Sale or Lease—Building occupied by Wallace Co., Port Austin, Mich., consisting of 3 stores; stone building, iron roof. D. W. Simons, Owner, Detroit, Mich. 624

For Sale or might exchange for farm, store stock and dwelling. Well located in country town. Address No. 477, care Michigan Tradesman. 477

For Sale—Drug stock and building. Total invoice, \$4,000. Sales last year, \$7,002. Address No. 621, care Tradesman. 621

For Sale For Cash Only—Stock of general merchandise with fixtures. Established ten years. Good country trade. Don't write unless you mean business. C. F. Hosmer, Mattawan, Mich. 612

For Sale—A first-class stock of shoes, rubbers and groceries in one of the best small towns in the State. Shoes and rubbers will invoice about \$2,900, groceries, \$1,000, shirts and overalls, \$150, fixtures, \$250. Address No. 603, care Michigan Tradesman. 603

Manufacturing plant for sale; products, small farm implements, stoves and bobsleds; sale imperative; can be turned over with established business as going concern; located in a Michigan city; labor conditions satisfactory. Address Detroit Trust Co., Detroit, Mich. 604

For Sale Cheap—Dry goods and carpet business. Must be sold quick. Terms, cash. Stock about \$15,000, located Titusville, Pa., city of 12,000. Long lease cheap. No agents or traders entertained. Address S. R. Ullman, Titusville, Pa. 630

For Sale—One of the best groceries in Grand Rapids, doing \$30,000 annually. Reasonable rent. Good reason for selling. Address No. 632, care Michigan Tradesman. 632

Wanted—Stock of general merchandise. Must be in good condition, in exchange for 140 acres of land. Describe stock. Difference cash. W. A. Pierson, Knox, Ind. 608

For Sale—An up-to-date grocery, doing a large profitable business. Best location in city. Owner wishes to devote his entire time to manufacturing business. For particulars write James G. Redner, Battle Creek, Mich. 609

Instantaneous hair dye, best made. Full instructions. Trial sample ten cents. Full size 50 cents. Julian Mfg. Co., Reading, Mass. 613

Bankrupt Sale—The hardware and implement stock and business of George C. Letson of Walkerville, Oceana County, Mich., is now ready for sale. Here is an opportunity to buy a nice stock of goods at a sacrifice price. Address Rufus F. Skeels, Trustee, Hart, Mich. 619

For Sale—Stock of general merchandise in Howard City. Apply to W. S. King, Howard City, or W. H. Bradley, Trustee, Greenville. 625

Every woman wants it; thread cutting thimble; sells like hot cakes; gold mine for agents; sample 10 cents. Clark Trading Co., Box 467, Atlanta, Ga. 569

For Sale For Cash—Discount 25% clean stock staple dry goods, shoes, store furniture, fixtures, about \$3,000. Poor health reason selling. Box 325, Edmore, Mich. 597

If you want something good in a well-established house furnishing business, in a live manufacturing town of 4,000, with a pay roll of \$40,000 per month, write to G. Dale Gardner, Boyne City, Mich. Don't write unless you mean business. I have no time to answer "pastime letters." 533

For Sale or Trade—197 acre farm Southern Indiana. \$60 per acre. Would take \$4,000 stock groceries in trade, balance cash. 1 1/2 miles from railroad. Good gravel road, 170 acres cleared, balance fair timber, good barn, 6-room house, good fencing. Address Box 46, Kingman, Ind. 586

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

Virgin Pine—Florida Lands—Cypress—1,100,000 acres of pine and cypress lands. Tracts 10,000 to 200,000 acres. We handle our own property and have selected "timbered" lands. Shackleton & Hutchins, Jacksonville, Fla. 581

For Sale—Hotel in live town of 1,500 inhabitants, fifty rooms, steam heat. E. E. Hemingway & Co., Mattoon, Wis. 582

For Sale—For cash only, \$3,000 stock of shoes, groceries and fixtures, in county seat town; railroad division point. No. P.; 3,000 people in town; stock in first-class condition and doing a good business. Address Wm. Stenger, Council Grove, Kan. 607

Fine clothing stock, cheap. Will invoice about \$8,000 in town of 2,200. Good location. Cheap rent. Box 64 1/2, Warren, Ill. 611

For Sale—Good clothing store—Best part of Ohio; county seat of 8,000; annual business of \$30,000; average stock carried, \$20,000; can be reduced if desired. Write "H. E. S." care the Columbus Merchandise Co., Columbus, Ohio. 615

For Sale—Our stock of hardware and implements, which is in first-class condition. No dead stock. Will sell hardware alone if desired. Can reduce to suit purchaser. Pearce & Co., Elsie, Mich. 655

For Sale—The oldest established business in a town of about 2,000 inhabitants. A well-selected stock of furniture, undertaking, shoes, millinery, crockery, wall paper and bazaar goods. Stock will invoice at \$5,000 and is in the best and most centrally located building in town. The building, for sale or rent with the stock. The stock might be sold exclusive of one or two lines. Large factory about to locate in the town. Owner wishes to retire from business. For particulars address No. 656, care Michigan Tradesman. 656

For Rent—Brick store building, living rooms above. Fine location for general store. Address F. H. Bacon, Sunfield, Mich. 510

A Bargain—First-class book and stationery store, with wall paper and shade department, well located. Will sell cheap on account of old age. Apply H. D. Baker, Muskegon, Mich. 622

Send for our price list of North Dakota holdings, which we are closing out at rock bottom prices to comply with the national banking laws. First National Bank, Mandan, N. D. 594

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

Little Rock is the center of the timber districts of Arkansas, Yellow Pine, Oak, Hickory, Ash, Gum and other timbers, and is surrounded by cotton fields, producing the finest grade of cotton. Three systems of railroads center here and the Arkansas River insures cheap rates. A city of 60,000 insures good labor, and a mild climate reduces the expense of manufacturing. As healthy as any city in the United States. We want all kinds of wood-working factories and cotton mills. Timber from one to three dollars per thousand stumpage. Will give proper inducements to responsible parties. Business Men's League, Little Rock, Ark. 427

For Sale—Complete box factory on Pacific coast. Large exclusive territory. Big profits. J. E. Horton, No. 426 Lindelle Block, Spokane, Wash. 460

Wanted—Orders for smokestacks, tanks, structural and other steel work, by the largest makers in Central Michigan. Jarvis, Lansing, Mich. 519

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

Cash Store. Party with successful experience managing cash store and with capital of \$5,000 or more, can find good opening in the flax belt of North Dakota by addressing No. 445, care Michigan Tradesman. 445

For Sale—Hardware, furniture and undertaking stock, new and well assorted. A rare chance for a man who wants business. One of Michigan's best towns. Address No. 532, care Michigan Tradesman. 532

Wanted—To buy a clean stock of general merchandise or clothing, \$5,000 up. Address Laurel, care Michigan Tradesman. 552

Best cash prices paid for coffee sacks, sugar sacks, flour sacks, burlap in pieces, etc. William Ross & Co., 59 S. Water St., Chicago, Ill. 457

POSITIONS WANTED

Position Wanted—Have good experience as a general store man and bookkeeper. Age 27. Married. Will furnish best references. Address Fred J. Smith, care Michigan Tradesman. 670

Position Wanted—By married man of 35. Experienced in clothing, grocery and general store. Good ability and best of reference furnished. Box 1204, Greenville, Mich. 668

Wanted—Position by young lady, age 25 years, with 3 years' experience in postoffice and general store. Good references. Address Box 224, Muir, Mich. 631

Wanted—Position as traveling salesman or will buy a small business. Address 94 West 11th St., Holland, Mich. 592

HELP WANTED.

Wanted—Assistant pharmacist. Give references. J. W. Armstrong, Middleville, Mich. 654

Wanted—Good hardware salesmen to sell 2 patented specialties of real merit as a side line; ready sale and in daily use. Address C. A. Peck Hdw. & Mfg. Co., Box E, Berlin, Wis. 642

Wanted—Good hardware clerk; must be good salesman, good stockkeeper, thoroughly understand sewing machines and have some knowledge of window dressing and bookkeeping. State wages wanted. Address Clerk, care Michigan Tradesman. 653

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.

DRONES vs. WORKERS.**The Former Profit by the Labors of the Latter.***

The subject allotted me is one that, if justice were done, would take a great deal more time than is intended for me to consume. However, in the limited period granted, I shall endeavor in as few words as possible, with my limited ability, to interest you.

Concerning the first part of the subject, namely, drones, you all know the definition. Webster defines a drone as the male of the honey bee. It is smaller than the queen bee, but larger than the working bee. The drones make no honey, but, after living a few weeks, are killed or driven from the hive. In our case, we are somewhat handicapped. We can not drive them from our midst, because they do not take part in our meetings, and the law forbids our killing them, although, in some cases it becomes very aggravating to see a man eating honey at the expense of the worker, to which every man present who is an enthusiast in association work will testify. Not alone that, but he has got into this droning habit to such a degree that he has become a nuisance, as he is always talking out of school what ought to be done and what the workers do is wrong, no matter what it is. In other words, if a thing is white, he wonders why it is not black, and vice versa. In fact, he is everlastingly criticising the efforts put forth by the worker.

Why is it that quite a large percentage of the dealers in any line of business are satisfied to watch their fellow merchants in the same line work unremittingly to improve the business conditions, without lending any helping hand? A retail merchants' association will take up reforms which bring about improved conditions and members will devote time and money to the cause. Instead of being actuated by selfish motives, they know that the result of their labor is going to be shared equally by the other merchants who have taken no part in the work.

This latter class may not thoroughly appreciate the injustice of their lack of interest in the organization movement, but it seems as though enough has been written upon this subject to convince every retail merchant that he can gain something from associating with his fellow dealers and that his chances of making a success of his business are bound to be greater if he is working in harmony with the other dealers in his line than if he is depending entirely upon his own efforts to combat the various abuses which are found in all lines of merchandising.

In the meantime, what are the workers doing? You that are within the hearing of my voice, if active in this work, can answer that question, and I take for granted that most of you are, but should there be any present to whom the title of drone can be applied, let me say this much: Don't continue to shoulder the brunt

of the work upon the few willing workers.

Gentlemen, it is a fact that the conditions in some of our associations are simply deplorable, in consequence of these drones, while the workers all do more than ought to be asked from them. But what are we going to do? The work must be done and who is to do it? Surely the drones won't—we know that from past experience. Therefore, Mr. Drone, you reap the fruit of their efforts and, in return, do nothing but kick, knock and find fault. If there are any drones present, we earnestly request that you bring yourselves to realize that you have been unreasonably negligent and unjust in the past—not alone to your fellow merchants, but to yourselves as well.

In my twelve years' experience as Secretary of the Grand Rapids Retail Grocers' Association, I have noticed many instances where some good active member was on from three to six committees at one and the same time. Why? The answer is, because the numerical strength of workers is too small to distribute the necessary work properly, consequently the workers have no alternative but to shoulder responsibilities out of all proportion to the number engaged in business.

One thing is certain: All the good things we enjoy from a commercial standpoint are the results of association work, which we owe not to the drones, but to the workers—men who oftentimes neglect their own business, men of broad minds, unselfish, charitable, philanthropic and noble thoughts, men who believe it is more blessed to give than to receive.

Think of it, drones, and you are receiving the benefits! I desire to ask you this simple question: Would you—sitting aloof upon your selfish throne—be contented to continue feeding the cow unless you received at least part of the cream? I believe your reply will be in the negative. That being the case, we claim the privilege of calling you drones, because you are getting all the cream, but refuse, absolutely, both in time and money, thereby shouldering the entire burden upon the workers.

That reminds me of a little experience we had the other day when soliciting a dealer to join our Association. This is what he said: "If you fellows go ahead and stop all the price-cutting and stop the peddling nuisance, I'll join the association." When we recovered we mildly asked him, if we were to secure a farm and place it under cultivation and sow the crops and harvest them, would he kindly assist us in taking the profits? He didn't like to see it put in that light, but the question is the same. There are many men who want others to do all the work, and then they are benevolent enough to participate in the benefits. Could they but see themselves as others see them, they would blush for shame. Men as small as that might give short weight.

Co-operation is a mighty thing—

just the disposition to fall into line—but better than that is the spirit which takes hold.

To join the association is something in the right direction, certainly; but to become a member and attend the meetings and uphold the association in what it undertakes to do is a very great deal more. As to such men as the one cited here, they deserve to be drummed out of business.

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

Buffalo, April 25—Creamery, fresh, 18@21c; creamery, cold storage, 15@17c; dairy, fresh, 15@18c; poor, 13@14c; roll, 13@15c.

Eggs—Fresh, 18c for fancy and 17½c for choice.

Live Poultry—Broilers, 30@35c; fowls, 14½@15c; ducks, 16@17c; geese, 12@13c.

Dressed Poultry—Fowls, iced, 14@15c; young roosters, 14@16c; turkeys, 16@20c; old cox, 10@11c.

Beans—Pea, hand-picked, \$1.60; marrow, \$2.75@2.90; mediums, \$2@2.10; red kidney, \$2.60@2.75.

Potatoes—White, 70@75c per bu.; mixed and red, 60@70c.

Rea & Witzig.

Hat Racks For Public Places.

Cadillac, April 24—To prevent that new hat from being stolen at dinner time, a hotel hat rack has been invented by Yutz, Hyet & Co. and it will be manufactured at 400 South Mitchell street. The patent has been applied for. The device is a neat arrangement for one to lock up his

hat, holding the key until he again takes out his head piece, thus preventing any possibility of such annoying losses as sometimes occur when dining in a public place. All the work of constructing the rack, even to the silver-plating, is to be done in Cadillac.

Before you kick it is well to know just where the shoe pinches.

BUSINESS CHANCES.

For Sale—Fine residence property, store and grocery stock located five blocks from center of business district in rapidly growing manufacturing city. Also barn lot beautifully shaded and paved street. Business established twenty years and a success in every particular. Splendid chance for an investment which will pay steady livelihood. City prosperous and growing. Splendid opportunity for a father to put a son in a good paying business. A special inducement to cash purchaser. Will retire to engage in manufacturing. Reference, E. A. Stowe. Address No. 678, care Michigan Tradesman. 678

For Sale—At \$8,200, best carpet cleaning and fluff rug works in best growing city in Northern Ohio. Receipts weekly in rug department, \$150; in cleaning department, \$250. Both wheel and air (portable plant), profits 23%. Books are open for inspection. Health reason for selling. Address Compressor, care Michigan Tradesman. 677

For Sale—An equipment for grocery, showcases, coffee grinder, oil tanks with pumps, Dayton computing scale, two small scales, a cracker and cheese showcase; office desk, lot of labeled tin cans, etc. Will sell together or separate. D. S. Woolman, Millington, Mich. 676

Drug stock for sale in thriving town of 600; fine location. John H. Doak, Springfield, Mich. 674

POSITIONS WANTED

Wanted—Employment in store, wholesale or retail, by honest, sober, energetic middle-aged man. Four years' experience. Best of references. Address Clerk, 35 Crosby St., Grand Rapids, Mich. 673

Wanted—Position as buyer or manager of crockery or bazaar department. Ten years' experience in wholesale and retail crockery business. Address No. 675, care Michigan Tradesman. 675

THE ONLY HOUSE OF ITS KIND IN THE WEST**Mr. Progressive Merchant
Are You a Bargain Hunter?**

If you are, we can help you. If we can save you many dollars on your purchases and show you how to do more business in your respective towns, is it not worth while to keep in touch with us?

The Home of "Leaders"

Leaders in

Embroideries and Laces, Lace Curtains and Nettings, India Linens and White Goods, Short Length Piece Goods, Ribbons, Handkerchiefs.

**Leaders in**

Men's, Women's and Children's Underwear, Men's, Women's and Children's Hosiery, Boys' Clothing and Knee Pants, Men's Furnishing Goods.

The Bargain Center of the West

We supply hundreds of merchants throughout the country with BARGAINS for their SPECIAL SALES and BARGAIN DAYS. WE CAN DO THE SAME FOR YOU. IT IS OUR BUSINESS.

By keeping in touch with every mill and manufacturer in the country and getting their surplus stock at bargain prices, we are enabled to offer these goods to customers at prices way below market quotations.

Our regular bargain sheets are issued semi-monthly. If you are not already on our mailing list, it will pay you big to send in your name at once and we will show you how easy it is to undersell your competitors.

We have no traveling salesmen. When in the city come in and see us. If unable to come, we will send you samples on approval. Let us hear from you.

EISINGER-DESSAUER & CO.

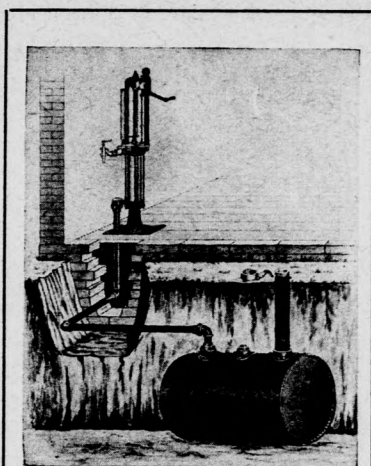
160-162-164-166 Market Street

Chicago

Don't fail to drop us a Postal Card for our Semi-Monthly Bargain Sheets; they will show you how to get the business.

*Address delivered at seventh annual banquet of the Grand Rapids Retail Hardware Dealers' Association by Homer Klap.

The Bowser for Gasolene

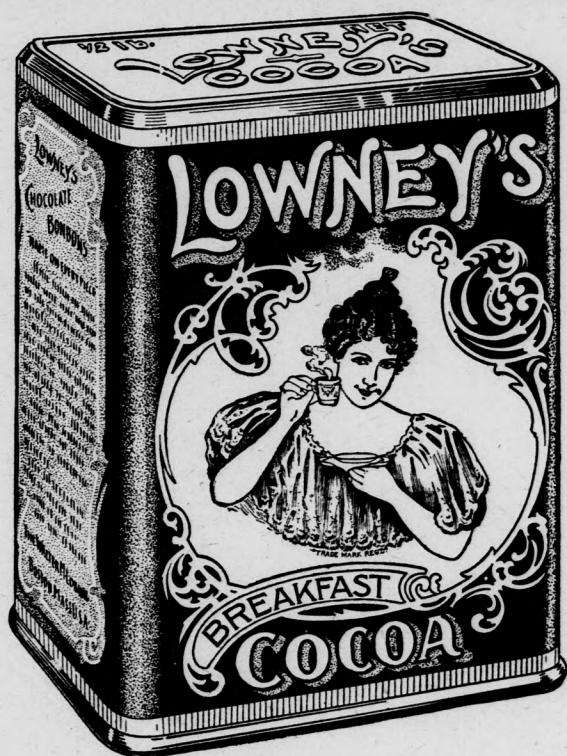


Out No. 42
Tank Buried, Pump in Store
One of Fifty.

If you hear a grocer say he never has a bit of trouble or bother with gasolene, that he is entirely satisfied, you can be sure he has a Bowser Tank. Have you?

If not, send for a gasolene catalog M and learn why you ought to have.

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



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



Which Is The Best?

The question that is often asked is, which is the **best** system of handling accounts?

We would say that the system that handles the **accounts** the **quickest**, the **easiest**, with the **least** amount of **time** and **labor**; with the **least** chances of **error**; the one that eliminates **all** disputes with customers; the one that **pleases** the **customers** as well as the **merchant**; the one that shows you at a glance just how **all** your **accounts** stand at **any** minute with **all** accounts **ready** for settlement at **any** minute without making another figure and shows you your **net assets** and **liabilities** at **all** times is the **best** system.

Why? Because it is a **complete system**.

The McCaskey is IT.

It's the great **one writing** system.

Our catalogue explains. It's **free**.

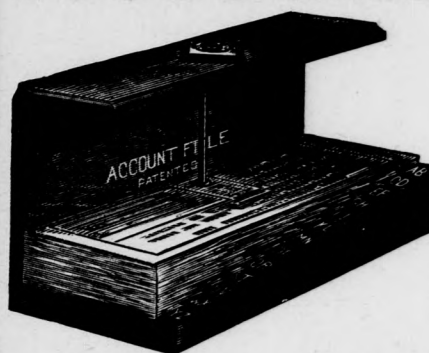
The McCaskey Register Co.

Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Order Pads.

AGENCIES IN ALL PRINCIPAL CITIES

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids