

Once In Awhile

Once in awhile the sun shines out,
And the arching skies are a perfect blue;
Once in awhile, 'mid clouds of doubt,
Faith's fairest stars come peeping through;
Our paths lead down by the meadows fair,
Where the sweetest blossoms nod and smile,
And we lay aside our cross of care,
Once in awhile.

Once in awhile within our own
We feel the hand of a steadfast friend;
Once in awhile we feel the tone
Of love, with the heart's own voice to blend;
And the dearest of all our dreams come true,
And on life's way is a golden smile,
Each thirsting flower is kissed with dew,
Once in awhile.

Once in awhile in the desert sand
We find a spot of the fairest green;
Once in awhile from where we stand
The hills of Paradise are seen,
And a perfect joy in our hearts we hold,
A joy that the world can not defile;
We trade earth's dross for the purest gold,
Once in awhile.



Buffalo Cold Storage Company

Buffalo, N. Y.

Store Your Butter and Eggs at Buffalo

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

Reasonable advances at 6 per cent. interest.

Rates Moderate. Write us.

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, MAY 16, 1906

Number 1182

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advices, and Collections

OFFICES

Widdicomb 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

or

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

ELECTROTYPES

DUPLICATES OF

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

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TEMPEST IN A TEAPOT.

Senators Chandler and Tillman will gain nothing in their tilt with the President over what he said and did or did not say and do relative to the Hepburn bill. And the reason they will fail and the President win is that every American citizen realizes that the Tillman-Chandler contention is mere politics, while a majority of those citizens have faith in the rectitude and sincerity of their Chief Executive.

"Politics is a rum game," the late English statesman, Gladstone, is credited with having said once upon a time, and there are a great many men of less experience and ability who, with equal sincerity and force, declare that the game as played in the larger end of the capitol at Washington is that "which they dare swear peculiar."

It is the record of Theodore Roosevelt that from the time he became a member of the Civil Service Commission to the present he has been politically frank and without pretense. With the several hundred members of the two houses constituting the Congress, with the other hundreds constituting special representatives of the press at Washington, the members of the Cabinet and the leading politicians from all parts of the country, the President has been invariably an ideal example of candor and fairness. If he has not deemed it wise to give out facts, express opinions or discuss conditions, he has said so to all alike and his decision was final. If, on the other hand, it was desirable to talk on such subjects he has not hesitated to do so and with his best ability and absolute courage as to his convictions.

That he was misunderstood by Senator Chandler may be the case, and for the Senator's sake we hope such to be the fact; but taking the situation as it is and the entire history of railway rate legislation into consideration there comes inevitably a suspicion that politics has much—altogether too much—to do with the distinguished Senator's memory.

As to Senator Tillman's attitude, he is in the saddle constantly as "ag'in the Gov'nment" and in this particular instance—in charge of the rate bill in the Senate in behalf of the administration—he was not big enough as a man to miss the opportunity to play at politics to the detriment of the interest entrusted to his keeping.

The whole thing is a tempest in a teapot which may, intermittingly, continue to rage and bubble to and through the next presidential campaign, but if any scalding results therefrom Theodore Roosevelt will not be required to apply lime water and oil to allay his injuries.

MAYOR ELLIS WOBBLES.

A week ago the Michigan Tradesman very gladly commended Mayor Ellis for his showing of common sense and with equal satisfaction we most thoroughly approve of his declared policy to do all in his power to make city officials earn their money. That is all right. There are positions on the list of city officials which are truly sinecures and there are officials holding positions who "soldier" in various ways, and both should be dealt with summarily. Such laziness and chicanery should not be tolerated, and it will be a prominent feather in the Mayor's cap if he succeeds in putting Grand Rapids on record and unique as abolishing easy jobs and drones. Candidly, the Tradesman can not name a municipality which has as yet won any such triumph, and therefore all the more would Mayor Ellis' victory in this direction become important history.

As a business proposition divorced from politics, however, we feel that the Mayor is in the wrong in his discussion of the salaries paid to officials filling important positions requiring professional skill of high order and business judgment and force of superior quality. Indeed, we feel certain that the Mayor's attitude in this respect does not correspond with his own record as an employer. It is said that the Deacon, when he was hiring men of peculiar "professional" skill, never haggled for an instant as to salary. All he required was that those men should "deliver the goods." If they "made good," the size of the salary cut but little figure; if they "fell down," they were not wanted. And that is an excellent rule to follow in any kind of business—even the conduct of the affairs of a city.

Only the man who has tried to palm off an excuse for a reason knows the difference between the two.

The wise woman knows there are plenty of times when it is wisdom not to know anything.

THE CRESTON SITUATION.

Among other neighborhood improvement organizations recently formed in Grand Rapids is one composed of the business men whose homes and interests are centered chiefly in the desirable district east of the river and north of the Grand Trunk Railway, which district they have named Creston; hence the Creston Improvement Association.

This portion of the city is admirably situated, picturesque, high, healthful and, by virtue of well-built, well-kept homes, good schools, fine churches and all modern public utilities, is one of the many attractive sections in the city. The western portion—along the east bank of the river—is admirably suited for the development of an industrial center and would, long ago, have been thus developed had it not been that the Grand Trunk Railway officials, utterly blind to their own interests and fully determined to punish Grand Rapids people for refusing to patronize their hog pen depot, filthy passenger cars and miserable streaks of rust which serve as a track, failed to take advantage of the opportunity presented when land values were very low and competition in other portions of the city was very slight.

Now the Creston Improvement Association has the development of their industrial possibilities as one of the matters it proposes to promote, and the Tradesman wishes that every success may attend its efforts. The Grand Trunk interests know now that a mistake was made years ago and are contemplating the making of an effort to rectify the situation. They are quite ready to extend a spur track with whatever sidings may be required as the development progresses north from their main track along the bank of the river, but find that they are seriously up against it as to rights of way. The prices asked by the present owners are high, almost excessive, the most exaggerated figures being those asked by various athletic clubs, so-called, where bear cuts a large figure. Their club houses are no ornament to the landscape and the athletics(?) practiced are not entirely wholesome and healthful.

If the Creston Association can devise the ways and means to overcome this situation and go to the Railway Company with a tangible, rational proposition on the right of way question, the desired extension will be built and not only Creston but the entire city will be greatly benefited.

It is easy enough to win the applause of the populace if you have the wherewithal to hire the right press agent.



Spring the Season of Selling, Par Excellence.

Now is the heyday of a merchant's selling, the season when the heart of man is in accord with that of Mother Nature. Now if ever in all the year is the season when the strings of pocketbooks are easiest loosened. All vegetable life is taking on its new mantle of green, so what more natural than that man and woman should wish to don fresh attire?

The dainty garments and fabrics were never more enticing than those of the present. The stores are full to overflowing with goods of fine description and the windows are teeming with samples of the same.

* * *

For many a moon there hasn't been a style so universally becoming to the form feminine as the Princess skirt and its accompaniment, the fetching little bolero jacket. When made on the right lines the plump and the medium and the skinny may wear it with impunity. Even the fat old dowager may affect it if she puts her figure in the hands of a woman who combines the skill of the modiste with the attributes of the artiste. But woe, woe, dire woe, be unto that misguided daughter of Eve who thinks, from motives of economy or otherwise, to have any haphazard stick of a dressmaker fashion her one of these treacherous gowns. Made correctly, worn correctly, there is something peculiarly attractive about its severely simple lines. It is developed in all sorts of material, but but little is needed in the way of ornamentation. Some of the linen suits made up after this model, the skirt and jacket trimmed with eyelet embroidery, are very taking. Disposed on a dummy, the prospective purchaser can conveniently get the effect of such a garment. The only trouble with the Princess-bolero suit is that it is becoming so popular that it will run itself into the ground.

* * *

This is to be another embroidery season. Many of the stores are devoting whole windows to these handsome trimmings, the Steketees displaying especially good values for the money. A placard reads:

Special Sale
of
Wide Embroideries
Worth up to 48c yd.
33c yd.

Lace is always lovely, but substantial embroidery in a beautiful pattern is much the more desirable (where either can be used) as it does up nicely, if ironed on the wrong side, and besides lasts three or four times as long.

The Steketees have another section of their front given up to a fine exhibit of soft white woolen dress goods with one parasol, one pair of long lisle thread gloves and one tiny bespangled open-and-shut fan. These

accessories are all in white and the single samples show up conspicuously by the absence of duplicates. The trouble with so many, many store windows is that they give the eye "too much for the money," so to speak, so that the observer's memory becomes confused and will not hold it all.

Too many of the places that carry curtains and carpets do not put them often enough in their windows in the spring, the very time when people are inclined to go to the most expense in the renovation of their homes.

The Steketees have a very pretty window of this class of merchandise, and the means employed to give it distinction are not at all complex. Taste is relied on in the hanging of the thick and thin curtains. Part of these, however, are left in the original folds. Three pedestals, improvised from small pieces of boards, the tops being small oblongs, are used over which to drape as many designs of madras, green prevailing in the ones at the sides and red in the center. On each of these stands a ten-inch statuette in harmonizing dull colors.

* * *

Across the road one sees what may be accomplished by using suit cases and bags, fancy summer vests and ties and soft felt hats in one trim. A built-up arrangement of the traveling companions is in two diagonal corners. On the floor are two suit cases with a space between of about a foot. Another suit case is laid across these. Then comes another set of uprights, with another suit case on top. In the open spaces are leather bags on end and a soft street hat is placed on each. In the corner stands a high nickel fixture on which are hung the vests and broad black grosgrain four-in-hands, while in the left hand front corner are the hats on low nickel rests. Just such goods as every furnishing store carries, but novelty in disposition of the units is where Starr & Gannon's windowman has shown his ability.

* * *

There are so few fabrics that are appropriate for the floor of a shoe window that it is refreshing to see something that is new and not incongruous at the same time. In one store this week the floor is covered with tightly-stretched figured white cotton in a sort of Persian pattern, such as is used for ladies' waists. All around this run two rows of cotton cord, in two sizes, of an Alice blue shade. In another window crinkly cream colored cotton is employed. It resembles thick crepe paper but can be laid smoother.

The fashionable new colored shoes and oxfords look fine on cloths like the ones mentioned.

* * *

The Baxter Co. is nothing if not up-to-the-second with styles. The summer vests are thus placarded:

4 Buttons
Long Points
The Latest
Creation
In Fancy Vests
\$3.50

Lovers of things Oriental may feast their optics on rugs in Frederic Wurzburg's store front and massive hand-carved furniture at Tashima & Co.'s. In the latter's window one could wish for a fistful of 20's to cover the cost of the two-panel Japanese teakwood screen with the raised ivory chrysanthemums and the tinted fleur-de-lis. An entrancing lampshade is made of beautiful large fragile flat shells, shining with all the colors of the rainbow. They are set together with what looks to be brass filigree, and there is a deep fringe of tiny pale iridescent beads. Inside one breathes a different atmosphere, the atmosphere of the Far East. Rich bronzes and Cloissonnes and velvet cases of eggshell china make one despair for the gold of a Croesus to gratify the taste luxurious.

Demand for Staple Hardware Very Active.

The demand for distinctly spring and summer lines of hardware during the last week continued very active, purchases of window screens, wire doors and poultry netting reaching a larger volume than for several weeks. Business in staple hardware is also moderately active, but wire products are naturally selling more rapidly and in larger quantities than any other articles. Prices are still being well maintained on all descriptions of wire goods, as well as on mechanics' tools and builders' hardware.

The rehabilitation of San Francisco is already resulting in heavy purchases of corrugated galvanized sheets and wire nails by the building interests in that city and other cities and towns along the Pacific coast. In fact, the demand for corrugated sheets of the 26 and 27-gauge has been so brisk within the last few weeks that manufacturers now find themselves unable to make deliveries on new business in less than 30 to 60 days after the orders have been booked.

As a result of the increasing cost of pig iron and steel prices of nuts, bolts and similar lines are being held more firmly, and no concessions are now being made in these goods.

Retailers are placing good-sized orders with the wholesalers for garden and harvesting tools, and it is believed that the present activity in the market will continue throughout the summer months.

Decadence of an Important Industry.

Saginaw, May 15—Rafting pins, the manufacture of which was once a great industry, are still being made here in small quantities. There is a home demand on the part of those who have logs to be rafted to Saginaw River mills. Pins manufactured here are shipped to Wisconsin to some extent.

The patent which once protected the sawed and slotted rafting pin has run out, so that they can be made by any concern which chooses to put in the machinery.

The rafting pin works, operated by D. Hardin & Co., are being run for a short time now.

Encouraging News from Battle Creek.

Battle Creek, May 15—Recently D. L. Merrill, the largest stockholder in the Union Steam Pump Co., sold his block of stock for a good figure to a syndicate of capitalists of this city. Mr. Merrill was President of the company, his retirement making it necessary for him to resign that office. There has been much interest in his successor. The result of the meeting of the Board of Directors was the unanimous election of Charles E. Kolb as President. Mr. Kolb is connected with several local manufacturing institutions, and is considered one of the best managers in this city.

Now that the property of the Battle Creek Iron Works has been sold this business will be running again in a short time. The property consists of some of the best built brick structures in the city, nearly new, and favorably situated for business. The cause of the closing of the shops was not lack of business but trouble among the managers and stockholders. The property was sold through a chancery foreclosure decree, and was bid in by W. G. Hay, of Hastings, for the bondholder for \$31,140.10.

The Mapl-Flake Co. has just completed a three-story brick building in which is to be installed its new ovens.

A company, composed of Chicago capitalists, has bought a tract of land on Park Beidler, Lake Goguwac, for the purpose of building a mammoth ice house. This will give competition to the business, which is now completely in the control of one company.

A company is talked of here to manufacture an onion salt, invented by Theron H. Healey, of this city. Wholesale grocery men in Detroit and Chicago say that it is the best thing ever put on the market and all are anxious to handle the goods, but Mr. Healey refuses to let the control of it pass out of his hands.

Bankrupt Sale.

On the 18th day of May, 1906, I will offer all the hardware stock, farm implements, accounts and notes receivable, and all other assets—except the cash on hand and claimed exemptions—of the estate of George O. Letson, bankrupt, for sale, at Walkerville, Michigan, at 1 o'clock in the afternoon of that day.

Bids will be received, but I expressly reserve the right to reject any or all bids.

Purchaser must pay cash at time of sale, but possession will not be given purchaser until after confirmation of sale by the court. This usually requires about six days.

The appraisal of the above was as follows: General stock of hardware, \$1,590.86; fixtures, etc., \$136.75; farming implements and machinery, \$657.05; accounts receivable (invoiced at 10 per cent.), \$167.53; bills receivable (invoiced at 20 per cent.), \$138.34.

Rufus F. Skeels,
Trustee of above estate.
Dated Hart, Michigan, Apr. 28, 1906.

Merchants' Week in Grand Rapids

Cordial Greetings to Michigan and Indiana Dealers

The Wholesale Dealers' Association of the Grand Rapids Board of Trade invite every merchant doing business in Michigan and Northern Indiana outside of the city of Grand Rapids to a free entertainment, theater party and banquet to be held on the afternoon and evening of June 7th.

During "Merchants' Week" on June 5, 6, and 7th every wholesale house in Grand Rapids will offer extra inducements to merchants to make their purchases here and a grand free entertainment has been arranged to take place at Reed's Lake during the afternoon and evening of June 7th.

Every visiting merchant will be provided with a series of coupon tickets entitling him to free transportation on the street cars to and from the lake, entrance into Ramona Theater, Toboggan or Figure Eight, Palace of Mirth, Ye Olde Mill, Circle Swing, Razzle-Dazzle, Trip on World's Fair Electric Launches, The Motographia (moving picture exhibition), an elaborate banquet at the Lakeside Club at 6 o'clock in the evening, and reserved seats at Ramona Theater at 8:30.

Eminent after dinner speakers have been engaged to give addresses, including Wm. Alden Smith and other well-known orators.

The Railroads have made a special rate of one and one-third fare during these three days and in order to take advantage of this all you have to do is to ask for a "Merchants' Week" certificate of your local ticket agent on leaving home.

This means you. We want every merchant who reads this to come. We're going to get acquainted with you, show you our city, its beauties and advantages. Our latch string is out; the whole city stands ready to welcome you, and extends the right hand of good fellowship.

Don't let anything prevent you from coming. We will give you such a good time that you will always remember it.

In order that proper arrangements may be made for your entertainment and tickets, please mail a postal card as soon as possible before June second, addressed to Grand Rapids Board of Trade, stating your intention to accept this invitation.

Wholesale Dealers' Association, Grand Rapids Board of Trade

A. B. Merritt,
Chairman Committee on Arrangements.

H. D. C. Van Asmus,
Secretary.

Frank E. Leonard, Chairman,
Wm. Judson, Vice Chairman,
Wm. Logie, Vice Chairman,
E. A. Stowe, Vice Chairman,

AROUND THE STATE

Calumet—A. Lundahl will open a new drug store here.

Coldwater—J. H. Harris has engaged in the grocery business.

Hastings—J. W. Babcock has sold his harness shop to F. J. Lapple, of Conklin.

Clare—Ace Bump has sold his grocery stock to A. Van Brunt, who will continue the business.

Reed City—E. H. Marvin has sold his grocery stock to Gingrich Bros., who will continue the business.

Saugatuck—A. B. Taylor & Co. will convert the Fruit Growers' Bank into a State bank with a capital stock of \$25,000.

Stanton—Chas. Holland, hardware dealer, has made an assignment to his brother, George Holland, of Sheridan.

Ludington—Godfrey Arnold, Sr., has sold his bakery to his son, Godfrey Arnold, Jr., who will continue the business.

Detroit—The Monroe Rosenfield Co., jobber of notions and men's furnishings, has changed its name to the Moore-Wylie Co.

Hastings—Guy Crook has purchased the confectionery, cigar and fruit stock of Fred Wolcott and has taken possession of same.

Plymouth—C. E. Mead, of Detroit, has purchased the Hubbell pharmacy, formerly conducted by W. R. Markham, and will continue the business.

Hudson—The firm of Colvin & Buck, dealers in groceries and meats, has been dissolved. Mr. Colvin retains the grocery department and the meat market will be conducted by Mr. Buck.

Mackinaw City—Ernest Stocking, who has been in the grocery business here for the last two years, leaves soon for South Dakota with his family, where he will engage in the hardware business.

Reed City—Stoddard Bros., who have carried on the retail hardware business here for the past thirty-five years, have sold their stock and brick store building to the M. H. Callaghan Co., hardware dealers here.

Owendale—The Owendale Grain & Lumber Co. has been incorporated to deal in hay, grain and produce, with an authorized capital stock of \$5,000, all of which has been subscribed and \$4,000 paid in in property.

Hudson—Earl Thurber, who has held the position of bookkeeper with Dunham & Son for the past two years, has resigned to accept a position with V. L. Nettleton, the hardware and automobile dealer, of Coldwater.

Detroit—The Clover Dairy Co. has been incorporated to deal in dairy products, with an authorized capital stock of \$100,000, of which amount \$51,000 has been subscribed, \$1,025 being paid in in cash and \$32,500 in property.

Jackson—The Meade & White Co. has been incorporated for the purpose of dealing in men's furnishings.

The new company has an authorized capital stock of \$16,000, of which amount \$10,000 has been subscribed and \$5,000 paid in in cash.

Lakeview—S. E. Young has sold his stock of bazaar goods to Addie Ward and Alice Wilson, who will consolidate same with the millinery stock now owned by Miss Ward about June 1. W. P. Kinnee has purchased Mr. Young's harness stock.

Saginaw—A corporation has been formed under the style of the Saginaw House Furnishing Co., which will deal in household goods. The authorized capital stock of the corporation is \$4,100, all of which has been subscribed and paid in in cash.

Walkerville—C. W. McPhail, President, and E. L. Cole, Cashier, of the Scottville State Savings bank, have made arrangements to open a bank at this place. The new institution will be known as the Security Bank of Walkerville, with a responsibility of \$100,000. Lee Bloomer will act as Cashier.

Detroit—A corporation has been formed under the style of the Home Cigar Co. for the purpose of dealing in cigars and tobacco, with an authorized capital stock of \$2,000, all of which has been subscribed, \$75 being paid in in cash and \$925 in property.

Saranac—H. E. Bergy & Co. have purchased the bazaar stock of H. B. Holmes and will continue the business under the style of the Fair Store. Mr. Bergy will continue the management of the Ionia store and Geo. Beemer will have charge of the business here.

Nashville—A dividend of 80 per cent. was paid creditors last week in the Marble bankruptcy case, with a prospect that the next and final dividend, which will be declared in about ninety days, will pay everything up in full. This is an unusual result in a bankruptcy case.

St. Johns—Frank L. Shiley, of Reading, has purchased the half interest of Fred A. Travis in the drug business of Travis & Baker. The business will be conducted in future under the style of Baker & Shiley. This transfer will not in any way affect the firm of Travis, Baker & Loehner, druggists at Elsie.

Jackson—T. R. Donovan has purchased the interest of John Gately in the clothing business of the Gately & Donovan Co., which will be conducted in future under the style of T. R. Donovan & Co. The business of the new company will be under the management of R. C. Gould, for twelve years identified with the old firm.

Otsego—M. L. Campbell, special detective for the State Board of Pharmacy, recently caused the arrest of Henry Arbor, a pharmacist employed by Frank Randall of this place. The charge was that of having sold two bottles of beer without putting it down on the book. Arbor demanded an examination, which was set for June 7.

Sault Ste. Marie—The clothing stores of Kozlow & Mezerow and Wolf Kozlow have been closed, pending a settlement with their creditors. Otto Fowle has been appointed trustee.

Fifty cents on the dollar is being offered by the firms, and if this is satisfactory to the creditors it is likely that they will resume business next month. A memorandum of the trust agreement of the terms as stated has been sent to all the creditors.

Battle Creek—A. E. Poulsen has retired from the department store business, so as to give his entire attention to other interests. The business will be continued by Fred S. and George C. Sterling and John Gallagher, the latter for some time past manager of the shoe department. Fred Sterling has for several years been active manager, owing to the absence of Mr. Poulsen. George C. Sterling was formerly engaged in the shoe business.

Lapeer—Lockwood & Henderson have installed a new feature in their department store, that of courtship and matrimony. Parlors are arranged on the second floor and every courtesy and convenience are extended to those intending matrimony. A fine line of "best men" and bridesmaids is always kept on hand. The first wedding to be celebrated there was that of Levi Keeler and Miss Sarah Sprague, well known young people of Columbiaville. The firm presented the happy young couple with an umbrella. Mr. and Mrs. Keeler will make their home in Flint.

South Haven—Barrett & Barrett, of Chicago, will erect a large cider mill at this place. The old building has been sold to the Pittsburg Construction Co.

Coldwater—The Wolverine Portland Cement Co. shipped 63,000 barrels of cement in April of this year, being 19,000 barrels more than during the same month last year.

Menominee—The Richardson Shoe Co. will erect a new three-story factory, 144x35 feet. The present force of 150 will be doubled. Next to the Pingree shoe factory in Detroit the plant will be the largest in Michigan.

Constantine—A copartnership association limited has been formed under the style of the Maziene Co., Ltd., for the purpose of manufacturing substitutes for coffee. The company has an authorized capital stock of \$20,000.

Pentoga—F. G. Hood & Co. have merged their wood products manufacturing business into a stock company under the same style, with an authorized capital stock of \$150,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The Weber-Mills Co. has been incorporated to manufacture hooks and eyes and pins. The authorized capital stock of the company is \$5,000, all of which has been subscribed, \$500 being paid in in cash and \$4,500 in property.

Detroit—A corporation has been formed under the style of the Detroit Leather Pillow Co. for the purpose of manufacturing leather goods. The new company has an authorized capital stock of \$5,000, of which amount \$3,000 has been subscribed and paid in in property.

Midland—The Midland Improvement Association is figuring with a boat manufacturing concern to locate here, giving employment to 200 or more persons, an ornamental iron works employing seventy and a wood working concern to employ fifteen to twenty persons.

Bay City—The plant of the Michigan Pipe Co., which burned a week ago, is being rebuilt. The loss amounted to \$35,000, with an insurance of \$24,000. The company will manufacture, among other wooden products, moisture proof piping for pumping purposes in mines.

Cadillac—The St. Johns Table Co. has increased its capital stock from \$100,000 to \$150,000. This increase was practically contemplated from the beginning of its operations here if the business outlook should warrant it. In this respect expectations have been more than realized.

Jackson—A new company has been formed to manufacture food preparations under the style of the Dr. J. Lawrence Hill Co. The corporation has an authorized capital stock of \$20,000, of which amount \$14,000 has been subscribed, \$4,000 being paid in in cash and \$10,000 in property.

Hauptman—The Ogemaw Turpentine Co. has bought a township in Roscommon county, on the Hauptman branch of the Michigan Central, and will erect a \$10,000 plant for the manufacture of turpentine and wood alcohol from pine stumps. The company has 100 men at work on the land.

Cheboygan—The sawmill of the W. & A. McArthur Co. started the season sawing last Monday, and has a stock that will keep it in operation day and night through the season. Last week the company sold 5,000,000 feet of lumber to Bay City parties and 1,000,000 feet of Norway to Detroit parties.

Detroit—A corporation has been formed under the style of the Fort Wayne Brass Foundry Co. for the purpose of manufacturing brass castings. The authorized capital stock of the new company is \$5,000, of which amount \$3,010 has been subscribed, \$510 being paid in in cash and \$2,500 in property.

Detroit—E. W. Mills and E. A. Covell, at a meeting of the Detroit Retail Grocers' Protective Association Monday night, suggested the establishment of a \$150,000 ice plant, which it is proposed that the butchers shall co-operate in building with the grocers. It is believed that ice can be made and sold to those who enter the combination at a rate 5 cents a hundred less than the lowest rate now offered by ice firms to the largest consumers.

Auction Sale of Merchandise

I will offer for sale at 10 o'clock Saturday, May 26, at Howard City, the stock of general merchandise and fixtures formerly owned by King & Co. The property inventories about \$3,200. Howard City is a thriving town of 1,500 people with fine farming country tributary and big factory in prospect.

WM. BRADLEY, Trustee
Greenville, Mich.



The Produce Market.

Asparagus—Home grown fetches 90c per doz.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The weather has been unfavorable for large consumption, but there is still a good steady demand and the market is quite steady.

Butter—Creamery grades are weak and unchanged. Local dealers quote 21c for extras and 20c for No. 1; dairy commands 16c for No. 1 and 11c for packing stock. Receipts are increasing in volume and within the next ten days or so there should be gradual improvement in quality as the grass butter begins to come.

Cabbage—New commands \$2.50 per crate for Mississippi and \$3.50 per crate for California.

Carrots—\$1.50 per bbl.

Celery—Florida commands \$1.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—75c per doz. for home grown hot house.

Eggs—Grand Rapids dealers are paying 14½c. There is a little firmer tone in the market, notwithstanding the continued heavy receipts. Prices are the same as last week. This market is now almost on a par with Chicago and it is therefore impossible for dealers to ship eggs to that market at a profit. Demand for storage purposes is what is holding the market up, but it is nevertheless true that there have been comparatively few eggs stored as yet. The price is generally considered too high for safe storage, especially in view of last year's experiences.

Green Onions—Evergreens, 15c; Silver Skins, 20c.

Green Peas—\$1.25 per box.

Green Peppers—Florida stock fetches \$2.50 for 6 basket crate.

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

Lemons—Californias and Messinas fetch \$3.75@4. The market is firm. The season of large demand will soon be here.

Lettuce—10c per lb. for hot house.

Onions—Spanish, \$1 per crate; Texas Bermudas, \$1.50 per crate for Yellows and \$2 for Silver Skins.

Oranges—California navels fetch \$3.50@4; Mediterranean Sweets, \$3.25@3.50. Oranges are quite steady and the business during the week has been unusually good for this season of the year when strawberries are in the market. There will be navels for at least a month yet and then the trade will be on Mediterranean Sweets and Seedlings and Valencias.

Parsley—30c per doz. bunches.

Pieplant—Home grown fetches 60c per 40 lb. box.

Pineapples—Cubans command \$3 for 42s, \$3.25 for 36s, \$3.25 for 30s and \$3.50 for 24s.

Plants—60c per box for either tomato or cabbage.

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

Potatoes—Local dealers are hold-

ing their quotations at 60c. The market is weak.

Radishes—20@25c per doz.

Strawberries—Texas and Louisiana berries have ceased coming and the bulk of the receipts are from Arkansas, with some from Mississippi and Tennessee. They are of rather inferior quality and this, together with the cold weather, has served to make them drag a little. Receipts are liberal and there is a good fair demand, considering the weather, on the basis of \$2@2.25 per 24 qt. case.

Tomatoes—\$3 per 6 basket crate.

Wax Beans—\$3 per hamper.

Plea for a Worthy Cause.

The blessed privilege of binding up the wounds of the suffering in distress, of alleviating the pain and anguish of sudden sickness by watchfulness and care, is the most inspiring service that one person can render to another. Sickness is no respecter of persons. A fever-stricken child in a humble tenement may, if unchecked, scourge a city and cut low the child of fortune surrounded by every care; and to the hospital is assigned by general consent and finally co-operation the care of the unfortunate. Every city is better equipped to discharge its full duty to all citizens when hospitals and the care of the sick are systematically undertaken, and disease is combated by organized effort with trained and skillful hands to do the work of mercy. No city in the world the size of our own can compare with us in preparedness and facilities. Our hospitals are large and commodious. The management of each is most creditable. The work is done upon a broad and liberal plan, rich and poor sharing the bounty and paying the cost. The blessed privilege of giving is extended to all and the pennies and dollars could not be given to a worthier cause. Let the good people of Grand Rapids give generously on Hospital Day (Saturday) and thus insure the maintenance of our efforts upon a high scale of usefulness.

Mrs. William Alden Smith.

The Sprague Collection Agency is again represented in this State by solicitors. The Tradesman has commented on the peculiar methods of this concern so many times in the past that it is hardly necessary to refer to them again at this time.

John Michmershuizen, who formerly conducted a general merchandise business at Hamilton, will succeed W. W. Proctor in the produce business at 460 South Division street.

E. Chapple, who conducts a grist mill and coal and wood business at Belding, has engaged in the grocery business, having purchased his stock of the Musselman Grocer Co.

C. A. DeLong is about to embark in the grocery business at Elkhart, Indiana, having recently purchased a new stock of the Musselman Grocer Co.

The Musselman Grocer Co. has furnished a new stock of groceries to G. W. Pratt, who will re-engage in business at Shelbyville.

The Grocery Market.

Sugar—Refined sugar is unchanged at the last advance. The general tone of the market is weak, and if any change in refined sugar occurs, it should be a decline. The demand for refined sugar from the refiners is good, as practically all jobbers are now selling to the retail trade for less than the refiners' figures. There has been much speculation and discussion among the trade over the indictments found in New York against the Sugar Trust, in conjunction with certain railroads and certain Western wholesale sugar dealers, on the charge of rebating. This action in all probability will, if successful, make some change in the refiners' selling method, but just what that will be can not now be outlined. Whatever it is, it will have a far-reaching effect, as the refiners have greatly extended their plan of consigning sugar to small towns all over the country.

Tea—Advices from Japan are to the effect that the crop turns out to be not so good as last year, as the picking of the leaf was postponed too long. In consequence the leaf is large and coarse and the quality not so good as last season. Notwithstanding this fact the market for the first crop has not weakened, and ranges from 2@3c above last year. It is estimated that between 30,000 and 50,000 half-chests of tea will be needed to replace the stores lost in the San Francisco fire and most of this will have to come out of New York and Chicago. This unexpected demand has caused considerable change in the market, which has become quite buoyant after a period of inactivity.

Coffee—The demand for Rio and Santos is moderate. Mild coffees are steady to firm and in fair demand. Java and Mocha are unchanged and steady.

Canned Goods—Stocks of peas in first hands are practically cleaned up and the good, steady demand continues. Peas are becoming more popular with consumers, according to large jobbing interests. There is still a good demand for corn. California fruits are in active demand, but available supplies are very light and business is necessarily confined within rather narrow limits. Jobbers report a good demand for spot red Alaska salmon. It is reported that 200,000 cases of red Alaska salmon were consumed in the San Francisco fire. The trade is still waiting for revised quotations on California asparagus made necessary by the change to round cans on account of the destruction of the machinery for making square cans. Representatives of Columbia River salmon packing interests report that they have virtually sold out the estimated pack, a condition unprecedented at this early stage of the season. The tomato syndicate is still firmly maintaining its prices in the hope that stocks in outside hands will soon be depleted sufficiently to force jobbers to pay the syndicate the prices asked. It is generally believed, however, that jobbers are buying few tomatoes of the syndicate, but are securing enough to meet

their immediate requirements from outside sources, at a lower price than that asked by the combine. While it is generally believed that the position of the combine is rendered precarious by the near approach of the new packing season and the continued indifference of buyers throughout the country, no one seems ready to contend that the campaign of the big holders is actually a failure as yet. The strongest card of the syndicate is the fact that stocks in the hands of jobbers and retailers throughout the country are believed to be smaller than ever before at this season.

Dried Fruits—Peaches are dull and unchanged. Future raisin prices have been named during the week, as reported elsewhere, on a basis much below last year. There is no special demand, as some packers are willing to cut even below the list named during the week. The outlook is for a very large raisin crop. Apricots are in light demand at unchanged prices. Currants are firm, with new goods offered at 6½c, against 6½c on spot. Spot prunes are unchanged and in light demand. Future Santa Clara prunes are offered on a 3c basis, but outside offerings can be purchased at 2½c.

Rice—The expected advances have not yet taken place and the market remains very firm on all grades. Stocks are being steadily diminished under a steady demand.

Syrups and Molasses—Corn syrup is holding steady at the recent advance. The market for New Orleans molasses continues firm, with little stuff moving. Supplies of blackstrap are light, with a continued steady demand.

Cheese—There are few old cheese left, and these will all go out at unchanged prices. There have been a few more new cheese coming in, and these show fair quality, considering the fact that there is no grass cheese in market. The demand does not interfere with old cheese on this account. There is a difference of 2@3c per pound between the old cheese and the new.

Fish—Cod, hake and haddock are dull and unchanged. Salmon is firm, particularly red Alaska. The demand is fair. Mackerel is nominally unchanged, but in no demand whatever, so that the general tone of the market is soft. Sardines are very dull and unchanged.

Farmers Are Given Good Time.

Marlette, May 15—This place has a Business Men's Association with eighty members and every one of them is in earnest in the matter of "boosting" the town. The farmers living on the rural routes are being invited to the monthly meetings of the Association, given a good lunch and evening's entertainment and made to feel that the business men are friendly. One route is being handled at a time and all will be invited during the summer.

Geo. Tinkler has purchased a new grocery stock of the Musselman Grocer Co. and will engage in business at Hastings.

MERCHANTS' WEEK.

Plans Perfected for the Entertainment of Visitors.

We cordially invite all Michigan and Indiana merchants, outside of Grand Rapids, to join with us in a three days' session of rational good fellowship and entertainment—a season which we have designated as Merchants' Week, and which includes Tuesday, Wednesday and Thursday, June 5, 6 and 7.

We will give you our personal attention, show you our city, make you feel at home and bid you au revoir, confident that you will call again.

The Michigan railways will, for this Merchants' Week, issue tickets at a special one-and-one-third fare to Grand Rapids and return.

The scene of the entertainment will be at Reed's Lake, just outside the city limits, and the location of the greatest out-of-doors amusement enterprise in Michigan. Every visiting merchant will be provided with coupon tickets, entitling him to free transportation on the street cars to and from the Lake, entrance into Ramona theater and into the Palace of Mirth, Ye Olde Mill, the Figure Eight or Toboggan, the Circle Swing, the Razzle Dazzle, a trip around the Lake on the World's Fair electric launches and to the Motographia moving picture exhibition.

On the evening of Thursday, June 7, after a dinner at the Lakeside Club, addresses will be made by Congressman Wm. Alden Smith and other notable speakers.

Arrange your business so that we may have the pleasure we anticipate of entertaining you.

While the primary object of this meeting is to become better acquainted with you and not to sell goods, we will state that to all merchants making purchases of the wholesalers belonging to this Association, in accordance with the rules of the Perpetual Half Fare Excursion Plan (see next week's Michigan Tradesman), arrangements have been made to rebate the entire one and one-third fare for Merchants' Week, so that in that case your railroad fare, as well as your entertainment, will not cost you one cent. You must be sure to ask your local ticket agent for a "certificate" when you buy your railroad ticket. This will entitle you to a return ticket at one-third fare when countersigned at the Board of Trade office, and the Board of Trade will rebate both the fare you paid in coming and the one-third fare you will pay returning.

Kindly notify us as soon as possible (addressing the Grand Rapids Board of Trade not later than June 2) that you accept our invitation, and oblige

The Wholesale Dealers' Committee
Grand Rapids Board of Trade.
Frank E. Leonard, Chairman,
Wm. Judson, Vice-Chairman,
Wm. Logie, Vice-Chairman,
E. A. Stowe, Vice-Chairman.
A. B. Merritt, Chairman
Arrangements Committee.
H. D. C. Van Asmus, Sec'y.

The Vehicle and Automobile Plants Rushed.

Pontiac, May 15—Business at the local vehicle factories is now at its height, the majority being required to run overtime the greater portion of each week. Many heavy shipments are being made, principally to the Coast and the Middle West, and in addition the local trade, or the smaller orders to retailers, has begun. As compared with a year ago trade is considerably better, and with anything like a good year among the agriculturists of the State the vehicle men see good business ahead of them for next year.

The prices of completed jobs this year are a trifle higher than a year ago. There has been no falling off in the price of any material and woodwork is higher this year than last. A majority of manufacturers say they expect prices to increase rather than diminish another year.

Both of the city's automobile plants are running night and day shifts, and at the close of each week have apparently made no gain on the business which has continued to pile up ahead of them. The Rapid Motor Vehicle Company is increasing its output as fast as possible, while the Welch Motor Car Co. has all of the orders for which it can care.

J. W. Butcher, of the Mt. Pleasant Body Co., is preparing to move his plant here July 1. He will occupy the C. V. Taylor factory, and in anticipation of moving C. V. Taylor is rushing to clean up all orders which he has not yet filled.

Good Report from Marshall.

Marshall, May 15—Although it was not intended to begin operations until about June 1, so many orders for summer business have been received by the Marshall School Seat Co. that the factory has been placed in motion. It starts with ten men and others will be taken on as soon as they can be obtained.

The E. T. Chapman Cigar Co. is making arrangements to enlarge its cigar factory.

The Marshall Gas Light Co. is making extensive improvements on its plant here. It expects to spend about \$4,000 in rebuilding and enlarging the plant in order to give better service to its patrons. Four cars of material for new retorts and benches have been received.

Will Put in Big Pump.

Monroe, May 15—The Monroe Stone Co. is running its two plants to full capacity and is turning out from thirty-five to forty cars of stone a day. It is also about to install a high-pressure pump with a capacity of over 1,000 gallons a minute, to keep the water out of the quarry and as a safeguard against fire.

San Francisco, California, Crowd.

Fifteen thousand people were congregated, to attend the special sale announced by Strauss & Frohman, 105-107-109 Post Street, San Francisco, California. Their stock was arranged, their advertising was composed, set up and distributed, and the entire sale managed, advertised and conducted under my personal supervision and instructions. Take special notice the amount of territory which the crowds cover on Post Street. Covering entire block, while the sale advertised for Strauss & Frohman by the New York and St. Louis Consolidated Salvage Company is located in a building with only a fifty-foot frontage.

Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
New York and St. Louis Consolidated Salvage Company.



Monopolize Your Business in Your City

Do you want something that will monopolize your business? Do you want to apply a system for increasing your cash retail receipts, concentrating the entire retail trade of your city, that are now buying their wares and supplies from the twenty-five different retail clothing, dry goods and department stores? Do you want all of these people to do their buying in your store? Do you want to get this business? Do you want something that will make you the merchant of your city? Get something to move your surplus stock; get something to move your undesirable and unsalable merchandise; turn your stock into money; dispose of stock that you may have overbought.

Write for free prospectus and complete systems, showing you how to advertise your business; how to increase your cash retail receipts; how to sell your undesirable merchandise; a system scientifically drafted and drawn up to meet conditions embracing a combination of unparalleled methods compiled by the highest authorities for retail merchandising and advertising, assuring your business a steady and healthy increase; a combination of systems that has been endorsed by the most conservative leading wholesalers, trade journals and retail merchants of the United States.

Write for plans and particulars, mailed you absolutely free of charge. You pay nothing for this information; a system planned and drafted to meet conditions in your locality and your stock, to increase your cash daily receipts, mailed you free of charge. Write for full information and particulars for our advanced scientific methods, a system of conducting Special Sales and advertising your business. All information absolutely free of charge. State how large your store is; how much stock you carry; size of your town, so plans can be drafted up in proportion to your stock and your location. Address carefully:

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis
Consolidated Salvage Company

Home Office, General Contracting and Advertising Departments,
Century Building, St. Louis, Mo.

Eastern Branch:
ADAM GOLDMAN, Pres. and Gen'l Mgr.
377-379 BROADWAY,
NEW YORK CITY.

Mr. Retailer

We want your

Old and Doubtful Accounts

for

Collection

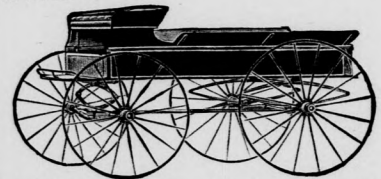
Just the Difficult Ones

The Bank of Marion

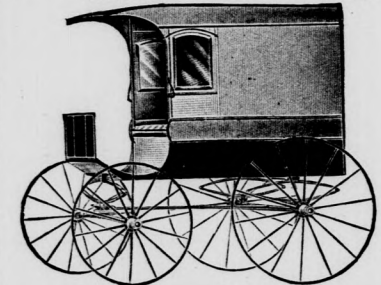
Unincorporated

Marion, Michigan

No. 811. Low Down delivery wagon. Price complete \$53.50. As good as sells for \$25 more.



No. 818. Top Delivery Wagon. Price complete \$58. Good as sells for \$25 more.

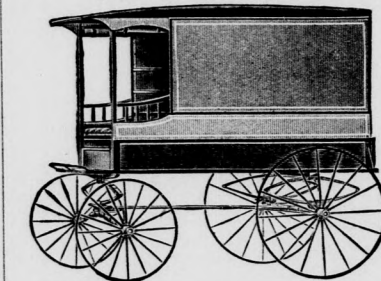


THE RETAIL DEALER

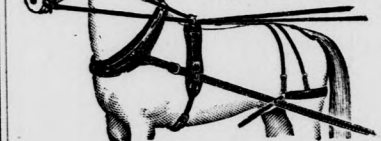
without good delivery wagons is as badly handicapped as the dealer who endeavors to run his business without good advertising. For a third of a century we have manufactured vehicles and harness, and we are today one of the oldest and largest manufacturers. We make wagons to suit all requirements, and if our regular line does not include just what is wanted, we are glad to quote price on special work. We guarantee every vehicle and harness fully for two years. We ship for examination and approval, guaranteeing safe delivery. You are out nothing if not satisfied as to style, quality and price. Our line consists of over 200 styles of vehicles of all descriptions and 65 styles of harness. Our large catalogue shows them all. It's free.

Elkhart Carriage & Harness Mfg. Company
Elkhart, Indiana

No. 820. Top Delivery Wagon. Price complete \$63. Good as sells for \$25 more.



No. 38. Delivery Harness. Price complete with collar, \$18.00. Good as sells for \$8 more.



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.

TRUE SUCCESS.

It Does Not Lie Alone in Making Money.

The question, "What is success?" is answered by careers which have been guided in greater or less degree by other gods than money. Many men who have given proof of hard headed business ability have deliberately repudiated money. In others it has come as the accident, not the end, of the business career.

There could hardly have been a plainer case of a man knowing how to make his way in the world than that of John Burroughs, the naturalist. When he was 14 he made up his mind to work until he got a competence, so that he could do what he liked afterwards—what he liked being his nature studies. He began by teaching to pay his way through a seminary. He worked on a farm and taught until he got a place in the Treasury Department. He stayed there nine years, saving his money until he finally got into a bank. From here he was appointed bank examiner, and considered it only an opportunity to save a little money on which he could retire. When he had saved enough he bought a fruit farm, which he worked into a paying condition. Since then he has devoted himself to his studies, and, although the owner of real estate and having a good income from copyrights, his success is great only when measured by his influence.

"I consider," says he, "the desire which men have for money only an error of mind. The wish for such things does not mean anything except lack of higher taste. The man who gets peace of mind and gratifies finer tastes and feelings is much more successful than the man who neglects these and only gets money."

To a less degree the money interest has been absent from the life of Senator Beveridge. He believes it is not worth while to amass money, and to be rich is not one of his ambitions. He owns one piece of real estate, and that is worth but \$2,500. However, he makes a good income from his writings, and as a lawyer he made easily \$10,000 a year. But although he was a widower for years, and was not in public life, he spent all he earned.

When his struggles and self-denials are considered one knows his lack of wealth is not caused by shiftlessness. He began to work when he was 14 and helped support his mother, doing the hardest of farm drudgery. Afterward he put himself through college by the kind of economy that eats only two meals a day because it can not afford three.

Clifton Robinson, who was one of the first to see the future of electric roads, had the financial gift, and during the first years of his success making money was the end of all his activities. He had the business instinct, and was a shrewd financier and organizer as well as a great engineer. It was common for him to earn a great fee for taking hold of concerns that were in bad shape financially and putting them on their feet. When he came under the spell of electricity, however, a mental

change seemed to come over him, and he grew away from the money making idea. Electricity appeared in his mind as a magician's wand, a power to be taken into the hands and used to an end which even the imagination could hardly conceive. His horizon widened, the world became a vaster stage to his activities, and his own mind became conscious of a new force.

He went from one city to another electrifying car lines and pouring electricity into the streets, and sent the hum of his great cars from one end of the continent to the other. This was the first chapter in his new dream of power, and in it the wealth that he was gathering together was the least part. Then he turned his attention to the streets of London. In this work, in which he made the greatest part of his fortune, what he saw was the solution of many social questions in which he was intensely interested.

He looked on the map and saw a black stain, a tangle of narrow streets and crowded alleys under a pall of everlasting smoke—London. And he saw outside, just away from this suffocating swarm of human beings, green fields and woods, windy hills and clear skies.

To conduct electricity into the midst of that swarm of Londoners, and to set it driving them out into these green fields and on the top of these hills, became the growing idea of his life. He saw the public houses emptying and a procession of radiant people moving from the slums into the sweet air of the country. He was a shrewd and hard headed man, and no sentimentalist, but the joy of his work was in the wonderful power which was to make a different race. The power house at Chiswick is the work of his own hands, every brick and nut and bolt, and it is there you get to know the mind of the man. His eye kindles as he points out to you the wonders of this tremendous machine for making electricity, and you see how much more he is an engineer than a financier. He is a man of simple tastes, with no desire for wealth and luxury.

When Capt. Norman Goddard graduated from Harvard he went directly into his father's affairs and became one of the hardest working men in the place. He was here for eight years when his father died, and he and his brother succeeded to the millions. He was just 35 and, although he stayed at the head of the immense business, he could not be satisfied with the mere making of money.

He rented an apartment in a tenement house at No. 327 East Thirty-third street. He occupied one room and gave the other to his old family servant. The partition between the two rooms was torn down to make a comfortable sitting room. It was here he lived at night and on days he attended to his business. In that neighborhood the Captain discovered a little club consisting of ten or twelve workingmen—a plasterer, a ferry boat hand, a bricklayer and others. He joined it as his first move in his new neighborhood. It was a

social club and pretty soon it increased its numbers to thirty-five or forty, and began to study neighborhood problems and policies. This was the beginning of the Civic Club which brought renown to the conservative house which has made millions out of American linings. At first the purpose of Capt. Goddard was merely to widen his horizon from money making. It has changed him into a philanthropist, but what is not generally remembered is that he is still the head of the great business that is making millions.

"Why did you want to become wealthy?" was asked of John Wanamaker.

"I did not have a 'want to become wealthy' ambition," he answered, with a peculiar tenderness and earnestness. "I wanted to become as helpful as I could to those about me."

G. R. Clarke.

Meanness of Brown.

Green—Brown told an acquaintance of mine that he could have beat my time and married you himself if he had wanted to.

Mrs. Green—The idea! I wonder why he didn't do it, then?

Green—Oh, I can readily understand why he didn't. He had a grudge against me.

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

Make Me Prove It

I will reduce or close out your stock and guarantee you 100 cents on the dollar over all expense. Write me today—not tomorrow.

E. B. Longwell
53 River St. Chicago

You Can Make Gas

100 Candle Power
Strong at

15c a Month

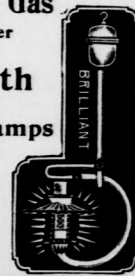
by using our

Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



"Lest You Forget"

We have been demonstrating
quality 33 years



Jennings'
Mexican

Extract Vanilla

Jennings'
Terpeneless

Extract Lemon

Are the Best on Earth

Jennings Flavoring Extract Co.
Grand Rapids, Mich.

Second Hand
Motor Car

Bargains

20 H. P. Winton, in fine shape,
cost new \$2,500—now \$1,200.

Packard, Model L, 4 cylinders,
shaft driver, with top, extra
lamps, etc., in fine condition,
cost new with extras \$3,300—now
\$1,800.

Cadillac, 4 passengers, over-
hauled and refinished, a bargain
at \$475.

Olds Touring Car, 10 H. P.,
overhauled and very cheap at
\$525.

Olds Runabout, overhauled and
refinished, at \$300, and 15 other
bargains.

Write us or call.

Adams & Hart
Grand Rapids

47-49 North Division St.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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Grand Rapids, Mich.

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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, May 16, 1906

PAN-AMERICAN RAILWAY.

We read from time to time of a project to build a railroad up through Alaska to Behring Straits and under the Straits by a tunnel to Siberia and thence to connect with the Russian Trans-Continental Railroad to Europe. Of course such a road would connect on this side of the Pacific Ocean with the various railroads in the United States and Canada, so that by a long and round-about route it would be possible to go from any part of the Western Hemisphere to any part of the Eastern by a continuous rail line, and practically crossing the earth's greatest ocean dry shod without the intervention of a ship.

That such an all-rail route from the New World to the Old World will be built sooner or later is at least a possibility, as already the greatest part of it is in existence. A railroad apparently as problematical, but of more importance to the United States, is what is known among projects as the Pan-American Railroad, which is to connect all the countries of North, Central and South America by a continuous rail line. It will not have to cross any arm of the sea or strait or bay except the Panama Ship Canal, and if that shall be built with locks, it will be a fresh water channel and have nothing to do with the sea, except in its lowest reaches, where it connects with the two oceans.

The Pan-American Railroad is one of the evolutions of the famous Monroe Doctrine, and is intended to bring all the republics of the American Hemisphere into a closer and more intimate connection than can be secured by means of ships. When James G. Blaine was Secretary of State, he suggested the American International Conference, which was held at Washington in 1889-90. One of the propositions favored by the Conference was the construction of railroads that would connect all the American countries, and subsequently the matter was taken up by Congress, and a commission to consider such a railroad connection was appointed.

The Second International American Conference, at its sessions in the City of Mexico in 1901-02, gave further in-

dorsement to the Pan-American project as a feasible one which merited continued support by the respective governments. It provided for the appointment of Commissioners to visit the republics interested, and report especially on the existing condition of commerce and the prospects for business for an intercontinental line. It also provided for the appointment of a Permanent Pan-American Railway Committee, residing in the United States, which should furnish all possible information as to the work of constructing such inter-continental railway connections.

It should be understood that this is not a scheme for the construction of a railroad outright from New York, say to the southernmost point of South America. Already there are railroads in Mexico and the various Central and South American countries, and the object is to connect them all by filling the lacking links in the chain.

According to engineers who have studied the subject, this Pan-American plan provides for ultimate through rail connection between New York and Buenos Ayres, a distance of 10,400 miles, by existing lines and routes as heretofore surveyed. It is a fair statement that with more thorough surveys and the shortening of some of the lines now in operation, this distance will be reduced to 10,000 miles. If all the lines on the Pan-American location already in operation and yet to be built were combined in a single trunk line, the total mileage between New York and Buenos Ayres would not be greater than the Atchison, the Burlington, the Pennsylvania, the Northwestern or several other systems. Already nearly 7,000 miles of the route are complete or actually under construction, and it is estimated that something over 3,000 miles of road are yet to be provided.

As the South and Central American countries are settled up, and their rich mineral, agricultural and forest products shall be developed, the extension of railroads in every direction and their connection each with the others will go on with increased activity, and the time will come when it will be possible to make a through railway journey from the southernmost point in South America to the Cape of Good Hope, which is the southernmost point of Africa, by way of the Pan-American route through Alaska to Siberia, and thence through Asia, Europe and Africa to the Cape, without crossing any salt water, as doubtless there will be tunnels under Behring Straits and the Panama and Suez Canals.

As has been said, it is the Pan-American route that is of the utmost importance to the United States. It will not only prove a most important factor in commerce, but it will help to bind the countries of our hemisphere all the more closely. That is one of the requirements in the maintenance of the Monroe Doctrine, and year by year it will grow to be more and more of a necessity in the prosecution of our continental public policy.

AMERICAN ARISTOCRACY.

The greatest private fortunes in the world to-day are in the United States.

In Europe some persons have acquired large wealth by manufacturing, and some few in South Africa, through mining for gold and diamonds, have become immensely rich, but there are probably no private fortunes that will compare with those made in oil and in manufacturing steel in this country. The Rockefellers, Carnegie and some others must be classed as the richest men in the world.

This was not the case in the beginning of the nineteenth century, and at the close of the Civil War, when an income tax that was since declared unconstitutional was in force, the Astor, Vanderbilt and A. T. Stewart fortunes were assessed with the largest incomes in the Union. The Astor fortune was derived from profitable investments in New York city real estate, the Vanderbilt wealth was made largely in operating steamships and railways, while A. T. Stewart, who was in his day the leading dry goods merchant in this country, made his money in trade.

Before the Civil War there were very few millionaires in the United States, but some years ago it was estimated that the number had increased to four thousand, and doubtless it is greater to-day. Up to the Civil War the spirit of commercialism had not taken such hold upon the people as in the case to-day. But after that war, during which many opportunities occurred and were used to great advantage, much wealth was gained, so that out of the struggle came the Goulds, the Huntingtons and others who had made fortunate turns in railroading and otherwise.

The building of the first railroad across the continent upon money or credit loaned to private parties by the United States Government gave a great impetus to the making of great fortunes after the close of that war. The discovery of petroleum in Western Pennsylvania about the beginning of the war created conditions which resulted in the accumulation of great private fortunes, and when the fame of this wealth was carried abroad it brought a large company of prospective bridegrooms, bankrupt as to pecuniary means, but more or less rich in foreign titles of nobility, all seeking as brides American heiresses to great wealth.

It was this intermarriage by our rich American girls with titled foreigners that sowed the seeds of the astonishing commercialism that prevails to-day in this Republic. Our people have no social class provided by law with permanent titles of rank and social precedence. There is no privileged class here protected by law in the enjoyment of rights and immunities over all their fellows, and since any idea of social leveling is contrary to human nature, and every individual desires to raise himself to something better in the way of social position, but realizing that there is nothing offered him in the way of the rank and titles that are to be found only in monarchical countries and not in democratic republics, the

American finds there is nothing left to his activities and ambitions save politics and the acquirement of wealth.

There is nothing permanent in political distinction, for even the President of the Republic, when he ceases to be a public official, is simply a private citizen.

But there is something in great wealth, since the multimillionaire can marry his daughters to titled foreigners, although it has not yet become possible for Americans to secure titled European ladies as brides, and if they did no title of aristocracy could be acquired with them. But the wealthy American, by means of his riches, enjoys advantages in modes of life and in the gratification of his tastes and desires, which are denied to his less fortunate fellows, and therefore the possession of a large fortune creates a class which makes the only aristocracy that a republic can afford.

It is therefore not strange that an overwhelming desire to get wealth, which is specialized as commerciality, has taken hold of the American people, and has become their chief characteristic. Some of the European papers, commenting on President Roosevelt's recent speech, in which he proposed the regulation of private fortunes, have taken note of the fact that fortunes are largely regulated abroad by inheritance taxes. The London Spectator, in that connection, said:

"The aggregation of colossal fortunes is checked on the European Continent by the independence of the different countries, by severe laws of distribution at death and by the desire of the rich to enter on careers other than that of money-making. In this country free trade still checks the monopolies which are so easily secured when the world at large can not pour in competing produce, and which on the whole furnish the most rapid methods of accumulation. Moreover, idiosyncrasy counts even in commerce, and the British multimillionaire almost invariably desires either to 'found a family,' which is a process requiring great outlays, or to achieve distinction by something other than continuous devotion to 'business,' which his son or other successor may probably denounce as somewhat sordid."

No such opportunity exists in this country since titles of nobility are forbidden by the Federal Constitution. No American can found a family with any claims to permanent fame except such distinction as may be won by his descendants who own his name. As a rule, the greatest men our Republic has ever produced leave no offspring who can keep up the name and honor of the family, and the case is still more rare that there is any to perpetuate in his own achievements the family's fame and distinction.

Estates can not be entailed or perpetuated by law in the ownership of the family, and in a few generations the largest American fortunes are disintegrated and scattered. There are a few exceptions, but they have not existed long enough to constitute a rule, although they are notable.

BORIC ACID IN MILK.

Discussion Before the Farmers' Club of London.

The Chairman—As there is no formal business I will at once call upon Mr. Lloyd to read his paper. I am quite sure you will agree with me that Mr. Lloyd does not require any introduction in this room because he is a gentleman who has been for a long time known as a great authority in the scientific world in chemistry.

A paper, entitled, "The Relation of the Medical Profession to the Dairy Industry," was then read by Mr. F. J. Lloyd, F. C. S., F. I. C. The gist of this was given in our last issue so need not be referred to here.

Dr. Thresh, Medical Officer of the Essex County Council, in proposing a vote of thanks to Mr. Lloyd, said: I think I also ought to thank your Secretary for asking me to attend today, for I have often wondered where farmers get their curious notions with reference to milk and milk supply, and I was anxious to hear the opinions of those who advise them. I must say that some of the advice which has been given to them I most cordially endorse, but with a great deal of the subject of this paper I most cordially disagree. I am going to show you that it is, amongst other things, illogical and contradictory; that where difficulties arise red herrings are thrown across the track, and that the advice he gives you is of a particularly objectionable character. Mr. Lloyd starts by complaining that medical men in this country make unfounded statements, but he is then candid enough at the end of his paper to say that we are not nearly so foolish as the foreigners, and that we are very much more broad-minded in our statements. Either the foreigners go too far, or we have not gone far enough. Mr. Lloyd may think that we have gone far enough, if not too far. What I desire to say is that in my opinion we have not gone far enough; that not only the farmers, but the public and medical men want educating, and when they do become educated up to the proper standard they will not think that milk is less deleterious than they have considered it, but that in some circumstances it is more deleterious.

The Microbe Question.

First of all it is stated here that medical men pay too much attention to the number of microbes that are present in the milk. I do not know why that should be so, but I think any man of commonsense, if he knew that milk produced under cleanly conditions should only contain about 100,000 microbes to a cubic centimeter, and a sample was submitted to him containing 2,000,000 microbes to the centimeter, would consider that something was wrong with the milk. There is likely to be a much larger number and variety of microbes in the milk that contains a few thousand microbes in a certain quantity rather than in the milk that contains millions. If he wants any proof of that five or ten minutes' experiment with a microscope would convince him that that is a fact. Within the last few weeks I have been making mi-

croscopical examinations of a lot of milk, and I have some diagrams with regard to the milk residues. We find that the number of microbes is a very good indication indeed as to the cleanliness or otherwise of the milk. It means one of two things: If the milk is fresh and you find a large number of microbes in it, then it was produced under uncleanly conditions; if the milk was not fresh, then it had been kept too long and had got into an unsalable condition; it is not in the condition in which it should be sold as fresh milk. So you will find on the diagram that it is either stale milk or milk produced under uncleanly conditions.

Then we come to the point mentioned in the paper, that we have laid too much stress upon the microbes, that it is not the microbes that cause disease, but the toxins, as strange a statement as I have ever heard. A toxine is a thing that has been manufactured by a microbe; it is the poison produced by a microbe. You would have no toxine in the milk if you did not have microbes first. Consequently, when Mr. Lloyd talks about toxins producing disease and not specific organisms I do not know what he means. The more microbes you have the more toxine substance you will produce in the milk.

Then we come to the question of tuberculosis, in connection with which Mr. Lloyd says, "Indeed, one might believe that if it were not for the foolish custom of drinking milk consumption would not be known. Never have more astounding statements, based upon uncertain facts, been made by those professing to have a scientific training than in connection with this subject." No medical man ever suggested that tubercle of the lung is produced by milk. The consumption that we speak of as being produced by milk is the consumption of the bowels, the consumption of certain internal organs which only occurs amongst children. It is the first time I have ever heard the suggestion that consumption amongst adults is produced by milk. What do we find? There is a question we will say as to whether the tubercle bacillus which is found in animals and the one found in men are the same, but they are closely related. We will accept, therefore, Koch's view, that there are two distinct varieties of that organism, the one the bovine form, and the other the human form. One of our latest researches has found that the bacillus present in children is of the bovine form. If there was one thing wanted to clinch the fact that milk was the producer of tubercle in children, that has been proved by the discovery of the peculiar difference between the two organisms, the one infecting the intestines and the other the lungs.

Leaving the question of legislation, we come to the question of infantile diarrhoea. Here I am charged with saying, and I admit it, that "from 20,000 to 30,000 infants perish annually in the United Kingdom from diarrhoea, a large proportion of them being infected through the milk." First of all, Mr. Lloyd says that is a fallacy, and then he says, "I am of the

opinion that much of the disease is caused by the acidity of the milk." It seems to me that there is a distinction there without a difference, because Mr. Lloyd must know that this acidity of the milk is produced by micro-organisms. If you do not get micro-organisms in the milk you would have no acidity.

Pasteurized and Sterilized Milk.

Pasteurization and sterilization are simply a choice of evils. It is simply a question of whether we shall drink dirty milk or whether we shall drink dirty milk pasteurized and made fit to drink because it can not contain any of these disease-producing germs. I think no medical man, whatever his opinion be as to the relative values of untreated milk, would think of using pasteurized or sterilized milk if he was sure he was getting a pure and clean milk. But, says Mr. Lloyd, milk is not the cause of it; it is the acidity that causes diarrhoea, therefore put a little boric acid in it. If you put boric acid into it medical officers, and so forth, will have no mercy on you. That is very bad advice, and I warn you against taking it. Why is it bad advice? For this reason, that it is absolutely unnecessary. There is not a farmer who does not know that milk can be sent from Cheshire, Wiltshire, Yorkshire, or from any part of England up to London; it can be kept for twenty-four hours in London and can then be distributed in a perfectly fresh condition without the use of any preservative whatever. Why, therefore, should you think of putting preservatives in it? If a medical man wants to order boric acid he likes to do it in a proper way, so that he knows what his patient is getting; he does not want infants and invalids to be taking milk containing unknown quantities of a drug. I am not going to say that boric acid is injurious; on the contrary, I think it is probably the safest and the best antiseptic that we possess, but I certainly strongly object to its being used where it is not necessary, and it is not necessary in milk.

Then I come to the last section, in which there is very little indeed to which I have any objection, in fact, practically nothing except on one point: If the farmers throughout the country would follow the advice that Mr. Lloyd has given here in the production of their milk, nothing more

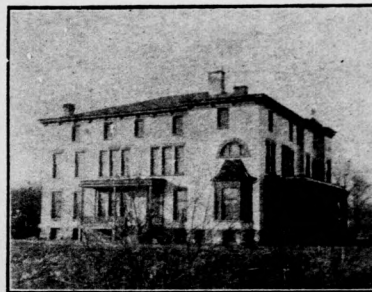
would ever be heard about impure milk or of disease being caused by milk. You have here instructions which, if carefully followed, would ensure us having at all times a pure and clean article—an untreated milk, not a milk with boric acid put in to hide dirt and prevent it going sour, and that is all we want. The only exception I have to this part is with reference to milk obtained from a cow that is not healthy. Is there any person here who would drink milk from a cow that was suffering from disease, if he knew it? I should not do it myself, and I should not allow any member of my family to do it, even if it had gone through a centrifugal machine.

I have made some experiments with these centrifugal machines. A medical officer of health in our county was very anxious to get a pure milk; he got sterilized milk made at a certain depot and was dissatisfied with it. He then thought he could do more by putting it through a centrifugalizing machine. I do not know who it was, I do not know how the experiment was done, but the milk that came out was certainly very little better after it had been through the centrifugalizing machine than it was before. It is undoubtedly a very dangerous thing to suggest that the milk from a diseased cow should go through a centrifugalizing machine and then be allowed to be sold to the public.

Adding Boric Acid.

I also ought to have said, in connection with the question of adding boric acid, that it is a well-known thing that these antiseptics have only a tendency to inhibit the growth of certain organisms. You may put two organisms into milk, and a certain amount of boric acid. It will stop the growth of one, but the other will still go on growing. It is a most unfortunate fact that some of these disease-producing organisms are not affected by the presence of boric acid, and consequently if boric acid is present in the milk you stop the lactic fermentation which would tell you when the milk was bad, and these deleterious organisms are going on multiplying as rapidly as ever. If the milk has no boric acid added to it, when a woman sees that the milk is sour, she knows that it is not fit to use; but if you have boric acid in it these other organisms may have been growing for days and assuming

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alarming proportions, and the woman, seeing, of course, that it has not soured, gives it to her child, with results which may be surmised. There is a serious danger in the use of these antiseptics.

Finally, we must expect very little from legislation. I do not know what this government may do, but I do not want it to do much. We do not want legislation; we want the public, the farmers and the medical men to be educated. If the public demanded pure and clean milk, I feel sure that, sooner or later, the farmers would be obliged to produce it, and I believe the majority of farmers are very anxious to produce it. But they feel if they go to some expense in trying to make milk pure they are rather handicapped on account of others who would go to no trouble and expense. If, however, you will follow Mr. Lloyd's advice and will produce milk under the conditions he lays down, and he should have laid a little more stress upon the necessity of cooling it and keeping it cool until it is distributed to your customers, I think you have done everything that the medical profession asks of you, and for that part of the paper I think he deserves a cordial vote of thanks.

Dr. J. A. Woelcker—To me falls a double pleasure—the first that of seconding this vote of thanks to Mr. Lloyd, and the second of trying to bring peace between rival professions. You have had one of each side, and I am going to begin, if I may, by attempting to read a lecture to each of those speakers, and by trying subsequently not to fall into their fault. The first speaker in my opinion (and I am sure he will forgive me for speaking candidly), in a way we very often hear, committed the sin of going out of his own line to some extent at least. I think it is always dangerous to do that. If you are a chemist you had better stick to your chemistry; if you are a medical you had better stick to that line; but when you try to compare the two things, and if you are not a good practical man at each, I think you sometimes have a fall between the two. I am not going to talk to you to-night about infantile diarrhoea and its cause, but I am going to put a statement to you which I think will command your agreement, namely, that the truth lies really between the two views which we have had before us to-night.

I think our friends represented by Dr. Thresh have a good deal to answer for on their side. I do not say Dr. Thresh, but I do know men whose names I could give you who make a business of alarming the public wrongly. I would say, too, that these people get their publicity in the half-penny newspapers, and in this way an immense amount of injury is done to the dairy industry of the country, not alone to the farmers, but also to the purveyors of milk. I say it is a greater sin to alarm the public unnecessarily and try and make capital for yourself and gain, for some little short time, popularity by stirring up a fuss of this kind and making everybody uncomfortable than it

is to put boric acid in milk or do some of the things that we chemists know something about. Those are my general views with regard to the two sides that have been put before us.

Sterilization a False Safeguard.

In regard to the question of sterilization I feel that here again we have another sort of false safeguard to the public which has been done to death by interested persons—whether they sterilize their own milk I do not know, and whether the sterilization is of a nature that it is often stated to be I do not know. But while adopting Dr. Thresh's line of argument that sterilization is a choice of evil and should only be adopted under extreme circumstances, I would yet remind him that it is his brethren who

are constantly pushing this before us as being the only safe thing to do, as being the only safe way of distributing milk to the public, and the farmer must do it on his place or it must be left for some of our friends in front to do it for him. There is a great difference between fresh milk and sterilized milk. Although I can not tell you in what it lies, I do feel absolutely certain that there is in the process of sterilization something lost, call it vital force or call it what you like, which is essential to the milk. It is the difference between a fresh apple and a Normandy pippin dried up, to which you have to add water. You lose a something—I will call it a freshness; and although you can not put that into figures, and although you can not tote them up like

you do the number of bacteria, it is an essential feature which I can not help thinking plays an important part in the wellbeing of our young life, and ought not to be neglected, unless it be under very extreme circumstances. Of course, the whole thing is, as has been hinted to-day, that our women should nurse their own children, but unfortunately at present they are not built that way. I have much pleasure in seconding the vote of thanks.

A Dairy Farmer's Views.

Mr. J. Sadler (Cheshire Milk Producers' Association)—I would like to offer my very heartfelt congratulations to Mr. Lloyd for the paper that he has read to us, on the ground that, looked at from the standpoint of a dairy farmer, it appears to me to be



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pretty well crammed from beginning to end with common sense. However difficult it may be for Mr. Lloyd, as a chemist, to put himself properly into the place of the medical officer of health, or even of the gentlemen belonging to the medical profession, I think we must all of us, at any rate many of us, feel that Mr. Lloyd has managed to find his way through this most difficult and important subject with very great credit to himself and helpfulness to us.

As to the question of cleanliness, that, however desirable it may be, is not quite so simple as may appear in the first instance. As a dairy farmer myself and having to deal with it day by day I have found it a most difficult thing to discover an efficient sieve, and the genius who will arise and produce an efficient sieve will not only immortalize himself but will confer a lasting benefit not only upon milk producers but upon the milk-consuming public. (Hear, hear.) Mr. Lloyd suggested a cloth on the top of the metal sieve. It is an excellent thing, but it does not do the trick. I do not agree a bit with Mr. Lloyd in his recommendation of boric acid. If I had the making of the laws I would prohibit the use of boric acid in milk (Hear, hear). I should regard it as an adulterant, and in many cases a very dangerous adulterant at that. The farmer may put a little in, the milk dealer may put a little in, and if the householder thinks boric acid might help the milk to keep longer he might put a little in, and by the time those three people have each put a little in they might get too much in. However simple it may be in the first instance, it may prove to be very dangerous at the finish.

Compensation for Tuberculous Animals.

There is another point I would like to be permitted to refer to in connection with the paper, and that is where he tells us he does not think we have a right to expect Parliament to compensate us for cows that are seized for being tuberculous. I differ from Mr. Lloyd entirely. Farmers purchase cows as a matter of business as milk producers. No sane man would purchase a cow as a milk producer unless he believed it to be a sound cow. The cow may be affected in the udder in so slight a way that neither he nor his expert adviser can say definitely it is there, and that cow is liable to be seized under certain circumstances upon suspicion; at any rate, it is liable to be taken out of the herd as a milking cow, and I do not say it ought not to be. I believe everything ought to be done to secure that milk, whatever may be the truth about bovine and human tuberculosis—everything ought to be done that is possible to free the milk from tuberculous germs. (Hear, hear.)

With that opinion, I am sure, every farmer present is in entire agreement. But how are we going to diagnose a disease of this peculiar nature? Some of us in Cheshire have had a very great deal of experience. We have suffered very severely through the administration of the laws that are at present in vogue in connection with

tuberculosis. Mr. Lloyd tells us that the tuberculin test will discover it. We have found that the tuberculin test is not reliable—(Hear, hear)—that it not only passes some cows that are distinctly tuberculous, but that it also throws some out that are perfectly sound; and, worst of all, give it a little time and it will counteract itself. I could give instances well within my own knowledge where that was done. That being so, we have no distinct and definite diagnosis of tuberculosis. When an authority goes and selects a cow and says that that cow shows symptoms of tuberculosis of the udder and must be removed from the milking herd, I say that that cow never ought to go back into anybody's milking herd; it ought to be destroyed in the public interests, and, therefore, the public should pay. (Hear, hear.)

The Medical Profession and the Tuberculosis Question.

The Hon. H. A. Stanhope—It is very satisfactory for us to feel that we have to rely in this matter not upon the vacillations of medical gentlemen, but upon the solid common sense of the English public. I can express a profound contempt for the views of the medical profession with regard to the tuberculosis question, and I say so with great deliberation for this reason: Some fifteen years ago a certain relation of my own, the late Lord Werulam, summoned together, because there were very alarming views on the subject spreading throughout the country, a great meeting of medical officers at his place at Sudbury; if I mistake not, Dr. Woelcker or his father was there at the time. These gentlemen almost unanimously expressed a very strenuous opinion about the danger of tuberculous infection from cows, a danger which I say, although I am not professedly a medical man, remains yet to be proved. But be that as it may, these gentlemen were almost unanimous upon the great danger that existed; and, in consequence, my brother-in-law went to considerable expense in causing a great number of cows throughout his estate to be inoculated; and here, as the last speaker knows—because he and I are both practical men, not medical men—the tuberculin test broke down. It broke down for various reasons, but among other reasons for this: that the same cow which reacted in the month of January would not react or did not react on a later occasion in the most extraordinary way. One cow, for instance, would react in one month, and not react in another, and vice versa, so that there was nothing much to guide you with certainty.

But I join issue with the medical profession for another reason, and it is this: These gentlemen having expressed these very strong views it was natural, as a matter of ordinary commercial arrangement, that when the particular medical gentleman to whom I referred reached his home in London the supply of milk from these tested cows—the only ones, remember, at that time in England—was offered to this gentleman. I believe I am right—I could find whether it is so or not from the books

of the company—but I believe I am right in saying that these gentlemen then unanimously said they were satisfied with the supply which they all had—a supply which, according to their own views, was contaminated and unsafe. I venture so far to express that contempt, which perhaps it is presumptuous of me to express.

But I think one great danger has been very much overlooked: I do not think that the danger to the public is half so much from the contamination of the milk itself as the contamination which arises from the bad water which is used in the cleansing of the vessels into which the milk is put. That is really, I believe, a very great danger. You have to remember that the continual cleansing of these vessels does not mean that they are left perfectly dry, but that there is a small amount, quite sufficient to hatch enough microbes to frighten any doctor, left in some of these cans and tins, and it is, I am sure, in that way that the infection has been spread from time to time.

Mr. S. Kidner (Milverton, Somerset)—I wish to ask one question of Dr. Thresh. I believe he stated just now that the tubercle bacillus found in the bovine species and in the human race are quite different and distinct. If that is so, it is news to me that doctors have agreed on that point. I should be glad to hear that they have so agreed, because they have absolutely contradicted themselves several times on that matter.

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Shortcomings of the Railway Companies.

Dr. Davidson—My family has been connected with agriculture for many years, and I must say my sympathies are rather with the dairy farmer than the medical profession. But I gather it is the consensus of opinion at this meeting that if the dairy farmer will send out pure and clean milk, properly cooled, it will remain sound twenty-four hours, and therefore have a chance of being received by the consumer in a healthy state. But not one of the speakers, not even one of the dairy farmers, has referred to their great bugbear, the railway companies. You know that in America the railway companies provide the dairy farmers with properly cooled carriages in which to carry their milk to the consumers, but I do not think there is any railway company in England which takes very much care with regard to the cooling of the milk in transit, or with regard to depositing it in a healthy shed until the vendor carries it away to the consumer. I quite think that if that was done you would hear very much less complaint of your milk from the public.

Dr. Thresh, in reply to Mr. Kidner, said—Unless I gave you a learned lecture on the subject, I am afraid I could not explain the matter satisfactorily. I have given you the most exact information up to date; I can not tell you what we may discover to-morrow.

Mr. Lloyd's Reply To Criticisms.

Mr. Lloyd, in reply, said—I must thank Dr. Thresh in the first place for proposing a vote of thanks to me for reading a paper which undoubtedly he did not at all like. He raised the very broad question as to whether I, not being a medical man, have any right to speak upon a subject of this description. I venture to think that, if I am not a medical man I am a bacteriologist at any rate; and having devoted many years to the study of the bacteriology of milk I think I have a right, having had the training of a scientific man as well, to speak upon a subject which undoubtedly affects the whole of the farmers of this country. I have among my personal friends medical men and bacteriologists, daily studying the bacteria which are found in milk and diseases, and, fortunately for me, I have a private letter from one of the most eminent bacteriologists in England, who distinctly writes to me to say that he can not find fault with the statements which I have made from a scientific point of view. As to the practical bearing of those statements there, we come to a subject which is open to various views. Some of you will agree with what I have said. Others may not.

Dr. Thresh, in the first place, states that the number of bacteria in milk is quite a sufficient guide as to whether it is pure or no, because the greater the number of bacteria in the milk the greater will be the number of varieties which it contains. (Dr. Thresh: Probably.) I can tell Dr. Thresh definitely from many years of experience that that is not the case. The more acid the milk gets (and I have made not one or

two but dozens and dozens of investigations on the subject) the fewer the number of varieties which are able to grow.

Then Dr. Thresh spoke about the toxins in milk. I only referred to the toxins produced in milk when that milk has been sterilized, and when the sterilized milk had been kept for some time. There is at present very little evidence as to the production of toxins by a great number of bacteria, and as to whether these toxins, if they are present, or the substances which we call toxins, that is to say, the products of bacterial growth, can be considered injurious. The subject is one of very considerable importance. When I was in France only recently I had the pleasure of speaking to several of the heads of the Pasteur Institute upon this very subject, and I think they agreed with me that there is at present little evidence, if any, to show that if the animal is diseased, and the disease germs are not actually in the milk, there are any toxins produced by those germs which would get into the milk. Of course, there are certain people who say that milk coming from a diseased cow is injurious. On what ground? If the organisms of the disease do not get into the milk, why should the milk be injurious? It can only be upon the assumption that these disease germs in the animal are producing toxins which get into the milk, and there is, at present, little or no evidence in support of that fact.

Then, according to the report which I had of Dr. Thresh's lecture, Dr. Thresh was said to have used the words "infected through the milk." Now he says that the acidity might produce the result, but I take it that the word "infected" means that the bacteria themselves produce the disease, and not the product of the bacteria. If Dr. Thresh agrees with me that the acidity produces this infantile diarrhoea, then we are at one; but if he considers it is not the acidity produced by the bacteria, but the direct action of the bacteria, then I venture to think we want proof to support that assumption.

One speaker referred to the contamination which comes from the water which is used to wash dairy utensils. I have no hesitation in saying that the greatest difficulty of our farmers in England is due to this one source of contamination. I have found it the cause of inferior cheese; and I am perfectly certain that it is the cause of a good deal of trouble with milk itself.

One word on a subject of very slight importance really, which accidentally cropped up, and that is the question of boric acid. I would like Mr. Sadler and all his friends to know that I would not allow a dairy farmer in the country to use a trace of boric acid. The milk should be produced and sent up to London free from boric acid and in a clean condition, so that one was able to discover in what state it was. But when I look into the homes of the poor, the thousands and hundreds of thousands of poor in the east end of Lon-

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Standard Computing Scale Co., Ltd.

Detroit, Mich.

SCALE DEP'T FOR INFORMATION.

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Because they can't be beaten.

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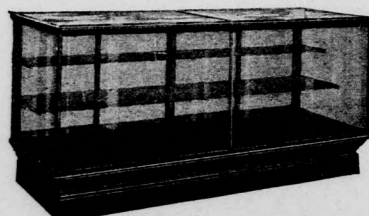
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Has narrow top rail; elegant lines!

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

don who have to take in milk early in the morning and keep it in a hot, close room, overcrowded and dirty, and give it to the children hours after it arrives, I say it would be infinitely better for those children if such milk contained a trace of boric acid than the acidity which comes naturally into that milk from having been kept under such conditions. To assume for one moment that I argued that the dairy farmer or the dairyman should use boric acid is a mistake.

Let us be sensible. If the medical men would teach these poor people in those districts the use of boric acid, or if the government would allow, under certain conditions, the presence of boric acid in the milk supplied to these people, I venture to say it would be beneficial to the public health and not injurious.

Caution As To Water Content.

The following circular is being issued by the New York Mercantile Exchange to the creameries of the country:

The New York Mercantile Exchange desires to call the attention of butter manufacturers to the following facts:

1. That the Federal law enacted May 2, 1902, defines as adulterated butter "any butter in the manufacture or manipulation of which any process or material is used with intent or effect of causing the absorption of abnormal quantities of water, milk or cream."

2. That any butter manufacturers whose product contains an abnormal quantity of water are liable to assessment for a tax of \$600 per year and a tax on such product of 10c a pound, and that wholesale dealers who sell such butter are liable to a license fee of \$480 per annum.

3. That the Treasury Department, upon whom devolves the duty of collecting the taxes and license fees assessed by the law upon manufacturers of and dealers in adulterated butter, has ruled that all butter containing 16 per cent. or more of water shall be regarded as containing an "abnormal quantity of water" and shall, therefore, be dealt with as adulterated butter.

4. That officials of the Internal Revenue Department have expressed their intention, during the coming season, to enforce strictly the provisions of the law assessing taxes upon manufacturers, and license fees upon dealers in adulterated butter.

5. That during the past few months a large number of analyses of fresh and held butter have been made in the New York market, and elsewhere, creamery as well as other butters, which have shown a water content in excess of the legal limit.

The New York Mercantile Exchange desires further to call especial attention to the fact that no matter how long after manufacture it may develop, upon test by the Government authorities, that butter contains 16 per cent. or more of water, the manufacturers are still liable to assessment for license fee and taxes.

In view of these facts this Exchange, appreciating the danger to which creameries and butter packers are exposing themselves, and the

trade at large, by attempting to gain "overrun" by increasing the normal water content of their product, urges manufacturers of all kinds of butter to take immediate steps to obviate this danger and announces its intention, for the protection of its members, to extend to the Internal Revenue authorities every possible assistance in the enforcement of the law.

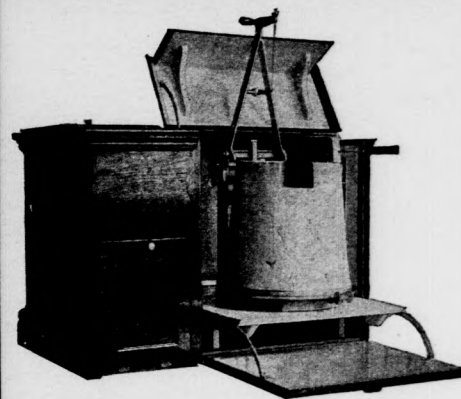
New York Mercantile Exchange.

Gulf Oyster Beds To Be Planted.

A joint meeting of the Mississippi State Oyster Commission and the Gulf coast packers met at Biloxi, Miss., last week, to consider matters of vital interest to the packers and the welfare of the Gulf coast oyster industry. It was decided advisable for the packers and the Commission to at once take steps toward improving the oyster situation by planting shells and transplanting oysters. It was the sense of the meeting that \$22,000 of the money recently appropriated by the Mississippi Legislature should be used in planting shells and creating new oyster reefs, and this was unanimously adopted. The money appropriated will furnish about 400,000 barrels of shells. It was advised that the Commission and representatives of the packers go over the proposed field and determine the best place for the planting before anything definite was done. The remaining \$10,000 of the appropriation will be used to transplant oysters to the new reef, and have the growth of oysters begin simultaneously with the planting of the shells. The 400,000 barrels of shells will be sufficient to plant 2,000 acres of oysters, and, with proper care and guarding, the Commission says this will be ready for harvesting within two years. The season now drawing to a close has been a good one, according to a member of the Commission, who admits that in some respects it was an agreeable surprise to all concerned, as the harvest of oysters has been far in excess of what was anticipated.

The Right Spirit.

This week a prominent clothing merchant in a good Kansas town came to Kansas City to buy a buggy. He wanted something better than is usually carried in stock by the retail dealers. Usually men of this character go to a jobbing house and introduce themselves as merchants and expect to buy at regular dealers' prices, but this man was different. He went to the jobber and said: "My name is so and so, I want to buy a buggy through Blank & Co., who handle your goods in my town." He selected a job that suited his fancy and said he would have Blank & Co. order it for him, taking the number of the job. He took occasion to say that he wouldn't buy a buggy except through his local dealer if he could get it for half price. That is the proper spirit and the kind of a spirit that builds up a town. This merchant knew that the jobber was saving a profit for the dealer, and expected it, for when he sells the dealer a suit of clothes he makes a profit on it.—Implement Trade Journal.



A Money Maker For You

Stop losing weight and profit on tub butter. Give your customers a package as neat as prints.

Get every pound out of a tub, without

loss or dribblets, and save ice, time and labor besides by using a

Kuttowait Butter Cutter and Refrigerator

Pays for itself in four months. Machine sold separately if desired. We sell cartons for putting up attractive packages, too. **Sell your brand of prints. Let us show you.**

Splendid opportunity for Specialty Agents everywhere. Fill out the coupon and get particulars.

**Kuttowait
Butter Cutter Co.**

68-70 N. Jefferson St.
Chicago, Ill.

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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.

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

10 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



Wonderful Development of the Poultry Industry.

The American hen did not commence to play an important commercial role until after the civil war. To be sure, about twenty years earlier, and also at that era, there were some hen cranks who kept Brahma-Pootras, Cochins and Leghorns introduced about that time, but throughout the length and breadth of the land the paltry mongrel held sway and yielded her occasional egg with paroxysms of noisy advertising. Those were the palmy days when the farmer, for the sake of custards, cakes and other rural dainties, tolerated hens as a necessary nuisance, and tried to feel compensated for the damage they did to his garden and other crops when a nest of eggs of dubious age was discovered under the barn or when a chicken appeared breast up on the table.

The consequences of such neglect were that eggs were looked upon as luxuries in winter because they were not expected, and therefore more or less of a novelty. During summer their abundance made them so cheap that frequently they could be sold or bartered only with difficulty even at the minimum price of 6c a dozen, or even less. Thus, as none were to be secured during the cold months, and as the price was so small in summer it is little wonder that the poultry industry has had difficulty in shaking off the burden of disrepute that even yet seems to cling to it in some sections.

Maintaining, as the farmer did, such a mental attitude toward poultry necessarily subjected the birds to systematized neglect, if such a phrase be permissible. They were relegated to the horse and cow stalls, the wagon shed, the rail fence or the trees for roosting places; to the mow or the manger for their nests; to the barnyard and the fields for their food. With the alternative of starvation or butchery, and treated with such neglect, what wonder that few eggs were laid and fewer chicks were able to struggle to maturity! And what wonder that that consensus of opinion declared poultry does not pay!

But all the while the thoughtful chicken fancier had been thinking, working and declaring his conviction with accompanying proof of its truth that poultry does pay. And as he gained a hearing, now and then, the more progressive and experimenting farmer would ponder and then follow in his wake, replacing mongrels with pure-bred birds and proving for himself, though generally at first in less

degree because less perfectly understood, the advantage of careful planning, good quarters, reasonable care, cleanliness and attention, as well as of breed over no breed. So steadily did this interest grow that, during the seventies, several poultry papers sprang into existence to foster the attention awakened; and this number has grown to more than eighty at the present time.

About twenty-five years ago some bold spirits made estimates of the egg and poultry production of the country only to be greeted, as are all pioneers, by a storm of jeers. But when the census published figures, themselves acknowledged to be merely approximate and very incomplete, it was found the estimates had been far too low. Between the years 1880 and 1900 the number of chickens recorded in the United States had risen from 102,272,000 to 233,598,000, an increase of nearly 130 per cent. or 131,326,000 birds in twenty years. No less striking is the increase in the number of eggs laid in the last ten years. In 1890 the report gives 819,723,000 dozens or an average per hen of 38 eggs; in 1900 this had increased 58 per cent. or to 1,293,919 dozens, an average per hen of 65 eggs. The money invested in farm poultry at that time represented \$85,795,000 or an average of \$16.83 per farm.

While these figures seem large they are nothing to what can be realized; a fact that will be apparent from comparing the average number of eggs laid per hen and the prices secured as shown by the census report and reports obtained from other sources. To quote again the census of 1900, the average number of eggs per hen for the whole United States was only 65. The five highest averages were for the states of Maine, 101; Massachusetts and New Hampshire each, 96; Vermont, 92; and Connecticut, 88. The average in thirty-three of the states were lower than 72; in ten they were below 60. The five lowest were Mississippi, 42; Indian Territory, 41; Georgia and South Carolina, 40; and Louisiana, 39. As for prices, only seven states reached 18c or more a dozen, whereas, twenty-six were below 12c. The lowest five were Alabama, 9.7c; Oklahoma, 9.4c; Arkansas, 9.1c; Indian Territory, 9c; and Texas 8c.

Now, it is frankly admitted that in many of these low average states the highest average prices of the others may not be reached, but it is declared that in the neighborhood of large towns, and especially in the east, the average can be greatly raised since the market for new-laid eggs has never been better. Where a guarantee goes with the goods, prices often range between 30 and 40c a dozen in the open market, and where a

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

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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.

Order

Cuban
Pineapples
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Fruits of

Sell

Butter
Eggs
Produce to

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones

3 N. Ionia St.

SEEDS

We carry full line. All orders filled promptly the day received.

Clover, Timothy, Millets, Seed Corn

ALFRED J. BROWN SEED CO., GRAND RAPIDS, MICH.
OTTAWA AND LOUIS STREETS

SEED CORN, FIELD PEAS MILLET AND HUNGARIAN GRASS SEED, CLOVER SEED MOSELEY BROS.

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MILLERS AND SHIPPERS OF

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WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples
GRAND RAPIDS, MICH.

Fine Feed Corn Meal
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Sugar Beet Feed

GLUTEN MEAL

COTTON SEED MEAL

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LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

private trade can be secured 50c, or even more, is not uncommon.

But what can be easily obtained in districts even remote from large consuming centers is an increase in the number of eggs laid per hen. If Maine can average 101 eggs, why not Louisiana and the other states? It has been repeatedly demonstrated, as noted below, that by common sense, care in selection, feeding and management, hens can be bred to lay from 150 to more than 200 eggs a year. Further, by judicious calculation as to the time of hatching, these birds may be brought into laying when eggs command highest prices, namely, during late fall, early and mid-winter. If the figures given above be taken as a basis, and if each hen in 1900 had laid only one more egg than she did, there would have been 233,598,000 more eggs laid in that year than there were. These, at only 12c a dozen, would have meant \$2,335,980 more to the farmers. And if the average had been raised to 100 eggs per hen, an easily attainable possibility as revealed by the Maine average quoted, the farmers would have had nearly \$82,000,000 more than they did have.

Every farmer acknowledges the importance and advantage of keeping well bred cattle, sheep and swine, but many seem to ignore the fact that these advantages apply not merely with equal but with greater stress to pure-bred poultry. No branch of the stock department pays better, or even as well, dollar for dollar invested. Mongrel poultry, if cared for, as even they ought to be, require as much time and labor as improved breeds, but invariably the returns from them as market fowls or from their eggs are less than from pure breeds; and this quite apart from the sale of eggs for hatching purposes or of birds, for breeding. To be sure, they cost less individually to buy as live birds than do well bred fowls; but upon this basis does a progressive farmer prefer a scrub bull or a runt boar to a pure blooded animal?

Of course, the outlay for stock of any breed looks large at the beginning, but the greater cost is more than compensated by the value of the individual animal both in itself and as a progenitor, as well as for its superior ability to produce. And this is particularly emphasized in the utility or egg-laying strains of fowls which have come into prominence during the last decade. By the use of trap nests and by adequate management the daily egg record of each hen in the flock is kept. Then only those hens that have laid more than a certain number of eggs are retained for breeding purposes. The result is that the egg-producing power or habit is confidently looked for in the progeny. By this method whole flocks of hens have been made to produce averages of 150 eggs each, to the no small increase of revenue. It is only necessary to take a little thought to determine the advantage of keeping such stock. And then only a little action in the right direction is needed to realize the result—an improved balance sheet.

As an indication of the recognition of the importance placed upon well

bred poultry it is only necessary to glance through the advertising columns of the poultry press and the leading general agricultural papers during the busy egg selling season. Whereas, fifty years ago an advertisement of pure bred poultry was not unknown, it was one of the occasional incidents; at least in comparison with the page after page now devoted to this department. It has even been stated that the trade in eggs for hatching purposes alone is now fully as large as the total volume of the egg business in all departments at that time. Another indication of the interest in poultry is the large number of breeds and varieties of fowls kept; more than 100 are listed. Then there is the multiplication of poultry clubs and societies; every state, and in many states almost every county has its poultry club. Numerous specialty clubs are devoted to a single breed and even only one variety of a breed. Hundreds of poultry shows are held each year, whereas twenty-five years ago they were almost, if not quite, unknown. Every one of these points to the fact that well bred poultry is profitable; if for the man who on a city or village lot has to pay high prices for his feed, why not even more profitable for the farmer, whose birds may have the best at much lower cost?

Next in importance to the keeping of pure bred and laying strains of hens come the improved methods of hatching and rearing. Strange as it may seem, the incubator, as we now know it, has been a practical machine in the hands of the average man only about twenty years. During the eighties the number of incubator manufacturers could be counted on the hands; at the present time about 100 firms put out machines, and several of them sell upwards of 25,000 a year. Such increases both in number of firms and output of machines are the strongest possible indications of the practicability of artificial incubation and the permanence and profitability of poultry raising. So that, should a farmer conclude that his more profitable course would be to rear chicks for market rather than for egg laying, he can readily acquire proficiency and a resultant larger income.

The business of raising chicks is highly profitable—as a rule far more profitable, pound for pound, than pork, lamb or beef, for chicks of good breeds, such as Wyandottes, Rhode Island Reds and Plymouth Rocks, can be made to grow at the rate of a pound a month until four or five months old. When they are dressed for market the prices they command, pound for pound, even in the local market, are far higher than those secured for any of the four-footed domestic animals, and as the cost of production is usually less, the margin of profit is still wider.

Progressive farmers are devoting more and more attention each year to pure-bred poultry raising for commercial purposes; each year the ranks of the mongrel are becoming thinner; and each year the soundness of the principle "whatsoever a man soweth that shall he also reap" is proved.

For wherever a farmer keeps mongrels, which he merely tolerates as a necessary nuisance, poultry is an unprofitable venture; but where he thinks clearly, decides surely, acts promptly, keeps well-bred fowls for a definite purpose and gives them adequate attention, he is proving that poultry is one of the most important and profitable adjuncts of the farm.

Herbert Myrick.

Johnnie's Gunning.

Ecstatic Papa—Here, Johnnie, come and kiss your new sister.

Johnnie (four years old)—Nen, paw, will you buy me a gun?

Ecstatic Papa—A gun? What for? Johnnie—Well, I bet I'll shoot th' nex' stork I see flyin' round this house!

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

H. ELMER NOSELEY & CO.
504, 506, 508 Wm. Alden Smith Bldg.
GRANDRAPIDS, MICH.



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.

Saves Oil, Time, Labor, Money
By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

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

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 every one honorably and expect the same in return. No kicks—life is too short.

W. C. Rea

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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

PAPER BOXES

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

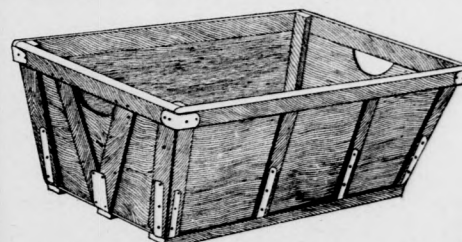
WE MANUFACTURE boxes of this description, both solid and folding, and will be pleased to offer suggestions and figure with you on your requirements.

Prices Reasonable.

Prompt Service.

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

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.



Trade on Little Men's Wear Surpasses Former Records.

Although there are concerns who attribute the wonderfully large business done to individual effort, such as advertising, merchandise, prestige, etc., the real fact of the matter is that good business was in the air and everybody got a bounteous share of it. March weather held up business for the month, put retailers back just that much, and then all the pent-up desire of the people to buy clothes was seemingly let loose in Easter week, and the outpouring of eager buyers was so overwhelmingly great in the large cities that in some of the large, as well as the small stores, the extra large selling forces were taxed beyond human endurance. Many reports were received of trade being turned away unattended to. Busheling departments, too, were buried under a flood of work to an extent that made it compulsory for many stores, as early in the week as Wednesday, to instruct their salesmen not to promise alterations until after the holidays. Even in the large cities, where clothing is manufactured, and where workshops and salesrooms were drawn upon for "extra" hands, the stores so reinforced had more customers and more work than they could turn out and attend to.

Since the holidays there has been an easing up of the strained conditions under which incomplete retail stocks and overworked shops have been laboring. Reference to back numbers of this magazine will show that from the very inception of the manufacturers' season there has been recorded a scarcity of gray worsteds and blue serges. The mills have from the start been late with their deliveries of piece goods. And so hungry were the manufacturers for cloths that as soon as pieces were received they were cut up and rushed into the factories. Overtime had to be resorted to in order to deliver a goodly portion of the orders. Then came the adverse weather conditions of March, and those bad days had a depressing effect upon retailers, especially those who had anticipated a big month in expectation that March winds would be tempered according to February mildness. Cancellations followed the temporary feeling of depression, which was lifted by the higher temperature coming with the beginning of April, causing a flood of retail requests to manufacturers to hurry along the goods previously canceled. Everybody wanted merchandise at once, and wanted it quick. Atop of these hurry requests came duplicate orders from those merchants who had already done good business, as well as from those who had bought late and light. To aggravate these conditions the Jewish holidays came late this year and were immediately followed by Ash Wednesday, Good Friday and Easter,

causing a cessation of work in the tailoring shops while the Jewish and Italian operatives kept observance of the holy days. Progress in manufacturing was also seriously interrupted at the height of the busy season by the strike of the pants workers. All these conditions explain why retailers have complained of insufficient and tardy delivery of orders.

Since the operatives have returned to work and the busy retail period has passed, the finished work is coming in from the factories, and the market is better supplied in both the retail and wholesale branches, though because of the big run upon such novelties as herringbones, fancy broken and reversed twills, etc., in grays, and the inability of the mills to keep up with demand on deliveries, there still exists a scarcity of the most desirable and best selling fabrics.

There is plenty of little fellows' suits in the low grades to be had from stock.

Reefers in good grades are scarce. It has been a big reefer and topcoat season for the youngsters. As the season now is short, duplicating is light, retailers having decided to make their present meager stocks tide them over until May.

Single and double breasted Norfolk suits for boys are not readily procurable from stock in medium and fine grades of gray worsteds and blue and gray serges.

Double-breasted jacket suits with "knickers" are immensely popular with the trade. They are wanted with belts.

Shepherd checks in juvenile sizes have run big and are scarce, though good all-season sellers.

Russians are running ahead of the sailors in the fine retail demand.

Eton styles are at a discount. Eton wash suits are selling at retail and wholesale at a loss.

Shaped garments are in order for fall, including the single-breasted jacket with bloomers for boys in school sizes.—Apparel Gazette.

Imbued Boarders.

Teacher—Have you looked up the meaning of the word imbibes, Fanny?

Fanny—Yes, ma'am.

"Well, what does it mean?"

"To take in."

"Yes; now give me a sentence using the word."

"My aunt imbibes boarders!"

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 coming here have expenses allowed or will gladly send representative.

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.

Hermanwile GUARANTEED CLOTHING

does not require much argument; its fame as the most stylish, best fitting, reliable line of clothing for the money—\$7 to \$15—covers the entire country. Its GUARANTEE CERTIFICATE insures the quality—its STYLE and FIT tell their own story.

"The Best Medium price Clothing in the United States"

Our salesmen are out, but they cannot reach every merchant—we would be pleased to send you, on request, sample garments and swatches at our expense, to show you just how good "The Best Medium price Clothing in the United States" really is.

HERMAN WILE & Co.

BUFFALO, N. Y.

New York Chicago Minneapolis
817-819 Broadway Palmer House 512 Boston Block

SPIRIT OF SALESPeOPLE.

A Store's Greatest Influence on the Public.

To procure publicity that pays, at the least outlay in cash—that's the science of successful selling.

You may buy to best advantage, you may deal only in merchandise of known worthiness, you may advertise widely and broadly by use of printing ink—and yet your watchfulness of the market, your business integrity and your liberal expenditure for printing, all combined, will not bring proper returns if not backed up by that splendid force—loyalty on the part of your help.

The best advertised business I ever knew of was in a little town of not more than 5,000 inhabitants. It was a "general store" whose stock, one year recently, inventoried \$55,000. That year its business amounted to \$270,000. This store grew to that magnitude in a few years, although there were several other fairly good stores in the town when the business was begun.

The newspaper advertising of this concern was above the average—considerably. And there were good business-bringing circulars used. Some attractive posters, too, sometimes. But it was the advertising that the store-people did that won such splendid and immediate success. There never were fifteen more loyal employees. Each one felt a personal interest in the business—worked and talked as if they were part owners.

The proprietors of this little country store were of the stuff that John Wanamakers, Robert C. Ogdens and Marshall Fields were made of. They would doubtless have achieved like success in larger fields. They sought the best salepeople they could find, and they made them feel that advancement was dependent wholly upon their efforts. They lost no opportunity to command honest effort on the part of their employees, and to give recognition in more substantial manner. Ignorance, indifference and impertinence were not tolerated. They acted an intelligent performance of duty, keen interest in the store's affairs and a polite and attentive service of all the store's visitors.

Now this influence was soon felt upon a public that had known the other kind of stores—the kind that gave only what they felt obliged to give. The comment everywhere about the community on these advanced methods was, in substance: "It's a positive pleasure to deal at Blank's. Everyone is so polite and so willing and so helpful!"

You can't beat that kind of a store. No matter what the newspaper advertisements and other publicity may be advertising by the store's own people is the very best. The brightest advertisement-writer that ever lived can not do a fractional part of the good that may be accomplished by a staff of employees who work always as if their hearts were in their work.

You can not beat that kind of advertising. Pages and pages of argument will do but little if they are not backed up by satisfactory store service. And I know stores that do use

pages and half pages, and circulars and booklets, and posters and cards, and every other known device for attracting trade, and who yet almost ignore that most vital feature—polite attention on the part of their salespeople. I know big stores whose advertising bills run close to a quarter of a million, but whose store discipline is so lax that but few of the employees know each day what is advertised in the newspaper announcement.

The proposition is so plain, so simple, that it is really incomprehensible to the man on the outside that it receives no more earnest thought. It would seem that intelligent self-interest on the part of many store owners would prompt a radical change in their methods in the matter of service. And it would seem, too, that policy, if not ethics, would spur store workers to more faithful performance of their manifest duty to their employers.

Another feature about this country store that impressed me was the careful regard shown for space. They made the most of things, but there was no crowding of merchandise. Goods were neatly arranged so as to show to good advantage. The shelving and ledges were free from dust, so were the boxes of goods upon them. In fact, store space was as important a factor as newspaper space—watched just as closely.

After all, there is more than one kind of profitable publicity, isn't there? And generally well-treated employees are as good advertising as any I know.

How do you stand with your clerks? Are they your friends, or simply young fellows who are working at \$1—a week for you and who simply don't care a continental for you or your business except for the money you pay them? If they feel that way, then you had better try to find out the reason, and very quickly, too. A customer with half an eye can detect any friction between a proprietor and his clerks. There is an indefinable air of "what's the use" hanging over the whole establishment.

Customers, you know, are sometimes critics, sometimes gossips. When they are both you need to be on your guard. When everything is neat and orderly, clerks courteous and attentive, they have little room to talk, and if they do talk they must speak well of your store; but if, on the contrary, they notice that all your clerks move around in a listless sort of way, with hardly enough ambition to reach a carton on the top shelf, then you may be sure they will tell all their friends how indifferent your clerks are, and naturally people will wonder.

Cultivate a cheerful disposition. Show your clerks that you are a human being. You don't have to be their confessor, but you can take enough interest in what they do after hours to show them that you are still young in feeling if not in years. And all this will have the desired effect upon your salesmen.

Cheerfulness and good-will respond to each other.—Cleveland Trade Bulletin.

Sounds Made by Fishes.

The conversation of fishes is carried on by sound production. It is an entirely erroneous idea to think of fishes as unable to make sounds. Voluntary sounds are produced by an effort of the will on the part of the fish. Putting aside all unnatural sounds, which are exemplified in the herring when caught in the nets, the piscatory students have found evidence that fish can produce sound by means of special vocal powers. Some part of the bony skeleton is movable and it is made to rub or grind against some fixed part of the hard skeleton. The bones have rough surfaces and by their rubbing set up a sound. The stickleback, which has been the subject of the earlier experiments, is a good illustration. In other fish a murmuring sound is produced by the pressure of the air upon the valves of the air bladder. In still other fish there are two little flexible spines, attached to which is a muscle that by contracting causes the spines to tap rapidly against the air bladder. This produces a sound like the roll of a drum. The sounds produced by the air bladder are extremely varied, both in quality and loudness, but are not musical.

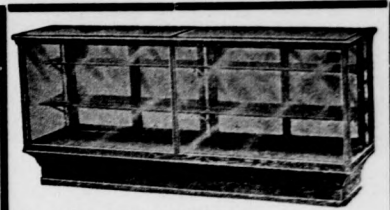
Just a Family Jar.

He (angrily)—So there was a man after you when you married me, was there?

She—Yes; there was.

"Poor fool! I wish to heavens you had married him."

"I did."



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.

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.

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.



DO IT NOW

Investigate the

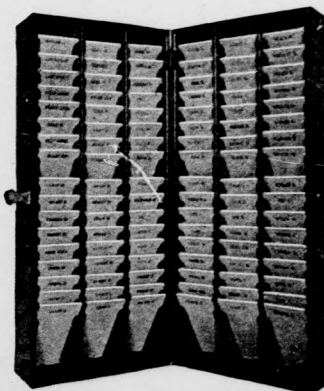
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A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



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

OLD INDIAN DAYS.

How Head Red Man Discovered Sugar Thief.

Written for the Tradesman.

In the old Indian days of Western Michigan many stirring as well as amusing incidents took place, some of which would at the present time read like romance.

John Walters was one of the first settlers on the Muskegon River. He came from the pine woods of Maine to seek his fortune in the wilds of the Territory of Michigan. He erected a mill some distance up the stream from its mouth, employed a crew of men, mostly foreigners, and began slashing down the white pine, manufacturing it into lumber for the Chicago market.

Lumber was cheap in those days and Walters did not prosper as did others at a later day; nevertheless, he persisted in his work and in the end laid by a sufficiency of the world's goods to satisfy his wants.

It was the custom of the Indians to visit Glare Creek, Walter's settlement, every spring, camping on the river flat, where they remained until they had made up a goodly batch of maple sugar from the tracts of hardwood a few miles back from the stream.

Walters and the Red Men were on the most friendly of terms, he never thinking of charging them a cent for thus squatting on his lands every year.

One day late in spring a big Red Skin came to the loggers' house and told Mrs. Walters that somebody had

stolen a large bark of stirred maple sugar and that they suspected some of the Walters crew of being guilty of the theft.

Mrs. Walters said she would speak to her husband about it on his return from Muskegon, whither he had gone on the previous day for a load of provisions for the boarding house.

"It's likely enough," said Walters when he heard the news, "it's a logger's trick. I don't approve of it, however, and shall start an investigation."

The next night the whole crew was assembled in the long dining room and confronted with a delegation from the Indian camp. The men denied the theft to a man and a search of the sleeping quarters which Walters instituted revealed nothing of an incriminating nature.

"It's pure Injun cussedness," said Jake Everton, the keeper of the boarding house, "I don't believe the devils have lost any sugar."

A month later old Boshaw, the head Indian at camp, came to Walters with a queer look on his tanned face. He had been down to Grand Haven, he said, to consult a big Indian Medicine Man, the great prophet of the tribe.

"And what did you make out, Boshaw?" questioned the logger with an amused laugh at the superstitious old Red Man.

"Me found man who stole sugar."

"You did! Well, who is he?"

"He here, as me suspect," and the speaker pointed toward the boarding house across the road. "Big Medicine Man tell me short man with

green eye, raven wing under nose and scar 'cross left cheek took sugar." (This was a very accurate description of Jake Everton, the keeper of the boarding house.)

"Oh, that's all right," said Walters, much amused, yet willing to humor the old Indian. "Come over and we'll search the house to satisfy you that my man is innocent and that your prophet is a fraud."

A thorough search of the premises resulted in finding nothing.

"Now you see how foolish it is to take stock in prophets, Boshaw," said Walters with a laugh.

The old Indian shook his head thoughtfully.

"Long time gone since lost sugar—he use um up mebbe."

Several weeks passed and the Indian camp was a thing of the past, also. A few of the men of the tribe lingered in the vicinity, however, and one June day Walters was surprised to receive a second call from old Boshaw, who insisted on once more searching the house of Jake Everton.

"What nonsense!" said the annoyed lumberman. "I can't have this thing going on forever. Let us have peace. I'll pay you for your blamed old sugar if you say so."

"Me know sugar in house," declared Boshaw. "Let Injun look once more—den he go and not bother ag'in."

Somewhat out of patience, yet not wishing to gain the enmity of the Red Men, Walters again accompanied them to the house. Everton was white with wrath this time and threatened to pitch old Boshaw out

of the house neck and heels. Walters quieted his man, however, and the search was begun. It did not last long. Old Boshaw pushed open a bedroom door and pointed to a blue chest near the open window.

"Open," he commanded with a grunt.

Walters turned to his man Everton and asked for the key; but the man angrily refused to gratify the Indian's curiosity further.

"You had better open the chest," said Walters sternly, himself losing patience. Everton flung the key on the floor and walked out. Old Boshaw at once opened the chest, delved beneath some white underwear and after a minute drew out a "b'iled shirt" tied up at either end, thus making a bag. This was plump as a partridge and from a small slit in the side grains of sugar were dripping.

The Red Man had no trouble in proving that the sweet stuff was the stolen sugar.

When Walters questioned Boshaw as to how he was so sure of finding the goods the Indian pointed to the open window. A honey bee buzzed in and lighted on a crumb of sugar that rested on the lid of the chest.

"So it was the bees that detected the thief!" exclaimed Walters.

"Yes, me watch um—see um come out winder," grunted Boshaw.

Everton and wife were glad enough to escape by throwing up their job and quitting the woods. Walters soon after engaged another man and his wife to fill the place of the sugar thief.

J. M. Merrill.

You Don't Need Money to Get Any of These Articles

You Can Get Them for Nothing if You Sell Enough Ariosa Coffee

We have decided that Retail Grocers need money more than the magazines do, and we have put aside a large sum of money to buy articles that have a **real** value, to give to grocers as a reward for pushing Ariosa Coffee. Three premiums are shown here, each machine well known. Our catalogue shows an assortment of hundreds of different things, all made by the best manufacturers, selected with the object of enabling grocers to get anything they may need without paying for it. Handsomely illustrated 32-page catalogue mailed upon receipt of 3c postage. * * * * *



It is in the grocer's power to help the sale of any food product of recognized merit, and it is our belief that he will be inclined to push **ARIOSA COFFEE** when he notes that we are practically taking him into partnership by dividing our profits with him. * * * * *

ARBUCKLE BROTHERS, NEW YORK CITY

How He Found His Private Secretary.

Primarily, I had to have a private secretary. That is what gave the present incumbent of the position his opportunity. There must be opportunity to begin with. It is pleasant to coin and use such phrases as "making your own opportunity." They look good in the books. In real business life the employee who is able to make his opportunity comes about once in 999 times. The business makes the worker's opportunity; the latter is able to take advantage of it if he is the Man.

Deciding that I needed a private secretary was next step to looking around the office for the most likely man for the position. It is good business to get your private secretary from your own office force. Nothing inspires loyalty like "taking care" of a man in your employ; nothing is so desirable in a private secretary as loyalty. In addition to this, the man who has worked among the lower ranks of the office knows the "ins and outs" of the place from the most intimate standpoint. He knows many of the men personally, something not always possible for an officer of the firm. He also knows the general attitude of all the employees toward the firm, a thing hard for the governing forces to properly estimate and which is valuable to an employer.

In looking for a man to fill a position like that of private secretary, the idea is to find The Man. You can't expect to find a full fledged private secretary working among your clerks. You couldn't even find one among the heads of your departments. A private secretary must be many things; it is hard to find one; you have to make him. So my problem was to find the man naturally best fitted to be made into a secretary—the man for the place.

We have a lot of bright young men in our offices. We pay good wages, starting the new clerk in at \$14 a week and advancing him as rapidly as he deserves. What is still more attractive, the opportunities for advancement are many and tempting. This brings to our pay roll the class of young men starting a business career—college graduates for the most part—so there should be no dearth of private secretary material here. Neither was there. I sent notices to the heads of all departments, telling them I wished to pick a private secretary from the office and requesting them to name the likeliest men in their departments.

A dozen men were picked out in this manner. There was no doubt that they were the pick of the office, so far as concerned appearance and general desirability. They were of all manner of occupation, from head bookkeepers to junior clerks, for I wanted the best man in the office, regardless of whether he would have to learn stenography after being given his new post.

But while these fellows were all fine young men on the surface, not one of them was qualified in my estimation to be my private secretary. The trouble with eight of them was

that they had the big head. They could not see that the efficiency of a private secretary depends entirely upon his acceptance of his employer's point of view—subserviency, if you will. A man can't have his private secretary working at cross purposes with himself. He can't have a private secretary whose opinions are so firmly rooted that he can't shake them and substitute the opinions of his boss. In a superintendent or manager this is desirable; in a private secretary it is not. And eight of the twelve picked out for my inspection had this quality in a quantity that hurt them.

The remaining four were disqualified for various reasons. One drank just a little too much, although as yet it had not begun to interfere with his ability as a worker. Two I eliminated from the race because they had little or no idea of what is required of the man in an executive position in the way of work and responsibility, and the last man dropped out after he had made a good run on account of his disposition to carry on affairs with two or three women at one and the same time. This was a bad sign, even from a business standpoint. He could not be trusted.

There was a young fellow in the supply room whom I had noticed some months before. His position was a small one, he merely kept track of the stationery and office supplies. In this position it was necessary for him to get down thirty minutes before the rest of the office. He had done this for three years and had not been late once. He had a multitude of petty, insignificant details to look after, and in these three years that he had held the position he had not failed once to keep them straight. He was efficient in his position; it is impossible to say more.

I first noticed him because of his quiet, strong face. It wasn't exactly an attractive face, it was too strong for that. He was slow in any change of expression. It was impossible to distrust him after having seen him smile once. Of course, it isn't good business to go by appearances. A man wouldn't last long if he did. But this young man lived up to his looks, and he is now my private secretary.

I had him looked up, just as I had the other eligibles for the position. I found that he was exemplary in his habits, economical. He had to be, he had a mother and a sister dependent upon him. He did not waste the hours after business, as most young men do. He didn't burn the midnight oil, after the manner of the heroes of fairy tales, but he did put in a whole lot of time in good, solid reading. And I would rather have a man who reads than one who knows my business.

I went to the head of the stationery department and asked him why he had not put this young fellow down as a possible private secretary.

"Who, Jameson?" he said. "Why, you couldn't get him to leave his beloved position. He's had chances before and has turned them down. He's actually in love with his present job."

And the last sentence gave that young man the chance to be what he is to-day—my right hand man. There aren't many men on salary in love with their work. When you find one who is, nail him and give him a chance to fall in love with something better. For he is a gem, not quite among swine, but a gem among dull, lusterless stones of small value.

Joseph R. Bell.

A woman remembers her wedding day almost as fondly as a man recalls the day he wore his first pair of long trousers.

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The Trade can Trust any promise made
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HAND SAPOLIO

It is boldly advertised, and
will both 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.

PACKAGE HANDLE.

Inventor Relates His Experience in Exploiting It.

Having spent two years and \$10,000 on a machine for turning out a grocer's package handle selling for 1-5 of 1 cent, perhaps I can pose as a practical authority on some phases of the automatic machine in both its design and its products.

As a first proposition, based upon my own experiences and those of others of my acquaintance, I may say that in the production of any machine of the kind, the inventor may count upon its costing four times the money that he anticipated and perhaps quite as much more time. Making all allowances for the likelihood of the inventor's being headstrong and wrapped up in his ideas, if there is a tradesman in any line who is more deliberately trying to the nerves of the nervous type than the average machinist, I'd like to hear of him in order to avoid contact with him.

This average machinist is an iconoclast in everything. He discounts every idea of the inventor, and if it is proved to him that he is wrong he may go sullenly to work to turn out mechanisms that will force his opinions upon the inventor. The result of these experiences with the machinist was that, having a working knowledge of the business, invested in two wood bottom chairs, a sufficient set of tools, a bench, a lathe, and with power supplied me in my workroom, I sat down to turn out the machine that would do the thing I wanted it to do.

Well, I wore those wood bottom chairs so deeply into the splintered stage that they were no longer safe to sit in. I lost hair and nervous energy and sweetness of disposition almost beyond repair. But after two full years, made up of twelve to eighteen hour days, seven to the week, I produced two machines which would do the work I anticipated of one. I wasn't satisfied, though the two had made a handle as I wanted it, and gradually I have combined the two machines into one. I haven't figured the time and cost of the combining, either. I have dated my success with the venture from the production of the first handle, selling for one-fifth of 1 cent.

There were handles of the kind on the market when I designed the machine. But they sold for \$3.50 a thousand, and it required five persons to produce 5,000 of them in a working day. I went to work with the idea of making a machine which in one automatic motion would make the finished handle.

I had a working knowledge of motions and their combinations as adapted to economic machinery. But for a machine that would take a stick of wood and the end of a roll of wire into it, turning out a round handle, wired for ready attachment to a bundle, and printed with the name and address of the dealer who might sell the goods—the task was not easy. I had thought to put it together in two months at a cost of \$500, too!

To-day my machines are making

19,000 handles in ten hours, with only a live boy to attend them. The handle making machine, proper, however, is the machine which takes up the sawed, rounded, printed piece of wood, boring it for the wire with one movement and with another movement threading the wire through, cutting it, bending the ends down with one stroke of a plunger, and turning the ends up with the plunger's return to place. The finished handles are received in a carrier, from which they are deposited one at a time in the receiving bag.

Everywhere the principle of gravity is used. The starting point is a basswood board, three-quarters of an inch thick. A sawing machine, with saws in pairs, squares the strips, which are fed into a doweling machine rounding the sticks with the one movement. In this form the long, turned pieces of wood are assembled in a box above a grooved drum, which, as it revolves, takes a stick in each cavity and lowers them automatically against sets of saws which cut the wood smoothly to handle lengths.

These handle lengths are collected in another reservoir, where by gravitation they pass singly to the printing machine. One at a time the sticks are taken hold of and rolled over the printing die, leaving the design and lettering printed plainly on the white wood itself. With a half bushel or more of these printed sticks assembled they are elevated again to a feeding box, from which they drop one by one into the boring and wiring machine.

The hole is bored first, much larger than is the wire. A hollow needle receives the wire end from the roll and when the bored handle is in place the needle is driven through and returns just in time for the dropping plunger to cut the wire section and carry both ends of the wire downward at right angles to the handle itself. As the plunger returns the upward bends in the wire are made and rounded, after which the carrier moves with the handle to the edge of the bag and dumps it, ready for shipment when the bag is full and well shaken down.

Not until this is accomplished is the business of the work approached, either. While I once thought that the whole problem was in the automatic machine which would do the work, it leaves a good deal undone.

For example, when I started my machines going five years ago, I could buy basswood at \$16 a thousand feet and the coppered wire at \$54 a ton. This was the condition which made my price \$2 a thousand for handles. Now basswood is \$24 a thousand, and after a season of enormous advances under the wire trust regime wire has not come lower than \$60 a ton.

As indicating what trust methods may do with the individual in his individual business, my experience is eloquent. Basswood had gone up on me just 33 per cent. when under trust prices my wire supplies went from \$54 to \$117 a ton. But I was

getting only the \$2 a thousand for handles. I wrote to some of my eastern customers, explaining that I could not turn out handles at this figure, and explaining the cause. But the customers would not pay any more. I could not afford to run my machines at a big loss, even for a time, so that the trust methods cost me my eastern trade, which I never have regained.

Perhaps oddly in the opinion of most people, my machines for making these handles are not patented. My reasons for it are good enough. The machines I have are working well and turning out about 19,000 handles a day. But I can make a machine that will turn out from 40,000 to 50,000 handles in the same time. When I have such a machine, built out of my experience, I may have it patented in every detail.

The trouble with inventors is that the moment a machine is accomplishing the work it was designed for—or even before it has progressed that far—the inventor rushes to the patent office with his crude working model. Ordinarily the capable machinist can take the drawings of such a machine, sit down to them for a few days, and make a machine so much better than the other and so far removed from its design as to make the new machine patentable and capable of displacing the original in every principal feature.

E. B. Benbow.

The most convincing sermon is a noble life.

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 the demand?

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

A "Square Deal" In Life Insurance Protection at Actual Cost The Bankers Life Association Of Des Moines, Iowa

certainly has made a wonderful record. In 26 years of actual experience it has taken care of its contracts promptly at a cost to the members that seems remarkable. Highest cost age 30 per year per \$1,000, \$7.50; age 40, \$10; age 50, \$12.50. For full information phone or write

E. W. NOTHSTINE, 103 Monroe St.
GRAND RAPIDS, MICHIGAN

Facts in a Nutshell

BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically PERFECT

127 Jefferson Avenue
Detroit, Mich.

Main Plant,
Toledo, Ohio

The Poorest-Paid Workers.

Go into the kitchen of almost any down-town restaurant and you will find them—the poorest paid workingmen in the city. It is not that restaurants make a specialty of employing cheap people. It is that cheap people—especially cheap men—make a specialty of coming to restaurants when they want employment.

A search for the poorest paid workers in the city leads one inevitably to the men who work as porters, dishwashers and kitchen hands in the city restaurants. They are paid sometimes as high as \$7 a week. This is the exception. They are paid as low as \$3. The average runs somewhere in the vicinity of \$5. And the men stick at their poorly remunerated employment month after month, year after year, seldom changing, content to take the smallest wage paid any city worker and to be at the foot of the great industrial ladder.

It is no easy matter to find the poorest paid workingmen in any big city. There is a clean, worthy sort of pride fixed firmly in the heart of the average workman which makes loyalty to his craft a watchword of his life. As the soldier swears by his regiment or branch of service, so the workman—even down to the laborer earning \$1.50 shoveling sand—grows profane and threatening the minute it is hinted that possibly his method of making a living is poorer than any other.

No matter what a man's state of misfortune in the world; no matter how he may complain to his associates that his job is the worst ever invented, and how he is underpaid, overworked, etc.—the moment an outsider hints at such conditions the chances for riot and bloodshed are imminent.

"Well, this kind of work may be bad," says the grumbling workman, "but I guess there are others considerably worse. And I guess that nobody need come around saying that this is the worst, either." This is the reception the inquisitor meets all along the line. No matter where he may search for the poorest paid he will always be met with rebuffs and told to go elsewhere.

"But aren't you really poorer paid than any other class of workingmen in the city?" the searcher for information will then ask. "Isn't it true that you get less money for a full day's work than other full grown workingmen?" And the answer is: "Not on your life! D'you think we would stick at this if we couldn't make more than by going into any other line?"

It is a reasonable sort of answer. You can not honestly expect a man to say that he is the poorest specimen of workingman to be found in a great city. He would not be entitled to be called a man if he did. So it is necessary to get the information elsewhere than among the ranks of the workers themselves. Settlement workers know something about it. Norton Wachler says that there are lots of men supporting families on \$7 or \$8 a week. But when these men are looked up it is found they are ordinary laborers, earning their \$1.50 per diem when they work, and

the only reason they fail to earn \$9 per is to be found in the fact that they have a penchant for taking a day off about once a week.

This eliminates them from competition for the distinction of being the poorest-paid workers. Laborers earning \$1.50 a day are not to be considered in the same class with the men mentioned at the beginning of this article. They are bloomin' aristocrats compared with their brothers who are content with receiving an average of \$5.

It is only in the employment agencies—especially in the free employment agencies—that one may get a line on the workers of the smallest pay.

"What are the cheapest jobs you have on your list?"

"Why, restaurant jobs, of course."

The formula is simple and apt to be repeated at every agency one may take the time to investigate. Always the men who get the smallest pay are the restaurant menials.

The Essence of Real Business Success.

True scholarship, as every educator tells us, must rest on a foundation of faithful accomplishment as a student. Every one who trains youth, to whatever worthy end, in some way uses the simile involved in the erection of a building, and the value of foundation to superstructure has met us in every discourse on character from our youth up. Perhaps it is the fact of that very triteness that has bred a certain disregard of the fundamental need of something besides the public school to fit a boy for business life.

In the large cities we are constantly inducting boys into business paths fresh from the best public schools, with a good record as pupils, with plenty of energy and ambition and with an adaptability which is gratifying. These boys grasp the ropes and, to all appearances, are advancing steadily up the ladder to preferment, when suddenly, to the dismay of employer and parent alike, they fall, go down and out, with a stain on their characters that only dishonesty can make and that will handicap them in their future career.

Another, but the same sort of boy, more fortunate in his early surroundings and less exposed to temptations, may go from promotion to promotion until he dominates a business or line of work and his success and position may even eclipse his personality. Then, at the head of great corporate and perhaps syndicate interests, there come rumors of gambling, disgraceful social relations or some other fall from the standards of self-respecting and honorable business life and the noblesse oblige of great financial administration.

All the same, sooner or later, the hole in the man's character has been found and the collapse of a career or a reputation ensues. Where lies the fault? The home training, the boyhood schooling and the youthful associations and ideals were defective. True manliness must be evolved earlier in the history of our business-bound youth. The standards of honor, too low and neglected in the hus-

tle and rush of American life, must be learned, accepted and made an integral part of the youth's make-up before he reaches the exchange, the counting room or the bank. It is the training and the breeding that cultivate honor and trust, as between boy and boy, respect and deference as between youth and age, and a keen sense of responsibility all through life that must be depended on to give us really great business leaders in the coming generation.

Signs of Long Life.

The woman who desires long life must have eyes round and wide rather than long and narrow. If they are brown or hazel, life will be longer than if they are black or violet.

The brow must be ample and slope back slightly from an absolute perpendicular. The head must be wide behind and over the ears.

The brow must be wide and full and well set, and the chin square and firm.

The nose must be wide and full through its whole length, and have open, easy, dilating nostrils. This indicates a good heart and good lungs.

If the orifice of the ear is low, indicating a deeply seated brain, there is a better chance of long life.

The woman who appears taller in proportion when sitting down than when standing has a good chance to live long. If the body is long in proportion to the limbs the heart, lungs and digestive organs are large.

New Cheese

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER

Farmington, Mich.

Pure Feed

Our Corn and Oat Feed, Meal, Cracked Corn, etc., are made from the best corn and oats. Send in your orders for grain, feed and flour. Our "Wizard," "The flour of flavor," is made on honor from the best pure Michigan wheat.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

Why Continue to Drift

and take chances in the purchase of COFFEE?

Why not TIE UP up to a RELIABLE HOUSE?

Our own buyers in the coffee growing countries—our immense stock of every grade of green coffee—enable us to guarantee *UNIFORM QUALITY every time you order—and best value at the price.

W. F. McLaughlin & Co.

Rio De Janeiro

Chicago

Santos

*Who else can do this?



Question Which Even Woman Has To Solve.

It is beyond the possibility of dispute that even as love is the grand central fact of the universe, the pivot upon which human life hinges, so also the question, "Does he or she love me?" is and has been from the beginning the vital problem of all others where lovers are concerned.

"How can I tell if my love loves me?" the enquiry comes in every mail to the advisers of youth and inexperience as represented by family newspapers, while without it soothsayers and fortune tellers might well shut up shop and go out of the business of revealing the future; the bulk of their customers are "Beauty the girl, and Love the boy," who usually ask this and nothing more.

Marguerite, with her daisy charm, must forever hang "upon the line" in the portrait gallery of Love, yet none the less utilitarians, "those hard, ascetic natures who look for naught but use in everything one says or does," must perforce regard her as a pitiable exponent of the folly of unsophisticated youth. For none can gainsay the fact that such questioning is futile and unprofitable when addressed to any save the one whom lawyers term "the party of the second part."

Common sense and reason, with which sterling qualities Love proverbially is averse to dealing, insist strenuously that the best, indeed, the only sure way for a man to discover whether or no a woman loves him well enough to be willing to marry him is to ask her; in plain words, to make her the formal offer of his heart and hand, and see what she says about it. So also a woman, since the usages of polite society do not permit her to enquire of a man concerning his matrimonial intentions, must needs, in maidenly modesty, possess her soul in patience until he sees fit to make her acquainted with his desires.

"Tell me, most fair Katherine, will you marry me?"

King Henry seems a trifle abrupt and perhaps a shade unmannerly in his way of wooing, but in those days men were not wont to beat about the bush, and his method was possibly in strict accordance with the then code of etiquette. Anyhow, there is an honest ring about his speech, and he left "fair Katherine" is no uncertainty as to the nature of his wishes. The lover may be as romantic and as poetic as he pleases, he may quote touching verses learned for the occasion; he may strike telling attitudes which he has rehearsed beforehand in front of a mirror, or he may be as laconic as the man who proposed by telegraph, a cablegram at that; but he owes it to himself and to the woman that he shall be clear and definite. The indefinite form of proposal, which is said to be in vogue nowadays, in

which a suitor endeavors to discover the inclination of the woman before committing himself, savors strongly of cowardice. No woman can tell a man that she either will or will not marry him until he puts the question; also she lays herself open to all kinds of unpleasant constructions and imputations. Still, on the other hand, no man reasonably can be expected to propose to a woman unless he believes he stands a fair chance that his offer will be accepted. For which cause the woman who is gifted with a due amount of mother wit will find means to encourage the lover towards whom she is favorably inclined.

Although a woman may not woo, she is at liberty to manifest her willingness to be wooed, provided she is careful to be passive, not active, in the matter. It is quite *comme il faut* for a woman to accept a man's attentions graciously, which is by no means to say eagerly, to show herself interested in his conversation, and to make herself as agreeable to him as she can. Indeed, the so doing is her bounden duty to her neighbor; no less. And in doing this duty any woman of sense ought to be able to preserve what may be called a receptive attitude. The woman who pretends, either to him or any other, to dislike the man whom she loves makes a great and grievous mistake. In the first place, it is contrary to her Christian duty to profess dislike of any one, and while it behooves her not to "give herself away" before she is asked, she may at least "sit quiet" and await developments. If she has

any cause whatever to imagine that he likes and admires her, she need not take pains to avoid him.

When a man is, as they say, "in a position to marry" he should be careful not to single out any woman as the especial object of his attentions unless he really intends to propose to her; since the light in which his conduct is regarded is sure to be affected more or less by his bank account. A man with a smaller income, or no income to speak of, may do things with impunity which are impossible to a rich man, without the risk of raising false hopes.

When, as sometimes happens, a man changes his mind upon the verge of a proposal, there is bound to be an awkward situation for both the man and the woman, a situation which can only be saved by infinite tact upon the part of the woman and her ability to take the blow standing and utter no sound of complaint. This, of all others, is the time for a woman to parade the fact that she has expected nothing. The one thing the man can do is to withdraw gradually from the terms of intimacy upon which he has stood, and above all to do and say nothing which the most ill natured can interpret as discourteous to the lady or her friends.

Commonly it is agreed that a woman ought to be able to ward off an unwelcome offer without being rude. Her intuition should enable her to do this. Even at the eleventh hour she may change the subject with a timely jest, a kindly bit of inconsequence, a sudden humorous inspira-

The New Trade Paper for Grocers, Butchers and Marketmen

Modern Methods

for the Retailer

is the name of a new publication about to be issued.

The first number is now on the press and will be mailed during May to every Grocer and Butcher in the United States.

It contains **practical** information of value, including suggestions for attractive display of goods, a full page talk on Profitable Advertising for the Retailer, and interesting details of the manufacture, utility and economy of Computing Scales.

Publication contains 8 pages, the size of Saturday Evening Post, and is handsomely printed and illustrated in three colors. Every retailer should be sure to get a copy of this new paper.

If you do not receive a copy by May 15th, write for one. They are free and well worth writing for. A postal will do.

Address MODERN METHODS, 47 State Street, Chicago

tion, not at his expense, of course; and the man who is not a fool, nor possessed of an overweening sense of his own importance will, or ought to, understand that it is not "the psychological moment." There is no necessity for being discourteous, but even if a woman is forced to seem unsympathetic it is better than to humiliate the man by a rejection. Some women glory over their rejected suitors as an Apache warrior counts his scalps. This, it is scarcely necessary to say, is the height of bad taste and heartlessness, and she who is guilty of such deserves to "get left."

Dorothy Dix.

True Worth and Goodness.

Goodness by limitation may seem a weird way of putting it. And yet in so many characters we find goodness limited to one attribute while friends qualify the praise by stating that they know the poor dear is good-hearted, but allowances must be made, which often means that the allowances more than neutralize or overbalance the good.

A person may be generous in deed and yet cruelly ungenerous in word or manner. One may be a pillar of the church and yet be so straight-laced as to have little charity for those less rigid. While yet another may consider herself an epitome of all sorts of goodness with no sense of mercy.

Justice is one of the loveliest traits that add force to character; and yet if we all received exactly the measure of justice merited and untempered by mercy we would find life often a rather thorny road. It is very like a mother giving a child a good, old-fashioned spanking that it richly deserved, and feeling so sorry for it afterwards that she shuts herself up to indulge in a good cry.

The offensively and aggressively good person who has neither mercy nor sympathy is always cruel.

Justice to one's self and one's surroundings demands that a man or woman should be good and true. Good in a sense that sees something good in everyone. Good in such a way as to be helpful to those less fortunate, doing good through sympathy and love in a way that never wounds. To my way of thinking the best people on earth are those who, while making no pretense at being models, are always kind, always considerate and if they can not help from the purse, they can from the heart—those who never by word or look knowingly wound the feelings of others, who, while always trying to be truthful, can soothe and condone rather than condemn.

Politeness is as great a virtue as charity ever dared to be, and the woman who is always polite by virtue of her good breeding is always good and kind.

In all the avocations of life one is surrounded by many others, and servants very naturally play a leading part in many lives. The woman who has always a pleasant "Good morning" for everyone often unconsciously does good by setting an example of courtesy.

One's sense of justice may be fear-

fully outraged and yet the very sight of the victim's distress will send justice scurrying to the winds while a real human pity makes us forget everything else.

The best and noblest people are those who diffuse the greatest happiness around them—women who have sufficient self-control to be firm, at the same time always kind, and who cultivate the habit of speaking pleasantly to everyone.

Hotel proprietors will often tell you how hard they find it to make the employes serve some who are wealthy and always ready to "tip" yet who are so domineering that it is a crucial test for a servant to perform any duty, while another with hardly a dollar on earth will be waited upon with alacrity.

Those filling humble positions are keenly sensitive to slights of word or manner and soon learn to discriminate.

The wife and mother who is always approachable and companionable may not run a perpetual Sunday school, but she will keep hubby and her children at home.

The straight-laced, good mother whose daughter would not dare show her a silly letter is not as good as she is narrow-minded. I admit that it is downright nauseating to read this trashy lovesick stuff when addressed to your own daughter; yet as to a dose of horrid medicine a mother can brace herself to stand it.

The Spartan virtue that drives a daughter from her home instead of trying to force the world's good opinion by shielding wrongdoing in the hope that the mistakes of inexperience will not lead to the greater crime through malicious intent is not goodness but bigotry.

While not exactly approving of the banquet that makes a prodigal son a hero, and paints a halo over the head of a criminal, yet it seems a duty to try by encouraging to eradicate evil tendencies. The parent who does not uphold a child is often responsible for any deed of recklessness or despair. Of course, there are boundaries to even patience and a time may come when only heroic measures will prove effective, yet they should be the last resource.

A narrow-minded, bigoted, good woman may be an epitome of all sorts and kinds of virtues, but she is too cruel and cold to be lovable.

The good woman who simply goes her way with a word of praise here, a nod of cheer there, and an all-round brightness is the woman who is loved. She does not have to tell people that she is good, but she makes them feel that she is.

I once knew a woman whose life had been shadowed by a series of the most heartrending griefs and misfortunes. She was morbidly sensitive, and while it was patent to her friends that her grief was crushing her, her bravery was marvelous. Her friends used to say of her that "they loved to hear her talk." There was never any tale of woe or recital of grievances. Her troubles only seemed to expand her nature, making her more sympathetic and lovable and her presence like sunshine.

She grieved when alone, but did not depress others with rehearsals of what she knew she must bear alone. Her life was a splendid example of practical goodness that won for her love on all sides.

The goodness that advises you to "pray and the Lord will help you," will not do as much good in extremity and emergency as a \$10 bill when stomachs are empty and no fuel in the house. The Lord will provide, provided you hustle, but even the Lord with all his patience and love is not going to stand for what old-fashioned darkeys call "Nachully wuthless." And very often good people instead of doing the good themselves relegate the duty to Providence. Do all the good you can yourself as a beginning. Make others as happy as you can as you go along, extend a helping hand when you find it needed and if you do that much and try to do it well, I have an abiding faith that Providence will do the rest.

Kate Thyson Marr.

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

AUTOMOBILES
We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.
Michigan Automobile Co.
Grand Rapids, Mich.

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

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

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.

Special Egg-O-See Campaign

**Over 40 Per Cent. Profit To You
and We Move the Goods!**

EGG-O-SEE is the only successful cereal food on the market—for three reasons: It is the most wholesome and tastes best; it is the most skillfully advertised; it is the only good cereal food that gives the grocer a legitimate profit.

We Move the Goods You Make the Profit

The average manufacturer of food products adopts one of two plans: Either he gives the grocer so liberal a profit that he will be glad to push the product, or he creates such a demand for the product that you will be **forced** to carry it, even if you make less than a cent on a package!

We Do Both

We give you a big profit and we create the demand. In other words, we **pay our own advertising bills** instead of making you pay them!

Special 40 Per Cent. Offer

(Good to June 1)

Until June 1, 1906, we will make drop shipments to retailers, to be billed through your jobber, we **prepaying freight** to nearest railroad station, and on all such shipments we will make the following offer:

With 10 cases of EGG-O-SEE—1 case FREE.
With 5½ cases of EGG-O-SEE—½ case FREE.

We Pay the Freight You Make \$1.10 Profit on Each Case—Over 40 Per Cent.

We move the goods by the biggest and most skillful advertising campaign ever carried on for a cereal food.

EGG-O-SEE is now being advertised in over 40,000 street cars, carrying **over forty million readers** a day. Handsome, striking, convincing advertisements appear in all the popular magazines, such as Ladies' Home Journal (see next page), Sat-

urday Evening Post, Everybody's, McClure's, Delineator, Designer, New Idea, Harper's, Collier's, Munsey's, etc., with a combined circulation of over **seven million** a month. This means at **least thirty-five million** readers.

Every advertisement invites the reader to go to your store and ask you for EGG-O-SEE.

The thousands of requests we are getting for the

"=back to nature" book

are making permanent enthusiastic customers for EGG-O-SEE—because its arguments and appetizing menus are irresistible.

This campaign is so big, so good, so convincing that the **public can't get away from it**. People see EGG-O-SEE everywhere, and once they read the book they understand the value of the food, and get the delightful habit.

Now is the time to push it hardest, when the public is on the Qui Vive. It is the



Ideal Summer Food

Not for breakfast only, but for every meal. Push it vigorously and it will be the biggest, steadiest, most satisfactory seller you ever handled.

Write us for free copies of the "**back to nature**" book. Mention it in your own advertising, and ask your local editors to print reviews of the book in their news columns. It is the best book of the kind ever written, and the literary editors of the greatest publications of the country have given it flattering notice.

A Square Deal

We pay the freight.
We do the advertising.
You make 40 per cent. profit.

Send in Your Order Now

EGG-O-SEE CEREAL COMPANY, = Quincy, Illinois

This one Advertisement inserted
ONE TIME, occupying a

Full Page

in the
**Ladies'
Home Journal**
for July, costs us

\$4,000.00

It will be read by
a million subscribers or 5,000,000
people!



Make your boy's food tasty—Mother—for it has to do some big things. It has to make flesh, blood, bone and muscle and supply boundless Energy. **Remember, the boy of today is the man of tomorrow.**

Don't injure him physically and mentally with indigestible meats, pastries, rich puddings, etc., that act as a drain on his nervous energy.

But feed him plenty of

EGG-O-SEE 10¢

all there is in wheat—and he'll be your heart's joy—strong, healthy, bright, smart and quick at his studies. You won't have to coax him to eat it either, Mother, for its delicious rich flavor when eaten with cream and sugar is just what he craves most for.

Egg-O-See keeps the blood cool and is the ideal summer food.

Give him some tomorrow—"there won't be no leavin's."

Prepared under conditions of scrupulous cleanliness.

Every grocer in the country sells EGG-O-SEE—the whole wheat cereal. If your grocer has not received his supply, mail us 10 cents and his name (15 cents west of the Rocky Mountains) and we will send you a package of EGG-O-SEE and a copy of the book, "back to nature."

FREE "back to nature" book

Our 32-page book, "back to nature," outlines a plan of right living, including menus for 7 days and recipes for preparing the necessary dishes, based on a whole wheat diet, with suggestions for bathing, eating and exercise, illustrated from life, exceedingly simple and attractive. By following its precepts, abounding and vigorous health is sure to result.

Published to sell at 25 cents a copy, this handsomely illustrated book will be mailed FREE to anyone who writes, as long as this edition lasts. Address

EGG-O-SEE CEREAL COMPANY
518-568 Front Street Quincy, Illinois



This is only one of many striking, convincing advertisements that we are running through the spring and summer in leading magazines and home periodicals. We reach over Seven Million Families a month or over 35,000,000 readers by this magazine campaign.

Every advertisement invites the reader to call at your store.

Write us for free copies of the "back to nature" book.

This is about one-fourth the actual size of the advertisement.

We also use cards in 40,000 Street Cars, reaching over Forty Million readers daily!

ADVERTISING WRITERS.**They Work Hard, But Are Well Paid.**

Advertising has become a distinct business or profession, requiring trained men and women for its proper manipulation.

Advertising men may be divided into the following classes: Solicitors, agents, advertising managers, and advertisement writers.

The advertising solicitor is most in evidence, and there is "more of him" than of all other classes of advertising men combined. His work is outside—that is, he calls upon advertisers—because advertising, barring the classified wants in the newspapers, is seldom bought or sold over the counter. Substantially all of it is obtained by direct or indirect solicitation. All the daily newspapers, and some of the country weeklies, employ advertising solicitors, who devote their entire time to calling upon advertisers to solicit their patronage.

All of the general publications employ one or more solicitors, who may or may not be known as advertising managers.

Newspaper advertising solicitors are paid salaries ranging from \$1,000 to \$5,000 a year, and a few enjoy incomes exceeding the larger amount. The average salary, exclusive of country paper solicitors, is probably not far from \$2,000 a year.

Soliciting advertising is difficult work, and is considered the hardest kind of solicitation. It is not difficult for a first class drummer to sell goods which he has represented for years, and to convince the buyer that such goods are salable and profitable, but it is hard for advertising solicitors to prove to the buyer that the advertiser's business needs the particular kind of advertising which the solicitor has to offer. For this reason the successful solicitor has to be a salesman of the highest grade, a man of great selling ability, and one able to overcome difficult obstacles.

I would not advise any boy to aim at the career of advertising solicitor, either of a daily newspaper or a weekly or monthly periodical, unless he is prepared to do the most strenuous kind of work, and unless he can show evidence of more than ordinary ability in salesmanship.

An important class of advertising men is represented by the advertising agent. His name is a misnomer. He is not in any sense an agent, either for the buying or selling of advertising space. He is, in fact, a wholesale dealer in advertising, and, further, he is a solicitor either personally or by proxy.

The advertising agent works in the interest of both parties—in the advertiser's, for he saves the advertiser's money, and also renders certain services in the way of clerical and other work which the advertiser may not so economically perform; and he is of service to the periodical because he reduces the periodical's expense of soliciting, simplifies accounts, and brings to it business which the periodical might not otherwise obtain, and certainly not so easily.

There are a few advertising agen-

cies doing a business of several million dollars a year. These concerns were established years ago, and have built up a substantial clientele and are among our strongest mercantile institutions. The rank and file of advertising agents, however, are not financially strong.

I would not advise any young man to become an advertising agent until he has had practical experience with some of our largest agencies, and until he has either sufficient capital or strong financial backing to protect himself against sudden, and often impossible to avoid, loss.

Advertising managers are of two classes, the advertising manager of a newspaper or other periodical and the manager of an advertiser's advertising. Many periodicals combine the office of business manager with that of advertising manager, for the two are closely allied. The advertising manager of a great daily paper seldom receives a salary of less than \$2,500 a year. Many enjoy incomes of \$5,000, and occasionally they are paid more. The average, however, is about \$3,500 a year. Advertising managers of leading magazines and of other general publications of standing and of extensive circulation receive from \$2,500 to \$5,000 a year, with \$10,000 as a maximum, and with an average of about \$4,000. This average, however, only applies to advertising managers. Of the leading periodicals, those of the second class in circulation receive salaries of from 25 to 50 per cent. less than the amounts just mentioned.

The solicitor for an advertising agency, so far as salary is concerned, is paid on a par with those employed by leading general periodicals.

The advertising manager of an advertiser's advertising is in every way different and distinct from the advertising manager or solicitor of a periodical, for the former is in no sense a solicitor. He is a buyer of advertising space and generally a writer of advertising matter.

The advertising managers of large retail stores receive from \$1,000 to \$10,000 a year, the average salary from the rank and file not exceeding \$1,500 a year, and that of the upper grade man being about \$3,000 a year. The department stores in our large cities employ advertising managers, paying them from \$2,500 to \$10,000 a year, the smaller stores paying salaries ranging from \$500 to \$2,500.

The rapid increase of advertising, both in volume and in quality, has opened a new profession, or rather a business profession—that of the advertisement writer, or the advertising manager and writer. The newness of it, the really high prices paid to those at the top, have drawn toward it hundreds and thousands of our young men and women, most of whom are without capacity and ability in this direction, and, therefore, can not hope to rise beyond the second or third rung of the ladder.

As a rule the best advertisement writers are those who have been newspaper men, who have been connected with some periodical, either in the business or the editorial or reportorial department, or in all of

FIREWORKS

We have in stock a complete new assortment, including

**LAWN DISPLAYS
TOWN DISPLAYS**

**Skyrockets, Roman Candles, Balloons,
Flags, Wheels, Batteries, Etc.**

All orders will receive prompt attention.

PUTNAM FACTORY, GRAND RAPIDS, MICH.

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.

them. Our most successful advertising men have gone through an apprenticeship that not one boy in a thousand is likely to experience, and which is beyond the reach of the majority of men. Expert advertising men thoroughly understand the principles of the printing and the publishing business, from the running of a printing press to the setting of type.

I would not advise any boy to hope to become an advertisement writer or manager who did not understand, or who was unable to learn the principles and practice of printing and who had not, or who was unable to acquire, a substantial newspaper experience. Without a knowledge of printing, and without the experience of actual newspaper work, one can not hope to become more than a fair advertisement writer.

Mr. Robert L. Winkley, manager of the department of publicity of the Pope Manufacturing Company of Hartford, says:

"If I advised a young man to try to become advertising manager for a large concern it would be for the varied experience to be gained from such work when done at its best. I would recommend it as a means of advancement and not as an end to be attained. In managing a large department of publicity a man gets a more varied experience than comes to one in departmental work, because, if affairs are handled rightly, the financial, mercantile, and literary training is superior, and if he has the right make-up it will fit him for a

larger and more important field of activity.

"If I advised a young man not to hope to become an advertising manager it would be because I feared, from his characteristics, that he would fail to get from it the maximum benefit, and, if fairly successful, might be satisfied to follow it for a life's work.

"Not every man can be a leader. Nevertheless, each one should be placed in a position where competition, or ambition, or some other good incentive would be constantly at work to draw out the best that is in him. Hence, the individuality must be carefully analyzed before a line of work is recommended. No one should be satisfied with his career, but should be constantly striving for something better."

Thomas Balmer, late advertising manager of the Delineator, Designer and New Idea Woman's Magazine of New York City, says:

"The advertising solicitor should be a college graduate, who, in addition to the standard requirements, has taken a course in physiology, psychology, logic, and political economy, even if they are not included in the required course of his college.

"If a man has finished a college course it shows that he appreciated the value of keeping at it and securing the confidence of his success in a diploma, and this experience should qualify him to do good hard thinking and reach right conclusions. He should have good health, because one of the first qualifications of a good solicitor is the ability to stand the

strain of getting around; he should be a quick thinker and a ready talker; if he is not ready of speech it gives the impression of hesitation and creates doubt about the topic upon which he speaks.

"He should be pleasant in his manner, patient, and scrupulous regarding his personal attire; he should not be vain, but should always show that he takes pride in a presentable appearance.

"The young man described, from 22 to 25 years of age, if he believes that he would like to be in the advertising business, should get into it. I know of no career where brains alone, energy, honesty, truthfulness, and no capital or friends to help him, offer so successful a career from a pecuniary standpoint. He will acquire a personal reputation that is worth, and will be later capitalized into, a profitable salary and distinction among his associates if he makes use of all of his opportunities. Perhaps, some day he even may reach a giddy eminence on the advertising ladder of fame.

"The man without these qualities would not receive much encouragement from me, because in the next ten years in the advertising field none but the best of men need hope for much recognition from the advertising world, or for pre-eminence among his associates, or great money success."

Nathaniel C. Fowler, Jr.

A song in the heart is worth two grand pianos in the parlor.

Why He Quailed.

"James, my lad," said the grocery man to his new clerk, "who bought that mouldy cheese to-day?"

"Mrs. Brown, sir," was the youth's reply.

"And the stale loaf of bread we could not sell last night?"

"Mrs. Brown, sir."

"Where's that lump of rancid butter that the baker refused?"

"Mrs. Brown bought it cheap, sir," was the answer.

"And the eggs we could not sell a week since?"

"Mrs. Brown. Are you ill, sir?" asked James as the grocery man turned green and groaned.

"No, no; only I am going to supper at the Brown's to-night," replied the unhappy man as he wiped the perspiration from his face and sank into a chair.

A Major Operation.

A Cherry street housekeeper had given her groceryman her daily order over the telephone. Later in the day she decided to change it a little, and countermanded an order she had given for some liver.

Calling up the grocer, she said: "You remember that I gave you an order this morning for a pound of liver?"

"Yes," answered the groceryman. "Well, I find that I can get along without it and you need not send it."

Before she could put down the receiver she heard the groceryman say to some one in the store:

"Cut out Mrs. Blank's liver. She says she can get along without it."

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 RETAIL BUYER.

He Is An Important Cog in the Wheel.

Judicious buying and intelligent buyers play no small part in the making of a successful retail store. Though the end and purpose of a store is to sell goods, it must have the goods to sell. In these days of competition, stock must be bought with care, the needs of the house is the principle that governs the selection.

The buying of the stock is no small undertaking; it is not to be had from any one section of the country, but is obtained from every part of the world. Though the articles imported from abroad are only a small part of the goods sold, they are to be selected with much care. Many men and women are sent to Paris twice a year to learn the newest fashions in millinery, dress and wraps. But this is only a small part of the chic woman's toilet; handsome furs sent from Russia and England but made up in Paris must be given due consideration. The stores and manufacturers are visited day after day for the selection of hand made lineries.

Many of the gloves worn by American women are imported from abroad and so buyers are busy scouring the factories of Paris and Grenoble twice a year. But the successful retailer cannot afford to lose sight of his novelties in the more practical needs of dress. There are buyers who spend all their time while in Europe visiting the shops in the Rue de la Paix in Paris, and Bond street in London, selecting novelties in jewelry, leather goods, such as leather belts and purses, and other finery.

But the world is the purchasing area for the modern store, and the supply comes from the American manufacturer as well as from the European market. At least 75 per cent. of the articles sold come from this country. The law which governs all buying is the best goods for the least money, implying that preference is given to the home market. Some of the designs used in the making of furniture are taken from abroad, but most of the furniture sold in this country is of domestic manufacture. The east supplies the west with most of the women's and children's suits and shoes, and 75 per cent. of the silk and cloths do not come from France, Switzerland, England, and Scotland, as they did once.

The stock represented in a large store is bought in several ways. The heads of the departments are usually the buyers of the departments, though they sometimes have one or more assistants. They are also assisted by American and foreign representatives and traveling salesmen. Twice a year, and sometimes more frequently, many men and women are sent east to make selections in cloths and silks and to see what they want in women's and children's garments. The large western house gets its goods through its wholesale house, through forty buyers, and the same number of representatives in the east and many parts of Europe and the Orient.

It is pretty hard to say what are the qualities essential to the successful buyer. As one man says: "If the buyer desires to be a success he needs the same mental outfit, in part, as the weather prophet, only the buyer must forecast trade conditions instead of the weather alone."

Whatever abilities a successful buyer may not have, he must be able to plan ahead. He must have an intuitive sense of the future. He must be able to take present facts and build future facts on them. One man may have the sense intuitively, another acquires a certain faculty in it only through years of experience. Besides being able to anticipate demands, he must have an accurate knowledge of prices and the market. If he has not, the salesman can either raise prices or overstock him. A story that well illustrates the point is told by a successful buyer of children's wear. "I went to a New York manufacturer to buy Jersey suits for children. I studied the goods carefully, and then told the salesman I would order 10,000. He smiled as he said that he guessed he knew the needs of the house better than I, and would ship 8,000. Before the season was over I saw that he was right."

Interesting as these problems are, they are multiplied when buyers visit foreign markets. Then the dictates of fashion must be analyzed as carefully as the quality and price of goods. The study of models is a most interesting part in the buying of imported gowns and handsome wraps. Dressmakers become mildly excited twice a year to learn what are to be the prevailing styles and color. Twice a year Paquin's, Duse's, and Rodius are a perfect Mecca, but they have been at work some months preparing for the coming of foreign buyers. As says a most successful buyer of foreign models: "Yes, it is wonderful how successfully these dressmaking establishments plan their openings. They have a great assortment of dinner gowns, evening toilets, and wraps ready."

They don't put these handsome gowns on wax figures, but on the handsomest women to be found in Paris. These girls have perfect figures and attractive faces, and they wear these costumes with the ease and abandon of the highest society. They take great pains in putting on their clothes, and their hair is dressed in the height of fashion. The girls march up and down the length of the reception halls, in and out of swinging doors, while the buyers take note of the gowns they intend to consider.

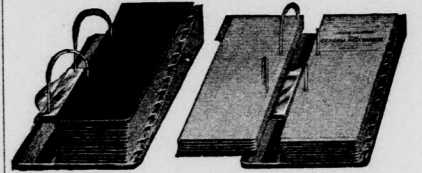
Usually these openings last but two days, but the daily receptions continue for weeks. The hours set are from 9 to 12 mornings and from 3 to 4 afternoons. If a buyer comes between 12 and 3 she is told that the house is closed for dejeuner. There is no time to lose. Many dresses, suits, and wraps must be studied carefully. The buyer must decide what styles her particular customers will admire. She may be certain that a special style is new and striking, and still if it cannot be adapted to the American woman's figure it will certainly result in fail-

ure. This is not the only difficulty she has; she must get the exclusive right to the model or make sure at least that another gown like it will not be sold in her city. If the buyer expects to duplicate the model she must get the address of the manufacturer, where she gets the silk, lace, and trimmings that are necessary to the making of one, two, or five frocks, as she decides. The wise buyer does not get all her models from one house, but visits them all until she finds exactly what she needs. She considers well, for a few hundred dresses and wraps represent many thousands of dollars.

Exquisite taste and the ability to adapt foreign hats to American women are the talents most needed to be a successful buyer of foreign millinery. Strangely, many of the best makers and buyers of millinery are men.

Buyers look to France for their laces and embroideries almost as much as for styles in dress and hats. One-half of our foreign laces come from France, the others largely from Scotland and Ireland. In no kind of buying can a man be fooled as easily as in the buying of lace. It takes many years of experience to become a successful judge of laces; they are endless in their variety and quality. It is no easy matter to decide whether a certain lace is worth \$10 or \$35 a yard. "See," exclaimed an expert lace buyer the other day, "what wonderful makers of lace these Irish peasant are. Twice a year I go to most of the small hamlets about Dub-

The "Ledgerette"



EVERY RETAIL STORE

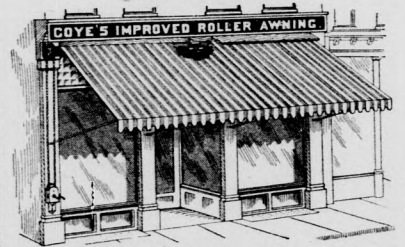
needs this device for keeping in a systematic and convenient order all accounts of a small or transient nature. Easy, simple, labor-saving, indexed. Ledgerette with 500 printed statements punched, perforated, complete, for..... \$2.25
Ledgerette with 1,000 statements..... \$2.75
Send today for sample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

W. R. ADAMS & CO.

45 Congress Street West, Detroit, Mich.

Chas A. Coye

Manufacturer of



Awnings, Tents, Flags and Covers

Send for samples and prices
11 and 9 Pearl St.

Grand Rapids, Michigan

Why You Push Yeast Foam

Because

It Is the Best

Quality Guaranteed
to You and
Your Customers

lin and the Lakes of Killarney to bring back these splendid patterns that have been handed down from grandmothers to their grandchildren through generations. I shall never forget one morning some months ago how an old peasant came to me with three meters of lace carefully tied in a handkerchief. She asked a big price for it, though it was none too much. She had been working at this lace for two years, and it was so carefully made it was almost transparent."

The French are always ready to meet new demands. When they saw a few years ago that the English coronation was to make Irish laces popular they undertook to make them, and now only an expert judge of laces can tell the Irish laces made in France from those that come from Ireland.

It is quite as difficult a matter to buy gloves as laces. Most of the heavy gloves being worn to-day are manufactured in the east, but the buyer still goes to Paris and Grenoble for his light weight gloves. His perplexities are many, what will be the newest cut in gloves, for here the styles change quite as much as do the styles in dress. The length and color of gloves to be bought are important considerations. If long, black gloves are to be popular for street wear he must load up with them instead of buying short, white gloves; he must foresee the market.

When it comes to the buying of goods at home the questions to be considered are equally many and perplexing. What are to be the popular cloths, shades, and make of the coat for women's garments? The color and kind of silk change as rapidly as do the weather. A man in selecting these goods must be able to buy in small quantities, make sure of prompt orders, as well as selecting the best goods for the least money. However much initial ability a man may have, he can master all these fine points only through years of experience. But the fight is worth the struggle. In these days a successful buyer is a much respected business man or woman. His salary is large—from \$7,000 to \$12,000 are not unusual salaries given these people. Conservative business houses are looking for the people much more anxiously than they are considering wages. They know that successful buying calls for breadth and solidarity.

For "buying" the initial art is really the foundation on which rests the entire commercial fabric of a store.

Delia Austrian.

Some Things Noted at the Restaurant.

Where I lunch every day there is a table with a red light in the center. I always sit where I can look at it. I like the red glow and the sight of the dainties it holds. You can order dishes from this table—but they never seem the same after they are brought to you. Perhaps it is the red glow I miss. I know they are pale when they reach me. To-day I saw a little boy stop and look, as only little boys can look at such a table.

A little farther on is a playing fountain surrounded by growing plants. I usually select a seat where the eye can take in both the table and the fountain. I seldom find myself with the same people, but twice I have had the widow and the race track tout as my companions. The widow, of course, wears a widow's veil and little white collar and cuffs. She is large, rather stout, and has fierce dark eyes. I have seen her eat two orders of liver and bacon and pay for only one. You know how she does it? She eats away on the first order and discovers it is cold. Then she calls to the waitress:

"Little lady, my dear little lady, this liver and bacon is not well done. Get me another piece."

Yesterday her coffee did not suit. "This coffee is as strong and black as it can be," she said.

"I'll get you some hot water for it," said the waitress.

"Oh, no," said the widow.

"Another cup?"

"Yes, another cup."

Then when the waitress flitted back again: "Oh, little lady, dear little lady, you gave me three rolls yesterday—only two to-day. What is getting the matter with you?"

"You may have three," said the waitress quietly. She knew her "man," and had learned the value of few words.

The race track tout is the friend of all men, using "men" generically; for the ladies stop often and speak to him. I call him the race track tout not because I know anything of his profession, but because he has that mingling of roughness and kindness in his face and manner which I have often found in sporting characters. The management of the restaurant seems to be on friendly terms with him.

Every day he brings in a "yellow" journal, which he reads until his chicken gets cold. Then he calls for another. The waitress seems never to lose patience. When he puts his paper down he says, after a punch or two at the chicken and a pulling of its leg: "This is cold." As the waitress approaches to take it away he says: "Oh, never mind, never mind." But when she has taken it he returns to the yellow journal contentedly.

To-day I saw him again. He was sitting over near the playing fountain, and a blonde in a suit of blue, with light green trimmings, had just become his vis-a-vis. She was looking very "swell," but in a moment he seemed to be as much at home with her as with the waitress, to whom he speaks familiarly.

I wonder if he knows all these people he talks to? Then his acquaintance must be wide, for he talks to every one.

At the next table to the tout and the blonde sat a boy and a woman; that is, he was 20 or so and she was older. He had that look of youthful, adoring interest, and she the self-satisfied air of having "fixed" him. It wasn't exactly a pleasant spectacle, and my eyes wandered back to the tout and the blonde.

Just then the widow drew a novel from her handbag. It was "St. El-

mo." "Read it, my dear," she said to the waitress. The waitress turned a look of patient resignation toward me.

"She is always trying to get me to read her novels," she said, after the widow had taken her leave. "Oh, she would break your heart, the things she wants you to do. When I am the busiest, at the rush hour, she keeps me spinning after things for her."

The widow was forceful and understood the art of putting people to trouble.

Really, I can't say that I mind sitting at the same table with her. There is a suggestion of romance and mystery about her, and no one would ever accuse her of being colorless.

Cora Stowell.

Get Down To Business.

Lots of money is being wasted in extravagantly printed circulars, booklets (or brochures) and other frills. Why labor for bizarre effects? To gain attention? What rot! The man who has something to say does not turn a flip-flap in order to gain attention to what he is saying. If he did that people might expect an acrobatic entertainment and be disappointed. Be original when it contributes to the force of what you wish to say, but do not strain for originality, or you will simply attain freakishness. Hammer on the point you wish to drive home. Cut out trite expressions, use the parable when its application is easily seen, and above all season with sincerity. That is the main point: be sincere.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

QUALITY

Our Harness

have a reputation for quality. They are correctly made and we guarantee them to give absolute satisfaction. It will pay you to handle our line. Write for catalogue.

Sherwood Hall Co., Ltd.

Grand Rapids, Mich.

A TRADE MAGNET



Every article a grocer sells is an advertisement for him, either good or bad. If good, it advertises the grocer's entire line. Hence the importance of handling high grade goods.

When a customer buys a can of Paris Corn, and finds it so different from ordinary "canned corn," that customer will come back for more. The result in dollars and cents is easy to figure.

PARIS SUGAR CORN

for more than a quarter of a century has been appropriately termed "the corn aristocrat," being the undisputed leader ever since the first can was placed on the market. The corn is grown only in Maine, on selected farms, and under our personal supervision; harvested when the kernels are full, tender and creamy; canned immediately by the most perfect and up-to-date process in the world, insuring absolute purity and cleanliness; entirely free from chemicals or adulteration of any sort.

Most jobbers handle Paris Sugar Corn. If yours doesn't, send us his name.

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

ISLAND OF JAVA,

As Seen Through Eyes of Returned Traveler.

Written for the Tradesman.

Between 5 and 10 degrees south of the Equator, the mainland about 600 miles long by 50 to 150 wide, with a native population estimated to be 30,000,000, lies a country of mountains and valleys. I think there is no place on the Island of Java that mountains can not be seen in the dim distance or the near foreground—mountain peaks from 2,000 to 12,000 feet high, with temples builded 1,200 years ago surpassing in size and comparing favorably in sculpture with any in Japan. It has been under the control of Holland for 300 years. If I could word picture it as graphically as a Ralph or Wellman there would be a wholesale migration from Northern Michigan that would be disastrous to the circulation of the Tradesman!

The men and children are the best featured, the women the prettiest of any place we had yet visited. It was a pleasure to look at them. The girls dress in all colors of the rainbow. Everybody seems to be out on the street most of the time. To look down the main street of any of the towns made one think of a ballroom at home where all the young girls have on different colored party gowns. They have the knack of getting their clothes on so that they look dressed up and neat. From a small cottage where a Tradesman reader could hardly turn around would emerge two or three people, the men dressed in white, looking well groomed enough to attend a wedding, and the girls with soft red, yellow, blue and green cotton cloth thrown over their shoulders, a sarong (which is their dress skirt) neatly folded or girdled just below their shoulders. Their fawnlike features, not heavy like the Chinese or broad like the Japanese but more of the European type, are certainly a delight to the eye. The children in the rural districts wear little or no clothing. They all look clean and their little brown bodies glisten in the sun like one of the Widdicomb Company mahogany beds!

They are great people to bathe. As you drive along the road, wherever there is a stream or an irrigating ditch—and there is a splendid system of these kept up by the government—you see them in bathing; and one of the interesting sights was to see how modestly and deftly the women would go in the streams with their sarong or full skirt as a bathing suit, splash and swim around for fifteen minutes, wade ashore, slip a clean dry sarong over the shoulders, give it a half hitch under the armpits, kick off the wet skirt, wring it out and march off looking as fine as a fiddle!

Women seem to do the same work as men. You see them going to market carrying all kinds of fruit, and invariably wearing a woven bamboo hat, which, when hot, they put on as a sunshade, and when it rains, as it usually does at the January season from fifteen to thirty minutes every day, they put it on as a protection from the rain. Some of these

hats are three feet in diameter, but are as light as a Panama.

All the people seem happy and laugh and chat with each other as they meet as though life was a joke that had just begun. We saw no drunkenness nor any street brawls. They are great traders among themselves. A rickshaw man, in place of carrying his luncheon along, will stop and buy of the sidewalk cook shop, and the people going to market will trade something they have for something the other fellow has. They seem to have market places or fairs every three or four miles out in the country where there is no town. They have at the intersection of the roads buildings or sheds put up, and at some of these country markets there were three or four hundred people with a stock of goods that would make the largest general store of Michigan look like thirty cents in quantity if not in value.

Rice is their principal crop. They have more water, or use more water, in its cultivation than in Japan. In preparing the ground they make a regular mortar bed of the field. The water buffalo they use for ploughing and harrowing were in the mud above their knees, and the women and men doing the planting looked as if, unless they were very careful, they would sink out of sight. If a hot mud bath is good for invalids the rice fields of Java must be a great sanatorium. The fields, as in Japan, are laid out in all kinds of Spencerian curves. They never make a square field when they can make them with O. G. curves—never two alike. It would be a good place for base ball pitchers to study new curves. In the mountain districts where they have plenty of water they have the crop in all stages at one time. Within a square mile we saw them plowing the field; resetting of the rice (they sow it thick in seed beds, then transplant it, setting it out about four inches apart); half-grown rice where they were weeding it out (and it takes as much or more cultivation to keep the weeds down than our corn crop, and it is all done by back-breaking work and not with hand cultivation), and the ripe grain being harvested. They cut off the tops with about six inches of the stem. We saw gangs of fifteen and twenty in a row going through the field cutting off these tops, which they do with a little knife slipped on one of their fingers in somewhat the same way that the boys husk corn here. These tops they lay in bunches about the size of a peck and then take a shoulder stick and sling over the front and back about a dozen bunches of these heads and carry them to the little villages, where they seem to have a field that all the people use for storage. There it is put up into small shocks about the size of a shock of wheat. Then it has to be taken out of these shocks and laid on the ground to dry. After drying it is hulled by putting it in a heavy wooden bowl, with a heavy stick used as the telephone boys use one for tamping the ground around telephone poles. They may have mills for this, but we never saw one in all our trav-

els and every house had this big wooden log or bowl. The rice land is owned by the natives and seems to be farmed on the community plan.

They also raise large quantities of sugar cane, and there are several very successful sugar factories on the Island that have paid large dividends during the past few years. In former years they raised a great deal of coffee, but the man who buys Java coffee nowadays buys a label only, for there is little or no coffee raised on the Island. Of late years tea culture has taken the place of that of coffee, being a much surer crop. In Japan and China they pick tea for two or three months, then the crop is finished. In Java they pick every day in the year, and are starting many new tea plantations where they can

get ground of the right elevation—1,000 to 2,000 feet. We were out to the Tjomas Plantation and Fabric, as the factory is called. They have 10,000 acres covering two mountains. Only a small portion is set out to tea, but they have enough acreage to keep about 600 people picking tea the year round. The plant grows about three or four feet high. They are set out about six feet apart and will commence bearing about the third year. Only the small new leaves are picked. After picking one field they go to another and then in from seven to ten days return to the first field, thus keep going over and over. When trees get six or eight years old they cut them back like a grapevine and they grow out again. The trees must be cultivated and bone fertilizer used.

We are either manufacturers or large jobbers of everything that pertains to the

Glass or Paint Business

Note the following:

We are manufacturers of

Leaded and Ornamental Glass Bent Window and Plate Glass

We are large jobbers of

Window, Plate, Picture, Skylight and Figured Glass and
Mirrors, Paints, Oils, Varnishes, Brushes
Ladders and Painters' Supplies

We Carry in Stock a Complete Line of Sash and Doors

Western Michigan Distributors
for products of the

ACME WHITE LEAD & COLOR WORKS

Valley City Glass & Paint Co.

30-32 Ellsworth Ave.

Bent Glass Factory, 81-83 Godfrey Ave., Cor. P. M. R. R.

Grand Rapids, Mich.

THE FRAZER

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



FRAZER
Axle Grease

FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food

The better the ground is cultivated the better the trees thrive and more leaves can be picked. They start picking early in the morning in baskets. All the baskets for the day must be at the factory before 4 o'clock and no more leaves can be picked that day, for they must be brought fresh as soon as picked. The baskets weigh about twenty pounds, which is about the average day's picking for each person. They are paid from 1 to 1½ Dutch cents per pound, or get for their day's work 8 to 12 American cents. They are paid in cash as soon as the leaves are weighed. It is a computing scale based on 1, 1¼ and 1½ cents per pound. The weigh-masters call out the amount of money and the cashier pays up. The factory is run by an electric motor driven by water power and is built on a hillside, the receiving shed on the high level. From here it goes on a level to the top story of the factory. In this are about a dozen machines like those used by the bean sorters—cloth stretched over two rollers extending the length of the building, forty feet. It is put on these about two inches thick. A suction fan at one end takes out the moist air and the leaves wilt after about thirty minutes in this room. The rollers revolve and the tea is dumped in a shoot to the factory, where it goes into a shaking machine, the idea being to curl the leaves. The flat bottom of the machine has an octagonal motion and is about six feet in diameter. On this is a square box about three feet deep, into which the leaves go. This box has an opposite motion. After about fifteen minutes in this machine it goes into another machine and runs over a screen of different meshes, the curled small leaves are separated and the coarser heavy-veined leaves are put into another machine of lateral motion and, in addition to the curling motion, are pressed. The juice from them is kept. After thirty minutes in this machine to curl and make the veins of the leaves soft and pliable they are dropped into the juice, which is mixed through them. From this machine they are fed into the drying machine where, running back and forth over a series of rollers, they are thoroughly dried, not fired. No fire comes in contact with the tea leaves. As they come from this machine they run over meshes and are separated, the coarse from the fine, then elevated to bins and come down in another room, where girls handpick them, taking out leaves of poor color as well as the stems. They also sift it to get the dust out. When the process is finally completed there are eight different grades, from the smallest well-folded leaf to the coarser grades and then the fine dust and stems. The day we were there, which was, they said, an average day, they picked 11,018 pounds of leaves! This made 2,190 pounds of tea or dried out one-fifth. This graded 12 per cent. No. 1, selling for 38 cents per pound, 17 per cent. No. 2, 47 per cent. No. 3, 2 per cent. No. 4, 9 per cent. No. 5, 2 per cent. No. 6, 8 per cent. No. 7, 3 per cent. No. 8. These made up the 100 per cent.

They saw their own timber into boxes, which they make, buying only the tin foil for lining boxes. The employees in the factory, about 100, are boys and girls, who receive 8 to 15 cents per day. They run day and night all the year. They shut down last year only three days, for Chinese New Year, as no one would work those days. It costs about 8 cents per pound to pick and manufacture. The average price obtained last year was about 18 cents per pound. They manufacture a ton a day, and ship it all to Amsterdam, where it is sold at auction—quite a profitable business.

They have a splendid railroad owned and run by the government—narrow gauge but well equipped, good service except that trains do not run at night and at both ends of the line start out at 5 to 6 o'clock, necessitating getting up about 4. They maintain a native army of 200,000 men, as in Siam. The Chinese are the storekeepers and in the larger towns the laborers. Some years ago they became so powerful that the government became alarmed and just as a humanitarian move had 20,000 of them killed in one day—men, women, children and babies—but then governing a strange people in the then far-off portion of the world had, I suppose, to be done with Dutch thoroughness, and even in our own country, not so long ago, a dead Indian was regarded as a "good Indian!"

The hotels are good and prices very reasonable—from \$2 to \$2.50 per day, American plan—about half the rates charged in Japan and China. They had something entirely new to us and that was the Rice Taffle. We had read of it, but even with that forewarning it took our eyes a day or two to get back to normal after being served with our first Rice Taffle. It is served at noon and after soup. You are given cooked rice and curry, then the procession commences. The waiters march in, first, one with poached eggs, you put one of these on the rice, next with chicken, you put a piece of this with the rice, then roast duck, boiled fish, sardines and sausage. Then comes a waiter with a tray on which, set in a circle, are eight small dishes—pickled onions, beets, cabbage, dried fish, red pepper, cucumbers, stewed pears. I think there were ten waiters. Then you mix and eat, and it's good!

But it is in her fruit that Java excels all other tropical countries. Every time we went to market, as we did at almost every town we visited, we found something new in the line of fruit, and all palatable. We must have sampled fifteen varieties of fruit. The pineapples were the sweetest and pulpiest we ever ate. Some years ago, down in the Windward Islands at Antigua, we had a pineapple feast that has lived in our memory ever since; but the pineapples of Java wiped out that memory. But their most beautiful fruit, over which every tourist raves, is the mangosteen. It is the size and shape of our small apples. It has a dark red skin about an eighth of an inch

thick. When cut open the inside of the skin is about the color of our beets. Inside of this, with layers like an orange and formed like an orange but not attached to the outer skin, is the fruit, pure white, tasting when cold like ice cream flavored with strawberries—a most delicious flavor.

Such are my impressions of Java. But, as at home, half a dozen people will see the same thing and each give a different account of it, so with tourists; and, for fear my views may appear too rosy, I will say that we met two other tourists who were in Java at the same time we were. One of the ladies said: "Sakes alive! I never had a good pineapple all the time I was in Java; and them there Dutch women are frights!" The other said: "Java is just awful—it rained all the time we were there!" We say in the shingle business: "It's not so much the quality of the shingles that makes the kick as the state of the customer's liver on their arrival." Tourists ditto! C. C. Follmer.

Bryan and Bissell

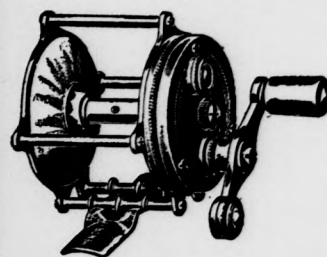
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Assets Over 6 Million Dollars



Whillikin's Instantaneous Tanner and Shoemaking Machine.

I have just received a very lengthy communication from my friend, G. Whillikin, of Simpkinsville, Ark. Whillikin claims to be the inventor of a number of marvelous machines, but this one undoubtedly outclasses them all. In fact, it stands in a class all by itself. According to G. Whillikin's estimate of it, it is destined to revolutionize the industry of shoemaking from a to izzard, that is to say, from the first application which the tanner makes to the raw skin to the last whisk of the brush in the polishing room.

It will be seen from the description of G. Whillikin's great machine that this gentleman is a most resourceful individual. He claims to have secured from the standard machine people a contract granting him the privilege of using, in conjunction with his own devices, their time and labor-saving inventions. He told me that the machine people did not treat him very civilly at the outset; that it required a good deal of ingenuity on his part to come at them with his gigantic proposition. At length, however, he gained access to their ears; and when he did get in communication with them he certainly made their eyes bulge. The contract is for a long period of years, and there are a good many stipulations as to royalties, the number of machines to be produced, the manner and place of their location, and a good deal of legalistic long-windedness with which I will not burden the reader. It is enough to say that G. Whillikin has proceeded cautiously at every step in his negotiations with the machine people, and that he fully protected his own ideas by patents before he began interviewing them.

G. Whillikin is an interesting individual quite apart from his resourcefulness as an inventor. Sorry I have not a picture of G. Whillikin to send along with this little sketch. My acquaintance with G. Whillikin extends over a period of six years. During this time and, in fact, many years previous to it, G. Whillikin has been conducting a small tannery in Simpkinsville. In addition to his tannery G. Whillikin operates six meat markets in that section of the country. I am not quite certain which industry first claimed G. Whillikin's attention, but obviously one of them is of the nature of an afterthought. Taken both together they constitute an infant trust. From the enormous, and, one might even say, astounding, development which G. Whillikin assures me is shortly to take place, it will appear that the infant trust has been carefully nursed.

In describing G. Whillikin's great invention I can, perhaps, do no better than to copy bodily some extracts from G. Whillikin's interesting communication. It will be seen from these selections that G. Whillikin's

idea did not get itself born all at once, but that it emerged gradually and in sections.

"As you know, Mack, I have been doing a little of everything down here—all, to be sure, in a small way, and not in keeping with my ideas of modern industrialism by a jugful.

"Among other things at which I have been tinkering is tannery. I improved on the old bark-process (cheapened it, too), by a discovery of my own. It gave a peculiar odor to my leather, not to mention the fact that it made my leather vastly more flexible and durable than the output of my competitors. They first tried knocking; then they tried every ruse known to the trade of getting at my idea—but all to no purpose. They can now have the idea gratis, and you can publish it in the trade papers if you are a mind to; it was jimpson-weed—just called old jimpson-weed that blooms in the barn lot, and empties its perfume on the evening air. Having made the only real contribution of centuries to the ancient process of tanning, I got to working on the new chrome process. I improved on that—well, did I? My process from the beginning was the quickest process known. But I wasn't satisfied; sometimes I wonder if I'm ever going to be satisfied. Seemed to me as if it ought to be shortened up still more. I kept on tinkering with my formula and method until I could tan a green skin in thirty minutes. That looked pretty good, didn't it? But I was haunted by the feeling that I could lower my own record. And I did. With my new Instantaneous Tanner I can now tan a green skin in something less than sixty seconds.

"When I got my tanning process where I wanted it I began working on some other ideas which have been cavortin' around in my cranium for some time. For instance, I set myself to perfecting a machine for killing, skinning and cutting up an animal by an automatic process. I made the machine work like a charm on a steer, but it took a dickens of a while to get the knives adjusted for taking hold of a sheep. Finally, though, after cutting up every sheep within ten miles of Simpkinsville, I got her workin' right—same machine, same knives; all you got to do is to shift a lever. Well, not to make this letter too long, I got the thing so I could adjust it to hogs and calves.

"You know, Mack, how brilliant ideas stir up the natives in rural sections. Well, it would have done you good to see 'em lookin' over my killing, skinning and cutting-up machine. When they'd see a steer walk belowin' in the chute and in 57¾ seconds come out of the machine cut up and ready for the market, they prophesied to a man, saying: 'I'll be d—d!'

"Some men, maybe, would have stopped there and sat down to the enjoyment of royalties and dope. But this trifling success only stimulated me to bigger efforts. I put in a bigger engine, overhauled my Instantaneous Tanner and coupled her on to the killing, skinning and cutting-up



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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



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machine. She worked fine. By the simple manipulation of a few levers I could now tan the skin of the sheep, calf, steer or hog all in the same process. I could, by this complicated mechanism, split my side leathers, apply my own secret enameling or my japanning fluid, or finish the leather in any color or grain desired. There is one lever for tans—a number of 'em, in fact; for I have a variety of russet shades; one for patent leather, one for enamel, one for mat, one for box calf, not to mention a dozen or more fancy colors for specialty shoes.

"Having got thus far I began to see the dawning, as it were, of my greater achievement. I now set myself to produce what I have called my Synthetic Shoemaking Machine. The expression is a little ambiguous, but it seems to be the only one that covers my idea. It was a rather ticklish problem, this combining the various machines, long known to the craft, into a united or synthetic mechanism, and there were some awkward gaps that I had to fill in with devices of my own. For instance, I had to work out a cutting machine—one that would cut accurately and economically, and the perfecting of this mechanism was in itself a complicated bit of work. And, then, there were some highly important modifications to be made in the pulling over, welting, heel setting, trimming, burnishing and polishing machines. But at length I got 'em duly 'articulated' and workin' automatically. At last the thing was done—this new Synthetic Shoemaking Device—and I coupled her on to my Killing, Skinning and Cutting-up Machine. My helpers were in their places (it takes five men to run the machine, not counting the men who drive the steers and the men, boys and girls who sort, box, label, number and remove the shoes), and then I gave the word to the engineer. He turned on the steam, but don't you know that durned engine couldn't budge it? No, sir, she balked. Well, the only thing to do was to put in a bigger engine. I put in an 80-horse power engine—and—well, say, Mack, I wish you could see her work!

"There were a few little hitches that caused me some trouble for a while, but I got 'em all straightened out, and now I can turn out 80 dozen pairs of shoes an hour—either women's, men's or boys'—in welts. It is just two minutes and thirty-seven seconds from the time the animal steps in the chute until the first pair of shoes appears. There is a numbering device right in front of the chief operator which indicates the exact number of shoes completed at any instant. When the operator sees by the dial that he has the required number of shoes of a certain kind, say men's bluchers in patent leather, mat kid top, medium toe, size 7 D, he merely gets busy on a sort of keyboard, and the machine goes to turning out something else, maybe a woman's tan oxford tie, pointed toe, French heel, 3 A. It is a little taxing on the operator's nerves when the day's work is made up of a miscellaneous assortment of small orders; but you would be surprised to

know how quickly the change can be made. Working steadily all day on any one shoe I can easily turn out 6,400 dozen pairs; but making allowance for loss of time in changing from one order to another we don't get out more than 5,500 dozen pairs per day. But, of course, this loss of time can be obviated, to a large extent, when I get, say, ten machines to working at the same time. In this way I think I can easily turn out (with ten machines going at the rate of eight hours per day) 720,000 pairs of shoes per day.

"In a small market like Simpkinsville I can, with my present facilities, easily supply my trade for a season by three hours' work. This circumstance will require me to seek a larger field (and I hate to leave here, too; for the music of Arkansas bullfrogs has grown sweet to my ears). But business is business. I am arranging to locate a plant in St. Louis, another in Chicago, and perhaps another at Lynn. New York people are trying to persuade me to locate there, but I rather fancy the notion of starting something at Lynn.

"From one point of view it looks as if I were more of a packer than a shoemaker; but I want my business to be known primarily as a shoe industry. As a matter of course the packing-plant feature of my business will be considerable, not to mention certain other important by-products, such as soap, grease, oils, hair, wool, etc. I am now working out the details for the manufacture and disposition of these by-products in the most effective way.

"As you may well believe, the great beef trust has its aureate eye upon me. I have been interviewed by a number of representatives from the bovine monopoly. I have reason to believe they are frustrated. They have coaxed, cajoled and threatened me; but I am looking wise and saying little. They are probably staying awake nights figuring out the most expeditious manner in which to knife me. It'll be interesting to watch developments.

"This truly epoch-making machine will, I am afraid, work some temporary hardship upon a good many people in the trade. I am sorry about this. But I am not going to displace any more men than I have to. My present idea is to colonize as many of the shoe and leather people as my invention displaces, and interest and train them in stock-growing and other outdoor pursuits. I think the change will do them good. Of course, the tanner will not immediately become extinct, for the reason that such animals as the colt, the horse and the goat will have to be tanned at separate plants. You can not utilize the meat of such animals as food stuff in this country, owing to the provincialism of our people. This will go into the by-products above enumerated. Thus, you see, I will retain (for a time at least) a good many of the men now in the tannery business. It is my desire and purpose to introduce this great machine with as little hurt as possible to shoe and leather people. In the end I

The Man and His Shoes

How much a man is like old shoes.
For instance, both a soul may lose,
Both have been tanned, both are made tight
By cobblers, both get left and right,
Both need a mate to be complete,
And both are made to go on feet.
They both need heeling, both get sold
And both in time turn all to mould.
With shoes, the last is first; with men,
The first shall be the last; and when
The shoes wear out they're mended new;
When men wear out they're men dead, too.
They both are trod upon and both will tread
On others, nothing loth.
Both have their ties and both incline
When polished in the world to shine.
And both peg out—and would you choose
To be a man, or be his shoes?

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for hard walks in life—made to serve men and boys.

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These words are just what our trade-mark stands for—shoes whose quality and comfort are so good that wearers who have once tried them, prefer footwear branded with our stamp to that of any other make.



If you sell them you know. If not and we have no customer in your town, write and we will show you the samples.

Rindge, Kalmbach, Logie & Co., Ltd.

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Fit Fit Fit

think my invention will help to solve the everpressing social problem.

"When the enormity of this great machine burst upon me, that is, when the tremendous possibilities of it struck the solar plexus of my imagination, it almost knocked me out. 'Here,' said I, 'is a thing which can reduce the human family to penury or lift it to affluence, according as it is used. It gives me absolutely more power than that wielded by all of the dollar kings of this frenzied financial era. I can, if I'm disposed to, crush every competitor in the shoe and leather business, in the beef and bread industries and in practically all other industries allied to them. I can extract the millions of the millionaires and saddle upon them burdens grievous to be borne. I can reduce the people of this land and of all other countries for that matter to the position of the serf of old. Shall I do it?' I asked myself. A wee voice within me seemed to whisper, 'Not on your life!' No, sir; I'm going to take the people into partnership with me. I am going to let them share the profits of this gigantic enterprise. I am going to give them shoes—land! but it will rain shoes upon them. Good shoes, too; better than the foot-sore children of men have worn in the world's history. I will give more than shoes; I will give them leisure—leisure for reading, culture and the discussion of their neighbors; I will give them parks, reading rooms, homes, gold fish—everything."

"Of course, it will take a lot of money to get this thing going, for it is a big proposition. The beef trust will spend millions to crush me. They will everlastingly smash me—unless the people come to my rescue. If I am crushed, and the great beef monster gets hold of my Instantaneous Tanner and Synthetic Shoemaking Machine—well, in that event I feel sorry for the people; for then the young man of splendid mental and physical endowments will beg with tears in his eyes for the privilege of working for his board while he lives, and a modest pine box and six feet of sod when he ceases to exist.

"I have organized a company, incorporated and capitalized at \$50,000,000. It will take this amount to start the business even in a conservative way. Once started, it will grow by leaps and bounds. I am selling shares now at 10 cents each, for I want everybody to get in on the ground floor of this gigantic proposition. These shares will shortly be advanced to 50 cents, then \$1, then \$5, and so on to \$100."

Such, in brief, is a description of the marvelous machine for building shoes and swelling the world's wealth. When I had read the communication through to the end I assure you I hadn't much breath left, just enough to exclaim: "G. Whillikin!" Under the circumstances maybe that was enough.

If the invention is what G. Whillikin claims for it, quite a number of things are liable to happen. But aside from the economic ramifications and implications which G. Whillikin has called attention to, I am wondering what in the deuce the Arts and

Crafts people will have to say now.—Cid McKay in Boot and Shoe Recorder.

Trick on a Minister.

One of the ministers of the city—who, for obvious reasons, doesn't care to have his name mentioned in the matter—tells a story of a trick that one of his chums put up on him during the early days of his ecclesiastical career. The chum was on sociable terms with the officers of the church he attended and secured the appointment of his friend as supply on one of the Sundays during the summer vacation.

"Now, Jim," the chum said, after the young minister had thanked him. "There is one thing I would like to have you remember when you preach at our church. Nearly all of our people are away, but, strange to say, the majority of those that are still in town are deaf. They haven't been able to hear the supplies we have had so far, so please do use every bit of voice you have to make those people hear what you have to say."

Accordingly, the minister, remembering his chum's instructions, let loose the full strength of his voice when he conducted the services at the church in question on the following Sunday. And the minister—let it be remarked right here—while not of especially robust build, has been endowed by nature with vocal organs of a particularly powerful variety.

The minister said, in telling the story, that he noticed with both surprise and pleasure that the greater part of the congregation was seated near the front instead of off in the rear seats, as in most summer congregations. He didn't use all of his strength, he says, in the opening prayers, but waited for the sermon, when he went at it for all he was worth. At any sign of restlessness or uneasiness he redoubled his efforts.

When the service was over one of the officials went to the clergyman—the chum was out of town, by the way—and, after expressing his interest in the sermon, said he had been greatly surprised to find the preacher the possessor of such a powerful voice. "Your friend," he said, "told us that you were a good preacher, but that your voice was extremely weak and that it was difficult to hear you unless one sat up toward the front. So we brought everybody as near the pulpit as possible."

"But, I understood," the minister said, "that, through some mysterious dispensation of Providence, nearly all of your people still in town were deaf."

Explanations followed, and it was well for the chum just then that he was spending Sunday out of town.

Tried to Help the Poor Horse.

William H. Paul, Jr., a Philadelphia artist, summering in Bucks county, is responsible for this story, which has set all the farmers up there laughing. Mr. Paul is unmarried.

"Three young women," he said, "drove up to an old mill, and went into raptures over its picturesqueness. Their dress and speech announced that they were from the city. The horse, relieved from the constant

sawing at his bit, walked toward a watering trough, but could not get his muzzle down to drink. The drivers noticed he wanted water, but did not know enough about harness to undo his check rein.

"First, two of them tried pulling his head down by tugging at his ears. Then one tried lifting water in her hand for him to lap. When her companions walked to the back of the carriage and raised both rear wheels so the horse could be tipped head first into the trough it proved too much for the miller, who had been looking from a window, and he came to help them. He laughed so much, though, that he could hardly undo the check rein, and afterward found it too good a joke to keep.

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NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 12—The jobbing trade in coffee remains just about as it was at the last report, and at the close quotations seem to be practically without change. In the speculative market there is more activity, and with quite free buying from Europe sellers seem to have matters in their favor. In store and afloat there are 3,724,929 bags, against 4,072,673 bags at the same time last year. At the close Rio No. 7 is quotable at 7½@8c. Mild grades are steady, with a moderate request prevailing. Good Cucuta, 9½c and washed Bogotas, 10@11¼c. East India is moving in about the same channel.

With the nearer approach of summer weather the sugar market shows more activity and a pretty fair run of trade has obtained every day, although, of course, it consisted mostly of withdrawals under previous contract. Raw sugar seems to be seeking a lower basis and a decline of about ¼c is to be noted.

The movement of teas to the Pacific coast still continues of liberal dimensions and is likely to continue for some little time; in fact, this trade overshadows all the rest of the business, and at the end of the week the "home" market is hardly worth speaking of. Pingsueys and country greens of the better sorts are well held, and stocks are not overabundant.

Supplies of rice seem to be running rather light and the market quotations as previously given are very firmly adhered to. Choice to fancy head, 4½@5¼c. The demand is probably all that could be expected at this season of the year.

We have had a really active market for cloves and pepper and, in fact, the whole spice market shows more activity than for several weeks. Stocks seem to be sufficient to meet all demands as yet, although there is no overabundance of some lines.

Molasses are very firm and have made some advance. Buyers are not anxious to make purchases ahead of current wants. Syrups are steady and unchanged.

In canned goods tomatoes have been the center of attraction. The syndicate boosted the price to \$1.17½ and seemed fully justified in so doing by the general condition of the market. Outsiders then took heart and made an advance, so that it may be said the latter are on a basis of \$1.12½ and rapidly approaching \$1.15. With reports of heavy damage to plants in the Peninsula, the trade will not be at all surprised to see \$1.25 reached within a short time. Futures are held at 75c, and some good transactions have been reported at that figure. Corn is in good demand at about 52½c, but sellers are not willing to part with goods for less than 55c. Future Maine corn

is being sold at 82½c f. o. b. Portland. Peas are firm and stocks are pretty well reduced. Salmon is doing fairly well at quotations showing practically no change.

Dried fruits are quiet and to almost every enquiry there is made the same reply. Future raisins are being sold at 5¼c f. o. b. for fancy coast, seeded. Spot goods of this character are moving slowly.

Top grades of butter are in short supply, and 21c seems to be the bottom figure for desirable stock. Seconds to firsts, 17@20½c; held stock, 15@17c. Lower grades are in seemingly fair supply and remain practically as last noted. Imitation creamery, 15@16c; factory, 14@15c; renovated, 14@16c.

The cheese market shows little, if any, change and old stock is cleaning up at about 14¼c. There is a better demand for new cheese and the quality shows some improvement as the supply grows larger; not over 9½c can be named for the best.

Western eggs are firmly held. Arrivals are running rather light and the general tendency is toward a higher range of values. Extra firsts, storage pack, are held at 18½c; firsts, 17½c; seconds, 16½c.

Rich Man Brought to Terms.

Robert Carrick, one of the richest bankers of Scotland a few generations ago, was as mean as he was wealthy. Being one day visited by a deputation collecting subscriptions toward a new hospital, he signed for two guineas; and as one of the gentlemen expressed disappointment at the smallness of the sum, he said, "Really, I cannot afford more."

The deputation next visited Wilson, one of the largest manufacturers in the city, who, on seeing the list, cried, "What! Carrick gave only two guineas?"

When informed of what the banker had said, Wilson remarked, "Wait; I'll give him a lesson."

Taking his check-book, he filled in a check for ten thousand pounds, the full amount of his deposit at Carrick's bank, and sent it for immediate payment.

Five minutes later the banker appeared breathless, and asked, "What is the matter, Wilson?"

"Nothing the matter with me," replied Wilson; "but these gentlemen informed me that you couldn't afford more than two guineas for the hospital. 'Hello,' thinks I, 'if that is the case there must be something wrong, and I'll get my money out as soon as possible.'"

Carrick took the subscription list, erased the two guineas, and substituted fifty, upon which Wilson immediately tore up his check.

The hospital was built, and here the best part of the story begins, for the rich man who was thus forced against his will to raise the amount of his subscription soon began to take an interest in the hospital. Before many years he contributed sufficient to endow and maintain it fully.

She who fishes for compliments spends more for bait than the catch is worth.

BISON CLOTH



BISON CLOTH

Coats Lined with Bison Cloth

are

Superior to those Lined with Sheepskin

They cost the dealer less.

They cost the customer less.

It will save considerable money and give a better article.

Can be furnished rain and waterproof if desired.

Suitable for lining coats made of any fabric.

Duck, Corduroy, Covert, Leather, etc.

The trade can choose from five colors.

BISON CLOTH lining outwears the garment.

No matter what kind of goods the coat may be made of, no matter how durable the fabric, BISON CLOTH outwears it.

The BISON CLOTH will help to keep the wearer strong and well.

The construction of the CLOTH (a textile fabric) makes it more healthful than any skin or fur may possibly be.

It is Durable.

It permits skin breathing.

It is Pliable and Adaptable.

All up-to-date dealers are selling these goods.

If you have not ordered do so at once.

For samples of the CLOTH and further particulars apply to

BARNET TEXTILE COMPANY, Troy, New York

Oxfords SUMMER Tennis

"Three Words With But a Single Meaning"

Summer is bound to come. It hasn't failed in 6000 years. It may be wet, dry, hot or possibly cold, but it will surely come, and with it the demand for Oxfords and Tennis Shoes.

Low Shoes for summer wear are COMFORTABLE, ECONOMIC and FASHIONABLE, the best three reasons in the world for shoe popularity.

Watch Your Stock and don't let it run out on low shoes. We have a fine line of Oxfords and Tennis Shoes, both leather and rubber sole, all colors, for everyday and Sunday wear, for Yachting, Tennis, Golf, Outing, Etc., and call your attention especially to our "Nox-Rox" Elk Outing Shoes. Give us your sizes, etc., by mail and see what our "Rush Order Service" can do for you. TRY US TODAY—NOW.

Waldron, Alderton & Melze, Saginaw, Mich.

Wholesale Boots, Shoes and Rubbers

131-133-135 No. Franklin St.



Sells on its Merits

No specialty man to take your profits. Sold at 10c makes 50 per cent. profit. Sold at 3 for 25c, 25 per cent. profit. Quality guaranteed. Package full weight. Quality. Quantity and Price.

\$2.50 per case, 36 16-oz. packages

\$2.40 in 5-case lots, freight allowed

Special Deal Good Until June 1

One Case free with 10 Cases

One-Half Case free with 5½ Cases

One-Fourth Case free with 2½ Cases

Freight Allowed

For Sale by all Jobbers

Manufactured by

LAKE ODESSA MALTED CEREAL CO., LTD., Lake Odessa, Mich.

DEAD TIMBER.

How Hustling Made a Man of Calmers.

Calmers was dead timber in the store. There was no secret about this among the powers of the establishment. The Superintendent knew it, because he knew all about everybody in the store; the Manager knew it, because the Superintendent told him; the head of the department knew it, because Calmers was one of his salesmen; the other salespeople knew it, because they saw his sales totals once every two weeks; and only Calmers himself was at all deceived.

Of course Calmers wasn't altogether fooled about it. He knew that he wasn't just precisely what might be termed a startling success in the store. But, also, he knew that he held his job year after year, and, while he was never given an advance in salary, neither was he ever "called down," as were many of the other clerks. True, an advance in salary meant that the house was actively appreciating an employee's services. But, on the other hand, an absence of "call downs" meant an absence of errors and unsatisfactory work, and surely these things weigh heavily for or against a man with his employer.

Calmers made no errors. There was small opportunity for him to do so. It usually is in the stress of hurry and bustle incident to a pile of work that men make errors, and no one could ever accuse Calmers of being so hurried and hustled that he would have to make errors on account of lack of time. No; Calmers' affairs behind the counter ran along in the slow, even tenor of the way which conduces to mechanical accuracy and a minimum of errors. Calmers was never late to work, never negligent about his apparel, never careless in his treatment of a customer. In fact, he was never anything that broke the rules of the house, and consequently there was no occasion for him to be called in to "see the Superintendent." The Superintendent had long ago given up all effort to make him an efficient salesman; there was no longer any occasion to "talk to Calmers."

As the Superintendent said to the Manager: "He's just a little too good to be rotten. He does his work all right. He sells just enough goods to make the average required for his salary, and that's all. He isn't developing, isn't getting to be any better or any worse. Still, he knows enough about the business to make him worth just a little more than we're paying him, so we can afford to keep him a hundred years if he wants to stay. From the looks of things he's willing to do it, too. No, there isn't much use trying to jack him up any more. He seems to have struck his natural gait and wants to hold it forever and ever, apparently. We'll leave him alone, but we'll cut him out of the reckoning so far as promotion goes."

"Funny thing," mused the Manager, "how a man who knows as much as he knows is willing to get into the rut and stay there. D'you s'pose fellows like him don't realize that they are getting to be dead ones? Or do

they realize it and let it go at that, content so long as they manage to make a living that includes clean collars and good ties?"

"The first, I guess," said the Superintendent.

"And nothing seems to shake them out of it."

"Nothing short of an earthquake," said the Superintendent.

For years Calmers never suspected that there was any such understanding concerning him in the office. He fancied that he was rather looked upon by the powers as an exemplary salesman than as a failure. He mistook the lack of reproofs as testimony to his clean record, and was considerably satisfied with himself and his position.

When he did discover his true standing in the store it shocked him considerably, yet it never disturbed his ordered plan in life. He held his job—as a matter of fact, he was, like so many others, afraid to leave it for a single day—made the same small average in his sales book, and planned nothing concerning the future. It depressed him, but it did not excite him.

The position yielded him a living, he had been in the store so long that he had come to look upon it as the fundamental part of his world. He could not for an instant imagine himself upon the pay roll of some other establishment. The store was everything to him.

What should he do if fate happened to set him down outside it? What could he do? There were so many people looking for positions as salesmen, undoubtedly many of them better salesmen than he, and so many people holding the positions, that he was afraid to get out of the shelter of his present place and enter into competition with the Great Outside. What were his chances for connecting with anything as good as he had at present? About one in a hundred. Calmers was no gambler. He refused to take the chance.

So he stood behind the counter and grew deader than ever in the Superintendent's timber lot, and his chances for getting out of the hopeless rut became less and less as he became older.

"He'll probably die here on \$13.50 a week," said the Superintendent. "And there's really no reason why he shouldn't. He's a good cog in the machine. And he's the most hopelessly in the rut of any man I've ever seen."

But, finally, the Superintendent himself took pity on Calmers. He called him into his office.

"Calmers," said he, "the store has decided to dispense with your services after Saturday. You've had plenty of opportunity to show whether there was anything in you. It is evident that there is not. Big enterprises like this, or any business enterprise for that matter, can not afford to have unprogressive men on their pay rolls. Therefore I must let you go."

It nearly killed Calmers. He had figured that he was as safe in his little station behind the counter as if he were rooted there. The thought that he might be discharged to shift for himself had not occurred to him

for years. And now here he was thrown out, jobless, and probably helpless in the big, cruel world which for so many years he had regarded with equanimity from his point of vantage in the store. And he must find a new position in a hurry, too, for his salary in the old one had not given him any great opportunity for saving.

He had little trouble in finding another position. Luckily for him one of the large stores was preparing for an annual sale in the department in which he was experienced. They needed some experienced men. Calmers got a job. The pay, however, was only \$10, and he had been in the custom of using \$13.50. But he was afraid to hunt for higher pay. He was almost childishly glad to get in some place where he could stand behind the counter in the old way.

But in the new place he could not stand behind the counter in the old way. He found this out within the first week. When they had sales in the new store it meant that the aisles were jammed with bargain hunting femininity, and every salesman or saleswoman must hold up an end in the day's selling or show good reason for not so doing.

Of course Calmers could not hold up his end. He wasn't used to this sort of thing—the hurrying from customer to customer, the rapid writing of sales checks, the quick dispatch of the goods, its quick return and the instant chase to a fresh customer. It had been different in the old place, and Calmers was woefully lost in the shuffle.

"The Superintendent wishes to see you," said the head of the department at the end of the first week.

"Mr. Calmers," said the Superintendent, "you hardly seem to catch our style. You seem unable to keep the pace our salespeople are expected to follow. How about it? Do you think it is worth your while to try to make good here? You've got to hurry up if you do."

"Yes, sir," said Calmers, with his heart in his throat, "I think I can make good in a little time."

"Well, get a move on you, then," said the Superintendent. And Calmers knew that he had another week to make good in.

Land, how different this was! And he had to hold the job, too. He just had to hold it! Well, then, he must hustle as did the others. So he began to hustle. He had years of training, experience and knowledge of the business to back him. All that he needed was the "hustle." Now, when he began to hustle, he saw his possibilities, and the discovery stirred him in a strange way. Why had he permitted himself to be the dog so long when it required but a little determination to be something else? Why had he permitted himself to stay in the rut, when all that was needed to pull him out was energy and "hustle."

Calmers grew angry with himself. He saw he had been a fool. He would be one no longer. He would be a man; he would hustle.

After he had hustled for a few weeks he saw that it was just as easy for him to work hard as it was

for him to work in the old mechanical way that had made him dead timber in the old store. He was waked up. And he made good.

He is back in the old store now. The Superintendent watched him make good in his new place, and brought him back. He had to pay him a real salary, though, to get him back. Calmers knew what he was worth and what he would be worth in the future. Also, he was self-repentful, and he raised the price on his old employer. The latter paid, for he wanted Calmers to come back to take charge of his old department.

H. O. Harper.

Little Things that the Clerks Should Look After.

Consider your store for a few moments. Is everything as it should be? Are there no corners and catchalls filled with accumulations of dust and waste? If there are not you are a fortunate merchant. Fortunate, because you have clerks who regard cleanliness as a requisite to business.

Sometimes, however, a store's brightness is only on its exterior appearance. The shelves behind the cartons are laden with dust. Hard work on the part of the clerks put it there. Hard work on their part is keeping it there. Every morning, or once a week as the case may be, they go over the cartons and brush the dust back against the wall and onto the shelf. Why do they do this? Because it is easier than wiping up the shelves? It is not. They only think so. Get the dust out. As long as it stays there the more work it creates, for every time a carton is pulled out from its resting place it causes a rush of air and each draft lifts up a portion of that accumulation of dust and it surely falls upon a carton somewhere.

Then there is the top ledge. That hasn't been dusted off for weeks. Every time the door opens and a draft enters the store that dust begins to fill the air. You may not see it then, but you can see it some hours later if you look upon the tops of the cartons, upon the counters and glass cases, etc. It is all there. Not a particle of it has escaped.

If you would have your store "ship shape" why not do as they do aboard ship? Have every man's work allotted to him and see that he does it up to the last notch. Divide the work as evenly as possible so that there is no cause for fault finding and then see that it is done. You may have a small store and do all this work yourself with the help of a boy. If that is so, be systematic in your cleaning. But if you have more than one assistant see that each does his share. What do you hire clerks for? So that your customers may be accommodated. So that your stock will be kept in shape for handling. So that your stock and store may be kept clean and presentable to your customers.

Most clerks will make a rush to serve a customer, but many of them detest dusting and cleaning. But it has got to be done. They should do it. You pay them for their time as well as their abilities. See that you

get their time. You have a right to it as much as they have to their pay envelope on Saturday night. Of course you cannot expect to have your clerks get down on their hands and knees and scrub the floor. Most clerks will draw the line at that and we don't blame them. You should hire a scrub woman to do that. You should hire a boy to polish the fixtures, for cleaning up of cellar, and such like jobs. "But you should impress it upon the minds of those same clerks that once you have these things done they should be kept done. It takes a long time and lots of work for a woman to do her house cleaning; but once done it is comparatively easy keeping it clean.

Your brass door handle and window rails may require two hours' hard work to clean and polish; but a few minutes spent every day afterwards will keep them bright. It may take a solid day or a solid week to thoroughly overhaul every box and package, every shelf and drawer and get the dust out, but a half hour every morning spent in dusting will keep them clean.

Now look over your fixtures and furniture. You will find much of it out-of-date, lots of it past its usefulness. There's an old chest of drawers that ought to be turned into shelving. You don't require many drawers in a shoe store these days. Then there's that rug your customers are continually stumbling over because of that ugly hole worn in the centre. That old settee should be carted off to the scrap heap. Last week the leg came off again. You have pounded about a pound of nails into it, but they won't hold very long. The wood is rotten. Throw it out and get some of those new chairs that are comfortable and slightly.

Just take stock of these things. Then say, "Now I must spend so much every six months on new furniture until I have things in good shape. My business demands it." Then look up the most needy and get down to work. By the way, don't forget your windows. They are the eyes of your business. Not your eyes, but the eyes of the customers. They see with your eyes as it were and the first impressions last the longest. Have that impression good by all means.—Shoe Retailer.

He Was the Boy.

A business man who occupies a loft on Canal street directed one of his clerks to hang out a "Boy Wanted" sign at the street entrance a few days ago. The card had been swinging in the breeze only a few minutes when a red headed little toad climbed to the publisher's office with the sign under his arm.

"Say, mister," he demanded of the publisher, "did youse hang out this here 'Boy Wanted' sign?"

"I did," replied the publisher, sternly. "Why did you tear it down?"

Back of his freckles the youngster was gazing in wonder at the man's stupidity.

"Why, because I'm the boy!"

And he was.

Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No.	Drs. of Powder	Shot Size	Per 100
120	4	1 1/4	10
129	4	1 1/4	9
128	4	1 1/4	8
126	4	1 1/4	6
135	4 1/4	1 1/4	5
154	4 1/2	1 1/4	4
200	3	1	10
208	3	1	8
236	3 1/4	1 1/4	6
265	3 1/2	1 1/4	5
264	3 1/2	1 1/4	4
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Plow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 7/8 in. 5-16 in. 3/4 in. 1/2 in.	4 00		
BB, 7/8 in. 3/4 in. 5/8 in. 1/2 in.	6 00		
BBB, 7/8 in. 3/4 in. 5/8 in. 1/2 in.	6 00		
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 Raps	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	90		
Double Strength, by box	90		
By the light	90		
HAMMERS			
Maydole & Co.'s new list	33 1/2		
Yerkes & Plumb's	40 & 10		
Mason's Solid Cast Steel	30c list 70		
HINGES.			
Gate, Clark's 1, 2, 3	60 & 10		
HOLLOW WARE.			
Pots	50 & 10		
Kettles	50 & 10		
Spiders	50 & 10		
HORSE NAILS.			
Au Sable	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
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 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 1/2c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Scioto Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	35
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	85
Barrel 7/8 advance	
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 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
Onelda Community, Newhouse's	40 & 10
Onelda 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, bail, per doz.	85
1 gal. fireproof, bail 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 5 00
Quarts	5 25
1/2 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
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c	50
No. 0 Tub., cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 00	
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	45
No. 3, 1 1/2 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	



Weekly Market Review of the Principal Staples.

Ginghams—The market is reported as in a very flourishing condition at the present time. A very good business is now being done on ginghams, especially in the southern mills' production. Some very nice business has been done in gingham lines during the past week.

Flannels—Outing goods especially have been in very good demand during the past ten days, a condition occasioned by the favorable weather conditions, which have brought trade to the retailers, which has been reflected in the primary market. Napped and woven fabrics are being supplied to the demand for them as fast as deliveries will permit, as is the case also in ginghams and flannels. There are some lines of the latter fabrics to be had for May delivery which are reported as being rapidly taken up.

Dress Goods—This season has been an exceptional one, both for the retailer and the manufacturer. It is impossible to find either many buyers or much stock in the primary market, a fact which attests to the well-sold-up condition of the market. Never before have the mills been sold up so far into the future as they are at the present time, practically all of the mills having contracts for deliveries in the late spring and early summer of next year. It is thought in some quarters that the supply of white goods for next season will be short if the demand next season equals the present one. An expression of doubt was heard recently as to whether or not, when the time for delivery came, a smaller yardage would be taken than the verbatim order called for; but this opinion is based upon the speaker's belief that many of the contracts were of the nature where the treasurer of a mill came and asked how many yards of this or that line were wanted, "All right, we'll make them up for you." Very few spot goods are yet obtainable in the primary market, despite the fact that deliveries are at the present time much better than was the case during April. It is rumored that there has been some selling of second contracts done, but the values of goods are so high that it is probable that it is not true. Many lines of white goods are so well taken that it is practically impossible to get them in order to satisfy the demand. Since the early opening of the season prices have advanced from 5 to 15 per cent.

Rainproof Cloths—Are in a very firm situation as regards the demand for them. While the dress goods market has been quiet, save for the initial business earlier in the season, the rainproof cloths have been in strong demand. One house handling these fabrics states that the business on the whole has been exceptionally good. While women's wear rain-

proof cloths have been selling well during the past few weeks, those for men's wear have been somewhat quiet. During the past week, however, this branch of the men's wear market has been strengthening and now bids fair to rival the women's wear rainproof cloth market in the amount of business done. As an instance of this, for five consecutive days reorders were received on the same style from five different sources. It is certain that this reorder business would not be at hand had the buyer had any of his initial order stock on hand.

Hosiery—The price situation is exciting some comment, although all manufacturers and agents are positive that lower ones will not be quoted in the near future, even although they are now on a high plane, and although this fact has been in a measure detrimental to good business. Much has been said recently regarding the position of 84-needle hose and it is true that the goods are about the quietest on the market and there are many who do not look for their immediate resurrection. The reason for the slow movement of these goods is not, we are told, dependent upon any other one thing so much as it is upon the fact that their place has been taken by other grades of goods. These goods, manufactured of cotton yarn and of coarse low stock, are similar to what are locally called lumberman's socks in certain sections of the country, the latter being generally made of woolen yarn. The production of a manufacturing concern on the 84-needle goods is necessarily large, owing to the price at which they are sold, and their method of manufacture makes immense production possible. Within the recent past, however, goods more attractive and of finer needle work have been produced at prices comparing favorably with those quoted on the coarse goods and have replaced them in a measure. It is said, however, that recently the coarse goods have picked up to a considerable extent and that the enquiries regarding them and the orders placed have increased.

Underwear—The opening of spring of 1907 lines of underwear will be nearly coincident with the opening of lines of hosiery. On certain lines it is undoubtedly true that buyers are as anxious to place orders and make sure of securing the goods as manufacturers are to sell to them. But here also the price question is an all-important one and it will of necessity be settled before active buying commences. It is not often that buyers can be led up to paying on new season's goods prices as high as those quoted on precept season duplicates. The latter prices are generally on a basis a considerable proportion higher than the opening prices. The feeling on the part of the buyers would seem to be that new prices should be considerably lower than those now quoted on duplicate orders—it will be their aim to secure goods at prices as low as those quoted at the opening of fall lines.

Carpets—There is no question but that at the opening of the carpet sea-

Colored Wash Fabrics

Can we interest you in Wash Goods? If you need them we can certainly make the prices right for you. We never had better assortments. Everything from the sheerest

Organdies and Dimities

to the staple

Ginghams, Percales and Galateas

Will send you samples if you wish.

White Goods

The demand for White Goods will be big this season. We anticipated this and bought early and heavily. We own our stock right and will share this advantage with you. If our travelers don't call upon you, write us and we mail you samples and quotations.

THE WM. BARIE DRY GOODS CO.
WHOLESALE DRY GOODS SAGINAW, MICHIGAN

Brownie Overalls



We have the kind of an overall the boy takes a "shine" to because it is one that fits and can be sold at 25c and 35c per pair.

"Empire Brownies"

like all other "Empire" garments, such as Overalls, Coats, Pants, Mackinaws, etc., are made to give satisfaction to the wearer.

Try them

Grand Rapids Dry Goods Co.

Exclusively Wholesale
Grand Rapids, Michigan

son higher prices will be named. Each knows what it costs him to put his goods on the market and the price he should get to make the business profitable. But in many cases it is not a question of profit, but one of not advancing prices beyond the level of competitors. It is generally admitted that the same quality of goods can not be put on the market at present prices and allow the manufacturers a profit, and to cheapen the quality is out of the question as consumers are more exacting about quality than for years before. One manufacturer says that in his opinion a failure to advance prices at the opening would be a bad blow to the carpet industry, as it would be accepted by the buyer to mean that the quality would be lowered in order to give the manufacturer a profit. Buyers are as well posted as manufacturers on the cost of the raw material and they know that prices must go up if the quality is to be maintained. A failure to advance prices would mean that the buyers would limit their initial takings to the smallest possible yardage and the quality would be thoroughly tested. It is only in years of business depression that goods cheap in quality are good sellers. In years of prosperity the consumers want substantial fabrics. In order to supply the required quality prices must be put up, as wool, linen, jute and cotton have all advanced. In addition to high prices the supply of wool is not considered adequate to the demand and a large carpet trade will mean that wool prices will go still higher. Under these conditions a moderate advance at the opening will mean another advance later in the season.

Woman in the Eyes of the Latest Knocker.

Until six weeks ago it was our pleasure, our duty and our delight to expose that arch enemy, woman. We jeered, joked, joshed, jocolated and giped at her. Until six weeks ago. And then, at the suggestion and partly at the dictation of one whom we then thought to be the fairest of her sex, we made a public apology and likewise a prayer for forgiveness. Humbly we did it and with meekness and all humility.

Well, we have been deceived. That is the long and short of it.

We have been misled, taken in and done, and we hereby retract that public apology and we hereby recall that prayer for forgiveness.

Forgiveness! Oh, thou poor, blinded and mesmerized one!

But since last night our eyes have been open, and now again we know and can see woman for what she is. Clearer even than before.

And what is she, George?

(Spoken was that in a chorus of might and an infinite tone of compassion, as by hundreds of thousands of those who also have suffered.)

Ah, what is she?

She is a false note in the grand, sweet song of life. That's what she is.

She is the fifth wheel, and a drag

on the chariot of advancement. That's what she is.

She is the Circe enticing poor man to her snares and making a monkey of him. That's what she is.

Look at mythology.

Who were the Sirens? Who was the cause of the death of Achilles? Who turned poor Actaeon into a stag? Who was always making Jupiter's life a misery? Who was Discordia, the goddess of strife? Who was Medusa, the Gorgon? Who brought about the Trojan war? Who opened the Padora Box?

Woman.

Look at history.

Who was the doom of Mark Antony? Who cut Samson's locks? Who was vain Queen Bess? Who lost Calais? Who caused the Fronde? What was the reason for the Seven Years war?

Woman.

Look at etymology.

What is the restless ocean called? What is the cannon called? What is the moon that presides over lunacy called?

She; that is to say, woman.

Man toils and spins. For whom? Woman.

Man fights and dies. For whom? Woman.

Man gives up his seat in the street car. For whom? Woman.

Man becomes a dyspeptic. For whom? Woman.

And what does woman do for man? She does nothing for him—she does him.

Such is the general indictment. Let us particularize:

What is more absurd than the high heels of a woman's shoes?

What is more ridiculous than a woman's hat?

What is it that makes the little monkeys laugh in their cages?

All her life woman hunts for man, and when he is finally ensnared she murmurs, "How sudden!" No wonder the little monkeys laugh.

Man is grand and benign. Woman is a pout and a petulance.

Man is noble and mighty. Woman concerns herself chiefly with the hang of her skirt.

Man is a great potential dynamo. Woman is a short circuiter.

Why is it that the crows awake in the night and call out in ironical caws to each other? Because it is enough to make them.

Who made poor old Adam get out and work?

Oh, daughters and daughters of Eve! From this time forth we will show you up in your colors. A hint here we have foregiven of the path we shall pursue. The text has been spoken, and from time to time we will embroider it.

And if this comes before the eye of Caroline L. she will know that there is one at least who is not to be trifled with. Not with impunity.—New York Evening Sun.

The latest Japanese article to be imported is the Japanese cigarette. It is formed of broad strips of chocolate-colored tobacco half an inch long, to which is attached a cardboard tube twice that length.

HATS

At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

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

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

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



Grand Rapids, Mich., May 1, 1906.

To the trade:

The dogwood is beginning to blossom and the festive catfish to bite. Spring is here and with the rising of the sap we feel a swelling pride in the success we have had with our overalls. It has taken hard work to persuade a good many dealers to tackle the new prices, but earnest effort and honest goods will always win, and with merchants who have adopted our combination of quality and prices it has worked like a charm.

Because cotton is up is no reason that you should sell overalls for nothing for our combination of quality and prices will not only hold your trade, but give you a legitimate profit. Regular orders from dealers attest the high quality of our product and the popularity of our prices.

A COMBINATION ON BLUE OVERALLS THAT WILL ALWAYS WIN.

99-50 Band	@ \$4 75	to retail @ 50c	your profit 27%
99-B Apron	@ 5 25	" @ 60c	" 37%
100 Band	@ 5 50	" @ 60c	" 31%
103 Apron	@ 6 50	" @ 75c	" 39%

This combination takes care of the clamorous demand for overalls at the old price, makes your profit from 27 to 39% on your investment, and gives your customer full value for his money every time.

If you pay \$5.00 for an overall and sell for 50 cents, you are out your profit, and if you charge 60 cents for a \$5.00 overall you are out your customer. To be truly happy you should put these numbers in stock at once, and then you will awake each morning with a song upon your lips.

Give these numbers a fair show—we do the rest.

We hope for an early and substantial reply.

Yours very truly,

THE IDEAL CLOTHING CO.



Over Shirts

"BOSS OF MICHIGAN" "our brand" means just what it says. Can't be beat in quality of material, makeup of garment and price. We carry a complete line from \$2.25 to \$9.00 the dozen in Duck Shirts, Negligee Shirts with collars and cuffs to match in plain and fancy colors. We can fill you order on any quantity.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Merchants' Week June 5-6-7

FOOTE & JENKS

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

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Sold only in bottles bearing our address
Foote & Jenks
JACKSON, MICH.



Use Tradesman Coupons



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.

Salesmanship Applied To the Electrical Field.

The man whose business it is to secure contracts for electric light and power is, of course, a salesman in as strict a sense of the word as the man who approaches the retailer with groceries or shoes or any of the other merchantable commodities. Often his methods of interesting a customer and closing a deal evidence the same quality of salesmanship as if they were applied to securing orders for ordinary merchandise. He, too, is assisted in his work by careful study of the ways in which salesmen get results, and he is in a position himself to contribute to the general fund of selling information what points he has learned from experience in the selling game.

It is rather difficult to get men who are competent to go out securing orders for electric light and power, for the reason that if they have made a sufficiently careful study of the technical end of the business of running a power plant they have had little time for the cultivation of the selling faculty. And there are a great many brilliant salesmen who would gladly come to us from other lines in which they have met with great success, but who would be incapable of handling our business, owing to their lack of technical education.

In our line there are a great many men who have studied the subject carefully and know the power plant both theoretically and practically, and who would be available as salesmen of electric light and power if it were not for their utter inability in the matter of salesmanship. Therefore, there is a high premium upon the services of the man who, having at his command the technical knowledge necessary, has also the capability and resourcefulness of a salesman to win interest, arouse conviction and close business with a minimum expenditure of time and effort.

Of course, there is no salesmanship in selling a man who already has a knowledge of your product and has made up his mind to buy it. Such a man will meet the salesman more than halfway; and while the commission on the order may go to the salesman there is very little credit to him in closing such business. When I apply the word "salesmanship" to the work of our solicitors I have in mind the methods employed by our young men in approaching and closing unwilling prospects. This has nothing to do with the business that comes pouring in voluntarily. A great deal of business is brought directly to us,

and the so-called salesmen who have the handling of it have to exercise very little diplomacy or resourcefulness in closing and getting the business.

There are, however, a number of possible customers who have never appreciated the advantage of modern methods, and to convert them and secure the order for their business requires the most efficient salesmanship. They have the feeling that everything modern is expensive and extravagant, and harbor the idea that by running their plant on the old-fashioned steam-power plan they are effecting an economy. Such men as these our salesmen ferret out and make it their business to try to convert to more enlightened ideas. Their work as salesmen in this respect is probably harder than the ordinary salesman's performance, since they have to expect to encounter prejudice. The tact required in turning prejudice aside and getting the prospect in good humor is the most consummate salesmanship in my opinion. As an example of a method by which our best men work I would cite a sale which one of our men made last week:

The salesman entered the plant of one of the small manufacturers and bade him "good morning." "The morning's good enough, but I am too busy to talk with you. You would better get out," replied the prospect. Instead of being disconcerted the salesman laughed at the tone of the other and politely extended him his card. But the man took it without reading it and thrust it out of the way in his desk, keeping his eyes fixed on a ledger. Upon that the salesman drew out another card and handed it to the man with the same impressive courtesy with which he had performed the act the first time. This one was brushed into the wastepaper basket. Thereupon the salesman took out one dozen or so of his calling cards and sprinkled them down on the ledger in front of the irascible old gentleman without saying a word, and with merely a sort of humorous look, as if he were thoroughly enjoying the other party's ill-temper. His coolness impressed the prospect, and when the salesman said: "Well, Mr. Blank, we might as well continue our acquaintance on a little friendlier basis," the old fellow looked up with a grunt and said, "Well, anyhow, what can I do for you?"

Instead of springing his proposition the salesman said, "I would like very much to take a turn through the factory and see how you operate your plant, if you have no objection to my inspecting it. It is possible that I could show you how you can save from 15 to 25 per cent. of your operating expenses."

The manner in which this suggestion was delivered was so impressive that it had the effect of waking Mr. Blank out of his grouch, and he consented to escort the young man through the establishment.

Without making any direct attack upon the systems which were in use in the plant or assuming the attitude of a critic, the salesman managed to suggest measures which would mean a considerable saving in operating

expenses, without mentioning specifically the advantages of his own system. He instigated in the mind of the other a feeling of dissatisfaction with the present installation—showed where there was a great deal of waste that could be avoided, and aroused his escort to a sense of alarm at the prevalent condition of things in his plant. The advantage was entirely with the salesman because of his superior technical knowledge of the subject—he was dealing with a man who had been satisfied with a very general knowledge of operation and who had never been in the habit of comparing the relative merits of systems, figuring costs on a practical basis. This is just where the salesman's proficiency gave him a mastery of the situation. Before the tour of the factory was ended the gruff and glum proprietor had changed his tactics and had become eager to gain further information as to just where waste was occasioned in his present installation, and how this waste could be avoided. It only remained for the salesman to explain the advantages of the electric system and to book the order.

If he had gone to work on this prospect in the hammer-and-tongs fashion of some men whom I have known to go out after contracts he would merely have aroused the antagonism of his prospect and have heightened the latter's prejudices instead of dissipating them.

The trouble with many salesmen in our line is that they put themselves, their house, their proposition so much in the foreground that they antagonize the man with whom they are talking. His interests are altogether about himself, his house and his possible economy, and he can not be blamed if he has a club ready for anyone who proposes to take his order on the strength of what they wish, and not on the strength of his own convictions as to what he needs.

Good salesmanship consists not only in knowing your proposition and in making a clever and skillful approach, but in talking from the other man's point of view about his interests and necessity. There are big prizes for salesmen who have this faculty just as there are big prizes in any line of effort where a special talent is needed and where its development is rare.—Edward W. Lloyd in Salesmanship.

Sad Tale of a Marking Brush.

Seemed to be imbued with hustle and created quite a bustle when he came to town and opened up a store.

Quite regardless of expenses he bedecked whole miles of fences with a marking brush in lettering galore.

With a rubber stamp he printed fancy letter heads and squinted with delight in thinking how he'd saved his "chink."

Said he was too wise to squander precious money over yonder at the little shops that smelled of printer's ink.

Then he waited and he waited for the trade that seem belated, wore his trousers with much sitting through the seat,

And he wondered what attraction made the buyers all get action on his

advertising rival down the street.

With his pasteboard signs the niggard hid his store front all disfigured, telling of the many things he had to sell,

But the people all would eye 'em 'spiciously as they passed by 'em; seemed by looks to tell him he could go to — grass!

Now in state of sad dejection he is working on a section of the railroad for a dollar 'naff a day.

And his signs upon the fences and the other evidences of his business shrewdness(?) slowly fade away,

While his advertising rival shows again how the survival of the fittest is a rule the wide world o'er;

He is overrun with patrons, sons and daddies, maids and matrons, and is building an addition to his store.

This the lessons that it teaches: You may see the longed for peaches hanging on the business tree with bloom aflush.

But you never can secure them, can not from their places lure them with an awkward flourish of the marking brush;

You may placard all creation with a lampblack invitation for the gems to fall and 'round your trotters roll;

But your Cheap John schemes will fail you, to the cross will surely nail you; you must knock them with the advertising pole.

James Barton Adams.

Australian Frozen Mutton for Canada.

Some ten years ago a good deal of discussion was aroused in Ontario by the sending of frozen lamb from Australia to the Canadian market. For several years, past little or none of this meat has been coming in, but D. H. Ross, Canadian Commercial Agent in Australia, now reports that several thousand carcasses of frozen mutton and lambs have recently been sold in Australia for shipment to Vancouver and points east of the Rockies, and it is anticipated that quite a large trade will be developed.

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

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

Gripsack Brigade.

W. H. Schrader, of Cadillac, for the past sixteen years with Hammond, Standish & Co., has tendered his resignation and will devote all of his time to the U. S. Horse Radish Co. and the Vogt Provision Co., in which companies he is interested. His territory will be from Grand Rapids to Sault Ste. Marie.

John Millar (National Candy Co.) recently met with a peculiar experience on the Lake Shore. He was detained 13 hours by train 13 on the 13th day of the month, which also happened to be Friday. He was thus prevented from calling on 13 customers and booking 13 orders.

Mrs. O. C. Kelly is succeeded in the bakery business at 388 Jefferson avenue by E. H. Laughlin, formerly of Cadillac.

Harry C. Hagy, who has been connected with the sundry department of the Hazeltine & Perkins Drug Co. for the past five years, has resigned to accept a position as traveling representative for J. B. Williams & Co., of Glastonbury, Conn. Under the new arrangement, he will cover the large towns in Ohio, Michigan and Kentucky, seeing his trade about four times a year. Mr. Hagy is a young man of excellent habits and pleasing address and his promotion is a matter of congratulation among his friends.

Thirty-Four Factories Secured by Lansing.

Lansing, May 15—The Board of Directors of the Business Men's Association have taken action on a recommendation made to the Association by Secretary Jenison at the annual meeting in January. This recommendation was that the Association should secure a Secretary who could devote his entire time to the work of the Association. At the same time Mr. Jenison handed his resignation to the Board of Directors.

No action was taken, either at the annual meeting or at many subsequent meetings of the Board, as it was felt that the Association was not in shape financially to pay a sufficient salary to any man so that he could afford to spend his whole time in this work. When, two weeks ago, the Lansing Improvement Co. turned over to the Association its assets it was felt that something of the kind recommended by Mr. Jenison could be done. At the last meeting of the Board, Mr. Jenison's resignation was accepted contingent on the finding of a man who will take the place as Secretary of the Association. It is understood that the Directors have in view a person fitted for this office.

With the retirement of Mr. Jenison the Association passes into a new phase of life which, it is confidently believed, will mean still greater usefulness to the city than that of the past. Whatever it may do in the future, however, the Association can only build on the solid foundations that have been laid by the officers who have guided its fortunes and thus the fortunes of the city since its organization.

The Association was formed in January, 1901. Its first President was

Frederick Thoman, its first Vice-President and acting President was Harris E. Thomas, and its Secretary during the whole time until now has been O. A. Jenison. During this time thirty-four factories have been brought to the city. The story of their coming is too fresh in the memories of all to need the mention of the names, yet the bringing of the Oldsmobile works alone to Lansing has operated to the financial benefit of every person in the city. During those years, also, great conventions have been brought here and the whole city has shared in the good that comes to a city of such meetings held in it.

More than all this, however, there has been fostered, by those who have been in the work of the Association, a feeling of good fellowship among the business men of the city that has been worth more almost than the factories and business concerns. There is not another city in the State, it is said, where a meeting of busy men can be called at any time thought necessary that will be cheerfully attended by those who leave their business affairs to wait. That this can be done in Lansing is a constant surprise to men from other cities.

Testing the Sale-in-Bulk Law.

Lapeer, May 15—This city is the first place in the State to furnish a test case of the law regarding the sale of stocks of goods in bulk, passed by the last Legislature. The purpose of the law is to assure protection to wholesale houses in their dealings with retail merchants who are their debtors.

Shortly after the bill became a law Dayton A. Travis, of this city, sold his stock of groceries to Swift & Rice and did not give the required five days' notice. Howard W. Spurr & Co., coffee importers of Boston, had a bill against Travis and brought suit against Swift & Rice for the amount, in justice court. The case was decided in favor of Spurr & Co. Swift & Rice appealed to the Circuit Court, and Judge Smith decided in favor of Spurr & Co.

Now Swift & Rice refuse to abide by the Circuit judge's decision and the case will be appealed to the supreme court.

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

Buffalo, May 16—Creamery, fresh, 18@20½c; dairy, fresh, 15@18c; poor, 10@12c.

Eggs—Fresh candled, 17½c; at mark 17c; fancy white 18c.

Live Poultry—Broilers, 25@28c; fowls, 13@14; ducks, 16@17c; geese, 12@13c.

Dressed Poultry—Fowls, iced, 13@15c; young roosters, 14@16c; turkeys, 16@20c; old cox, 10@11c.

Beans—Pea, hand-picked, \$1.65; marrow, \$2.75@2.90; mediums, \$2@2.10; red kidney, \$2.60@2.75.

Potatoes—White, 65c per bu.; mixed and red, 60c.

Rea & Witzig.

It is an uncomfortable sensation to find some other man's initials in your umbrella.

Will Hold Annual Convention in Grand Rapids.

Lansing, May 15—An honor list has been established by the Michigan Retail Vehicle and Implement Dealers' Association, which was organized two years ago in this city. This list is to embrace those manufacturers and jobbers who sell to the regular dealers, the purpose of the Association being to taboo those manufacturers who sell direct to the consumer or to catalogue houses. The honor list will be furnished each member of the Association for reference. The first names were placed on the list at a meeting of the Executive Committee held here, a large number of manufacturers, it is said, agreeing to meet the requirements of the list.

At the last meeting of the Association in Jackson that city and Grand Rapids had an equal number of votes for the next meeting. A vote was taken by mail and Grand Rapids won out. The meeting will be held there Dec. 5 and 7.

The Association has 300 members, which is no more than one-third the whole number of regular dealers in the lines included. It was decided to put a man into the field to canvass for more members.

The Association is considering a plan of mutual insurance. It has a committee on the subject, which will prepare a report for the Grand Rapids meeting.

The Grain Market.

Wheat prices have been strong throughout the week, with a very good demand for the cash article, prices ranging about ½c per bushel stronger for the May and July options. The visible supply showed a decrease for the week of 2,495,000 bushels. The movement of grain from first hands has been light, farmers being busy with spring seeding. There have been some damage reports from the Southwest, and this, with delay in seeding in the Northwest and good cash demand, has kept the market very firm, especially for spot shipments.

Corn showed a decrease for the week of 1,081,000 bushels. The demand for quick shipments was very good but the supply rather short, prices crowding 55c for No. 3 yellow delivered Grand Rapids points from the South and West. Corn is inclined to grow, that is, get hot and out of condition, so that great care must be exercised in handling the same or loss will result.

Oats are in good demand, prices advancing ½@¾c this week. The visible supply showed a good healthy decrease of 2,486,000 bushels. The movement has been light and some Southern and Western oats are coming into the State.

L. Fred Peabody.

Involved Vociferosity.

"Gentlemen of the jury," erupted the attorney for the plaintiff, addressing the twelve peers who were sitting in judgment and on their respective shoulder-blades in a damage suit against a grasping corporation for killing a cow, "if the train had been running as slow as it should have been ran, if the bell had been rung

as it ought to have been rang, or the whistle had been blown as it should have been blew, none of which was did, the cow would not have been injured when she was killed!"

Schaberg Promoted from Secretary To President.

Kalamazoo, May 15—The Kalamazoo Retail Grocers' Association held their annual election of officers last night. The officers elected were as follows:

President—H. J. Schaberg.

Vice-President—W. A. Walsh.

Secretary—J. Flancher.

Treasurer—Frank Toonder.

The Executive Committee will consist of Sam. Hoekstra, Wm. Mershon, H. R. Van Bochove, Wm. Moerdyk and Oliver Rasmus.

H. J. Schaberg.

Hillsdale—The Automatic Door Rail Co. is being organized here for the purpose of manufacturing an automatic door rail and cap, invented and patented by J. S. Schlosser, of this city. The device has been manufactured in a small way and its utility and worth fully demonstrated. The company will erect buildings and manufacture on a large scale.

Battle Creek—Charles T. Allen, for many years the capable Secretary and energetic Treasurer of the Union Steam Pump Co., has retired from active duties in connection with the management of the corporation, the principal reason for his so doing being on account of his health, which has been undermined by his long and close application to the work required of him in the position he occupied. The deal involved the sale to the members of the board of about \$50,000 of stock, and by the transfer of the stock the control of the company is now in the hands of Charles E. Kolb, Lewis Anderson, Homer A. Latta, John Heyser, and Ila N. Moore. The above named gentlemen are among the city's most prominent and influential business men and the fact that they have acquired large interests in the Union Steam Pump Co. insures a bright outlook for its future progression in the field of commercial activity. Mr. Kolb is now the President of the company, while Homer A. Latta and Lew B. Anderson have been elected to the offices of Secretary and Treasurer, respectively. Mr. Heyser is Superintendent of the company and Mr. Moore is Vice-President.

Grayling—N. Michaelson is negotiating with the Gale Lumber Co., at West Branch, for the purchase of its mill, the company having cut about all of its timber and is winding up operations at West Branch. If the deal should be consummated about 15,000,000 feet of logs will be railed from Roscommon county to the mill and manufactured.

Holland—The Holland Shoe Co. has been incorporated with a capital stock of \$10,000, all of which is paid in. The company will engage in the manufacture of boots and shoes, its principal place of operation being in Chicago. The stockholders are Edward F. Carpenter, Edwin Sherman and John E. Telling.



Michigan Board of Pharmacy.
 President—Harry Helm, 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. Mann, Detroit; W. A. Hall, Detroit.

Attractive Window Displays for Druggists.

To put a strong advertisement for insect powder in the show window proceed after this fashion: Cover the window stage with green excelsior or green sawdust. In the center of the window space pitch a tent of canvas around three upright poles, Indian fashion. To the left of the tent stand a keg of insect powder, open, labeled, the word "powder" in much larger, more conspicuous letters than the word "insect." To the right of the tent stack several dozen insect guns. With stones and dry moss build a high mould in the right hand corner of the window and plant thereon a number of insect guns, all trained toward the observer. Raise a small flag on the hill bearing the battle cry: "Blank's Insect Powder for Bugs."

A low paling fence will serve as a suitable background. This can be easily and cheaply constructed of lath and two long strips of board. If one side of the fence be painted white and the other green, it may figure effectively in many displays and not tire the public with sameness. An artificial vine trained along the fence, and an old musket or two stood near the powder keg, would add a realism to the exhibit that might enhance its selling force. Tell price of powder in small and large quantities.

A novel display of stationery might be realized as follows: Make a number of small boxes, with lids, resembling the mail boxes outside the homes of rural residents in the districts favored by rural delivery. Fasten a dozen or more of these boxes to short 3x4 planks, stood upright in the window, a piece of board to serve as a base being nailed to the lower end of each post. To two or three of these posts secure three or four of these mail boxes. Mark each box with some fictitious name. Cover the bases of the posts and the floor of the window with green excelsior or green sawdust. Display boxed stationery on this, and rest a fine package of the same on each mail box. Shorten the strings of old letters used in the

"letter shower" and suspend them above the letter boxes. Stand in the background the picket fence of a former exhibit, and display a placard reading: "Stationery for rural delivery. Stationery for all occasions."

Bird seed and other supplies for birds in captivity may be appropriately displayed in the following manner: On empty boxes arrange long shelves of rough boards, painted red and blue, about 8 or 10 inches apart, reaching entirely across the window. On these shelves rest small boxes, painted the same color as the shelves, in which nests of excelsior or hay have been arranged so carefully as to make the deception striking. In each nest deposit a number of small candy eggs, about the size birds would lay. To the front of each nest-box tack a placard speaking of some article sold for the care of birds: bird seed, bird gravel, bird manna, bird food, etc. On the bottom of the window make an exhibit of these goods. A background of rough boards should be built, painted to correspond with the shelves. On top of this rest several small bird houses, such as are often seen in rural sections, made from boxes, with little openings for the birds to enter. If possible hang one or more caged birds over the exhibit.

Be Careful With Perfumery Schemes.

Retail druggists throughout the country have good reason to remember Iowa City, Iowa, as the home of wholesale jewelers who sold them goods last year, and in some instances sued the pharmacists to recover on promissory notes which the latter had signed under the impression that they were receipts. This item, therefore, will interest them very much:

"One of the biggest manufacturing deals made in Iowa City for many a day was closed when the Puritan Manufacturing Co. purchased the Cannon-Pratt perfume factory. The deal involves about \$100,000, and the entire plant will be removed to the Puritan's site in East Iowa City. The new owners will develop the business greatly."

The Puritan Co. was one of the concerns which made many sales to druggists. It developed in the trials that the Puritan Co. sold the acceptances at 20 per cent. off to the Johnson County Savings Bank, and that both concerns employed the Federal Collection Agency to make their collections. Here, apparently, were jewelry, bank and collection bureau in an alliance.

Now it seems that perfumery is to be added. It will do no harm for the officers of the N. A. R. D. to keep an eye on Iowa City. It may prevent the members from encountering unsatisfactory propositions should anybody in Iowa City try to duplicate the wholesale jewelry style of doing business.—N. A. R. D. Notes.

Make Your Goods Look Their Best.

A bargain sale will not go off better for the making of the goods to look cheap. Make the goods look their best—worth every cent you can; then make the price look cheap.

Three Formulas for Glycerin Jellies.

A lotion or jelly of almost any desired consistence may be made by using enough Irish moss. Mucilage of quince seed may be considerably thickened by evaporating some of the water. This procedure is not very satisfactory, as however made the mucilage does not keep well and it should be only employed in preparations for immediate use. In most of the toilet or cosmetic jellies the "body" consists of gelatin, starch, tragacanth, or similar substances, the amount used depending upon the stiffness or consistence of the preparation to be made. Here are formulas for glycerin jelly:

1.
 Glycerin 1 fluidounce
 Corn-starch 1 drachm
 Water 1½ drachms
 Otto of rose, or extract of white rose q. s.

Mix the starch, glycerin and water, and bring to the boiling point; when cold add the perfume and color if desired with solution of cochineal or red aniline.

2.
 Gelatin 1 ounce
 Glycerin 16 fluidounces
 Water 3 fluidounces
 Oil rose 2 drops
 Oil lavender flower 10 drops
 Soak the gelatin in the mixed glycerin and water for twelve hours, then heat on a water-bath until dissolved, and finally add the oils. Other odors may be employed.

3.
 Mucilage Irish moss (thick) 4 ounces
 Glycerin 6 fluidounces
 Distilled extract witch-hazel 4 fluidounces
 Cologne water 2 fluidounces
 Borax 30 grains
 Dissolve the borax in the witch-hazel extract, mix with three fluidounces of glycerin and with the cologne, and add slowly to the mucilage previously mixed with the remainder of the glycerin. After standing a few hours strain the mixture.

The Drug Market.

Opium—Is firm in the primary markets but unchanged here.

Morphine—Is steady.

Quinine—Is steady at the late decline.

Citric Acid—Is in a very strong position. Another advance is looked for.

Grain Alcohol—Shows an advance of 2c per gallon.

Castor Oil—Has been advanced 4c per gallon by the manufacturers.

Nitrate Silver—Has been advanced 1c per ounce on account of higher price for bullion.

Nitrate Strontia—Is in small supply and has been advanced.

Cubeb Berries—Are in a very firm position and are advancing.

Oil Orange—Has been advanced.

Oil Peppermint—The news of the damage to the crops has been confirmed and prices are very much higher.

Oil Pennyroyal—Is almost out of market and prices have been advanced.

Oil Cloves—Has again advanced on

account of higher price for the spice.

American Saffron—Has declined on account of arrival of new crop.

Gum Camphor—Is very firm and another advance is looked for.

Buchu Leaves—Are in small supply and are very firm and the price is advancing.

Cloves—Are very firm and have been advanced.

Gingers—All grades are tending higher.

The Druggist's Many Chances.

A druggist has many more chances than any other merchant. Some of the modern pharmacists are talking about throwing all accommodations out of their stores. So much the better for the fellows who continue to be obliging. Nobody can be absolutely independent. No merchant can run a store on a take-it-or-leave-it basis for very long without finding that it will be leave-it in most cases. Sell stamps; keep a directory; hand out calendars and almanacs; deliver goods; give a box of matches with cigars; do any and all of the things that a druggist has a chance to do, and do them cheerfully. It will pay—there is no doubt of that.

Circumstances Alter Cases.

Mrs. Dorcas—What does your husband do during the summer?

Mrs. Gayboy—That depends on whether I stay at home or go away to the country.

A Perfume

with a history and a distinctiveness without a peer.

Dorothy Vernon

Acknowledged as the most popular perfume on the American market. Sold by all jobbers or direct.

The
Jennings Perfumery Co.
 Grand Rapids, Mich.

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.

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@
Liq Potass Arsinat	10@ 12	Salacin	4 50@ 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@ 50	Whale, winter ..	70@ gal.
Magnesia, Sulph bbl	@ 1%	Sapo, W	12@ 14	Lard, extra	70@ 80
Manna, S F	45@ 50	Sapo, M	10@ 12	Lard, No. 1	60@ 65
Menthol	3 30@ 40	Sapo, G	@ 15	Linseed, pure raw	45@ 45
Morphia, S P & W2	35@ 60	Seidlitz Mixture	20@ 22	Linseed, boiled ..	46@ 46
Morphia, S N Y Q2	35@ 60	Sinapis	@ 18	Neat's-foot, w str	65@ 70
Morphia, Mal. ...	2 35@ 2 60	Sinapis, op	@ 30	Spts. Turpentine .	Market
Moschus Canton.	@ 40	Snuff, Maccaboy,		Paints	bbl. L.
Myristica, No. 1 ..	25@ 30	DeVoes	@ 51	Red Venetian	1% 2 @ 3
Nux Vomica po ls	@ 10	Snuff, S'h DeVo's	@ 51	Ochre, yel Mars 1%	2 @ 2
Os Sepia	25@ 28	Soda, Boras	@ 11	Ocre, yel Ber	1% 2 @ 3
Pepsin Saac, H &		Soda, Boras, po ..	@ 11	Putty, commerl 3%	2% @ 3
P D Co	@ 1 00	Soda et Pot't Tart	25@ 28	Putty, strictly pr2%	2% @ 3
Picis Liq N N N ½		Soda, Carb	1½@ 2	Vermillion, Prime	
gal doz	@ 2 00	Soda, Bi-Carb ..	3@ 5	American	13@ 15
Picis Liq qts	@ 1 00	Soda, Ash	3½@ 4	Vermillion, Eng. ...	75@ 80
Picis Liq pints. ...	@ 60	Soda, Sulphas ..	@ 2	Green, Paris	14@ 18
Pil Hydrarg po 80	@ 50	Spts, Cologne ..	@ 2 60	Green, Peninsular	13@ 18
Piper Nigra po 22	@ 18	Spts, Ether Co. ...	50@ 55	Lead, red	7¼@ 7¾
Piper Alba po 35	@ 30	Spts, Myrcia Dom	@ 2 00	Lead, white	7¼@ 7¾
Pix Burgum	@ 8	Spts, Vini Rect bbl	@	Whiting, white S'n	@ 90
Plumbi Acet	12@ 15	Spts, Vi'l Rect ½b	@	Whiting Gilders' ..	@ 95
Pulvis Ip'e et Opil	1 30@ 1 50	Spts, Vi'l R't 10 gl	@	White, Paris Am'r	@ 1 25
Pyrethrum, bxs H		Spts, Vi'l R't 5 gal	@	White's Paris Eng	
& P D Co. doz	@ 75	Strychina, Cryst'l	1 05@ 1 25	cliff	@ 1 40
Pyrethrum, pv ...	20@ 25	Sulphur Subl	2% @ 4	Universal Prep'd 1	10@ 1 20
Quassiae	8@ 10	Sulphur, Roll	2½@ 3½	Varnishes	
Quino, S P & W. 20	@ 30	Tamarinds	8@ 10	No. 1 Turp Coachl	10@ 1 20
Quina, S Ger	20@ 30	Cerebinth Venice	28@ 30	Extra Turp	1 60@ 1 70
Quina, N. Y.	20@ 30	Theobromae	45@ 50		

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

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	YEAST CAKE

1

ARCTIC AMMONIA

Doz.

12 oz oals 2 doz box

AXLE GREASE

Frazers

11lb. wood boxes, 4 dz.

11lb. tin boxes, 3 doz

3 1/2 lb. tin boxes, 2 dz.

10lb. pails, per doz.

15lb. pails, per doz.

25lb. pails, per doz.

BAKED BEANS

Columbia Brand

11lb. can, per doz.

21lb. can, per doz.

31lb. can, per doz.

BATH BRICK

American

English

BLUING

Arctic Bluing

Doz.

6 oz ovals 2 doz box

16 oz round 2 doz box

BROOMS

No. 1 Carpet

No. 2 Carpet

No. 3 Carpet

No. 4 Carpet

Parlor Gem

Common Whisk

Fancy Whisk

Warehouse

BRUSHES

Scrub

Solid Back 8 in.

Solid back, 11 in.

Pointed ends

Stove

No. 2

No. 1

Shoe

No. 8

No. 7

No. 4

No. 3

BUTTER COLOR

W. R. & Co.'s, 15c size

W. R. & Co.'s, 25c size

CANDLES

Electric Light, 8s.

Electric Light, 16s.

Paraffine, 6s.

Paraffine, 12s.

Wicking

CANNED GOODS

Apples

31lb. Standards

Gallon

Blackberries

Standards gallons

Beans

Baked

Red Kidney

String

Wax

Blueberries

Standard

Gallon

Brook Trout

21lb. cans, spiced

Clams

Little Neck, 11lb.

Little Neck, 21lb.

Clam Bouillon

Burnham's 1/2 pt.

Burnham's pts.

Burnham's qts.

2

Peas

Marrowfat

Early June

Early June Sifted

Peaches

Pie

Yellow

Pineapple

Grated

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

Standard

Russian Caviar

1/4 lb. cans

1/2 lb. cans

1 lb. cans

Salmon

Col'a River, tails

Col'a River, flats

Red Alaska

Pink Alaska

Sardines

Domestic, 1/4s.

Domestic, 1/2s.

Domestic, Must'd 5 1/2

California, 1/4s.

California, 1/2s.

French, 1/4s.

French, 1/2s.

Shrimps

Standard

Succotash

Fair

Good

Fancy

Strawberries

Standard

Fancy

Tomatoes

Fair

Good

Fancy

Gallons

CARBON OILS

Barrels

Perfection

Water White

D. S. Gasoline

76 Gasoline

87 Gasoline

Deodor'd Nap'a.

Cylinder

Engine

Black, winter

CEREALS

Breakfast Foods

Bordeaux Flakes, 36 1lb.

Cream of Wheat, 36 2lb.

Egg-O-See, 36 pkgs.

Excella Flakes, 36 1lb.

Excella, large pkgs.

Force, 36 2 lb.

Grape Nuts, 2 doz.

Malta Ceres, 24 1lb.

Malta Vita, 36 1lb.

Mapl-Flake, 36 1lb.

Pillsbury's Vitos, 3 doz.

Ralston, 36 2lb.

Sunlight Flakes, 36 1lb.

Sunlight Flakes, 20 lbs.

Vigor, 36 pkgs.

Zest, 36 2lb.

Crescent Flakes

One case

Five cases

Special deal until June 1.

One case free with ten cases.

One-half case free with 5 1/2 cases.

One-fourth case free with 2 1/2 cases.

Freight allowed.

Rolled Oats

Rolled Avena, bbl.

Steel Cut, 104 lb. sacks

Monarch, bbl.

Monarch, 100 lb. sacks

Quaker, cases

Cracked Wheat

Bulk

24 2 lb. packages

CATSUP

Columbia, 25 pts.

Columbia, 25 1/2 pts.

Snider's quarts

Snider's pints

Snider's 1/2 pints

CHEESE

Acme

Carson City

Peerless

Elsie

Emblem

Gem

Jersey

Ideal

Jocelyn

Riverside

Warner's

Brick

3

Leiden

Limburger

Pineapple

Sap Sago

Swiss, domestic

Swiss, imported

CHEWING GUM

American Flag Spruce

Lemon's Pepsin

Edam

Best Pepsin

Black Jack

Largest Gum Made

Sen Sen

Sen Sen Breath Perf.

Sugar Loaf

Yucatan

CHICORY

Bulk

Red

Eagle

Frank's

Schener's

CHOCOLATE

Walter Baker & Co.'s

German Sweet

Premium

Vanilla

Caracas

Eagle

COCOA

Baker's

Cleveland

Colonial, 1/4s

Colonial, 1/2s

Epps

Huyler

Van Houten, 1/4s

Van Houten, 1/2s

Van Houten, 1s

Webb

Wilbur, 1/4s

Wilbur, 1/2s

COFFEE

Rio

Common

Fair

Choice

Fancy

Santos

Common

Fair

Choice

Fancy

Peaberry

Maracaibo

Fair

Choice

Mexican

Guatemala

Choice

Java

African

Fancy African

O. G.

P. G.

Arabian

Mocha

Package

New York Basis

Arbuckle

Dilworth

Jersey

Lion

McLaughlin's XXXX

McLaughlin's XXXX sold

to retailers only. Mail all

orders direct to W. F.

McLaughlin & Co., Chicago.

Extract

Holland, 1/2 gro boxes

Felix, 1/2 gross

Hummel's foil, 1/2 gro.

Hummel's tin, 1/2 gro.

CRACKERS

National Biscuit Company

Brand

Butter

Seymour, Round

New York, Square

Family

Salted, Hexagon

Soda

N. B. C. Soda

Select Soda

Saratoga Flakes

Zephyrettes

Oyster

N. B. C. Round

N. B. C. Square, Salted

Faust, Shell

Sweet Goods

Animals

Atlantic, Assorted

Bagley Gems

Belle Isle Picnic

Brittle

Cartwheels, S & M.

Currant Fruit

Cracknels

Coffee Cake, N. B. C.

plain or iced.

Cocoa Bar Taffy

Cocoa Bar

Chocolate Drops

Cocoa Nut Drops

Cocoa Nut Honey Cake

Cocoa Nut H'y Fingers

Cocoa Nut Macaroons

6	7	8	9	10	11
HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 26 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 60 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 5 60 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 65 Bulk, 2 gal. kegs. 1 60 Bulk, 5 gal. kegs. 1 55 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. 632 Tourist whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co. s. 3 00 PROVISIONS Barreled Pork Mess 16 00 Fat Black 14 00 Short Cut 14 25 Bean 13 00 Pig 20 00 Brisket, clear 15 00 Clear Family 13 00 Dry Salt Meats S P Bellies 10 1/2 Bellies 10 1/2 Extra Shorts 8 1/2 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. 11 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 5 1/2 80 lb. tubs, advance 1 1/2 60 lb. tubs, advance 1 1/2 50 lb. tubs, advance 1 1/2 20 lb. pails, advance 1 1/2 10 lb. pails, advance 1 1/2 5 lb. pails, advance 1 1/2 3 lb. pails, advance 1 1/2 Sausages Bologna 5 Liver 4 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 1/4 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 3/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef rounds, set 16 Beef middles, set 45 Sheep, per bundle 7 Uncolored Butterine Solid dairy 19 Rolls, dairy 10 1/2 11 1/2	Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 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 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. 3 00 Wyandotte, 100 %s 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 25 10 1/2 lb. sacks 1 90 55 lb. sacks 30 28 lb. sacks 15 Warsaw 55 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 55lb. sacks 20 Common Granulated, fine 80 Medium fine 85 SALT FISH Cod Large whole 6 1/2 Small whole @ 6 Strips or bricks. 7 1/2 @ 10 Pellock @ 3 1/4 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 @ 80 Round, 100lbs 7 75 Round, 40lbs 1 75 Scales 13 Trout No. 1, 100lbs 7 50 No. 1, 40lbs 3 25 No. 1, 10lbs 90 No. 1, 8lbs 75 Mackerel Mess, 100lbs 13 50 Mess, 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 55 No. 1, 8 lbs. 1 1/2 Whitefish No. 1 No. 2 Fam 100lb. 5 50 4 50 50lb. 5 00 2 40 10lb. 1 10 60 8lb. 90 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 5 Cardamom, Malabar. 1 00 Celery 15 Hemp, Russian 4 1/2 Mixed Bird 4 Mustard, white 8 Poppy 9 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 8 10 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap 4 00 A. B. Wrisley 4 00 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. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gross lots 4 50 Sapolio, single boxes 2 25 Sapolio, hand 2 25 Scouring Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyana. 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singap. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochlin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singap. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb packages 4 05 3lb packages 4 1/2 6lb packages 5 1/2 40 and 50lb. boxes 2 1/2 @ 3 1/2 Barrels @ 2 1/2 Common Corn 20lb packages 5 40lb packages 4 1/2 @ 7 SYRUPS Corn Barrels 23 Half Barrels 25 20lb cans 1/4 dz in case 1 70 10lb cans 1/4 dz in case 1 65 5lb cans 2 dz in case 1 75 2 1/2lb cans 2 dz in case 1 80 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 32 Basket-fired, fancy 38 Nibs 22 @ 24 Siftings 3 @ 11 Fannings 12 @ 14 Gunpowder Moynue, medium 30 Moynue, choice 32 Moynue, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 54 Hiawatha, 5lb pails. 55	Telegram 24 Pay Car 23 Prairie Rose 49 Protection 49 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head 7 oz. 47 Spear Head, 1 1/4 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Tody 34 J. T. 38 Piper Hedsick 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 23 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Mylene Navy 44 Yum Yum, 1 1/4 oz. 39 Yum Yum, 1lb. pails 40 Cream 23 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Flow Boy, 1 1/4 oz. 39 Flow Boy, 3 1/4 oz. 39 Peerless, 3 1/4 oz. 35 Peerless, 1 1/4 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz, 8oz 20-22 Silver Foam 24 Sweet Maile 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 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. 12 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 60 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large. 7 00 Willow Clothes, med. m. 6 00 Bradley Butter Boxes 2lb size, 34 in case 72 3lb size, 16 in case 68 5lb size, 12 in case 68 10lb size, 6 in case 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 70 Clothes Pins Round head, 5 gross bx 55 Round head, cartons 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 85 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12 lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-heep Standard 1 00 3-heep Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Bureka 3 35 Bureka 3 35	Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes 22 Mouse, wood, 4 holes 45 Mouse, wood, 6 holes 70 Mouse, tin, 5 holes 65 Rat, wood 80 Rat, spring 75 Tubs 20-in., Standard, No. 1. 7 00 18-in., Standard, No. 2. 6 00 16-in., Standard, No. 3. 5 00 20-in., Cable, No. 1. 7 50 18-in., Cable, No. 2. 6 50 16-in., Cable, No. 3. 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 12 in. Butter 1 15 13 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 12-15-17 2 25 Assorted 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white 2 1/2 Fibre Manila, colored 4 No. 1 Manila 4 Common Manila 2 Butcher's Manila 2 1/2 Wax Butter, short cut. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 00 Yeast Foam, 1 1/2 doz 58 FRESH FISH Per lb. Jumbo Whitefish @ 13 No. 1 Whitefish @ 10 1/2 Trout @ 13 1/2 Halibut @ 10 Clasoes or Herring. @ 5 Bluefish. 10 1/2 @ 11 Live Lobster @ 35 Boiled Lobster @ 35 Cod @ 10 Haddock @ 8 Pickle @ 10 Pike @ 8 Perch, dressed @ 12 1/2 Smoked White @ 14 Red Snapper @ 8 Col. River Salmon. @ 14 Mackerel 15 @ 16 OYSTERS Cans Extra Selects Per can F. H. Counts 28 F. J. D. Selects 35 Selects 30 Perfection Standards 25 Anchors 25 Standards 22 Bulk Oysters Per Gal. F. H. Counts 1 75 Extra Selects 1 75 Selects 1 75 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 Lambs 60 @ 1 40 Shearlings 40 @ 1 25 Tallow 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 Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Old Time Sugar stick 29 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 9 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 Blas Goodies 12 Lozenges, plain 10 Lozenges, printed 11 Champion Chocolate 11 Eclipse Chocolates 12 Eureka Chocolates 12 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 11 Ital. Cream Opera 17 Ital. Cream Bon Bons 30lb pails 11 Molasses Chews, 15lb. cases 13 Molasses Kisses, 10 lb. box 12 Golden Wafers 13 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 61 H. M. Choc. Drops. 55 H. M. Choc. Lt. and Dark No. 13 1 00 Bitter Sweets, ass'd. 1 25 Brilliant Gums, Cryso. 30 A. A. Licorice Drops 30 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Butter 55 Hand Made Cr'ms 50 @ 55 Cream Buttons, Pep- and Wintergreen. 65 String Rock 60 Wintergreen Berries. 60 Old Time Assorted, 25 lb. case 2 75 Buster Brown Goodies 20lb. case 3 50 Up-to-Date Assmt. 25 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 18 00 Kalamazoo Specialties Hanselman Candy Co. Chocolate Malze 18 Gold Medal Chocolate Almonds 18 Chocolate Nugatines 18 Quadruple Chocolate 15 Violet Cream Cakes, bx 90 Gold Medal Creams, pails 12 1/2 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 00 Checkers, 5c pkg, case 3 00 Pop Corn Balls, 200s 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 aft shell 15 @ 16 Brazil 12 @ 13 Filberts 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 Cocoanuts @ 5 Chestnuts, New York State, per bu Shelled Spanish Peanuts. 6 1/2 @ 7 1/2 Pecan Halves @ 52 Walnut Halves @ 35 Filbert Meats @ 25 Alicante Almonds @ 33 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns. 5 1/2 Roasted Choice, H. P. Jbo. 6 1/2 Choice, H. P. Jum- 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
1/4 lb. cans, 4 doz. case.. 85
1 lb. cans, 3 doz. case 1 60



Royal
100 size 90
1/4 lb cans 1 35
6oz. cans 1 90
1/4 lb cans 2 50
1/4 lb cans 3 75
1 lb cans 4 80
3 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



S. J. Johnson Cigar Co.'s bd
Less than 500. 23
500 or more 32
1,000 or more 31
Werden Grocer Co. brand
Ben Hur

Perfection 35
Perfection Extras 35
Londres 35
Londres Grand 35
Standard 35
Puritanes 35
Panatellas, Finas 35
Panatellas, Book 35
Jockey Club 35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb pkg. per case 2 60
85 1/4 lb pkg. per case 2 60
85 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
Chucks 4 5
Plates 3 8
Livers 3 8

Pork.

Loins @ 9
Dressed @ 8
Boston Butts @ 8
Shoulders @ 7 1/2
Leaf Lard @ 6 1/2

Mutton
Carcass 8 1/2
Lamb 8 1/2

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 29

Jute
60ft. 75
72ft. 90
90ft. 1 05
120ft. 1 50

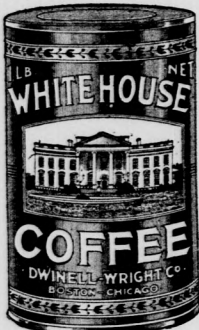
Cotton Victor
50ft. 1 10
60ft. 1 25
70ft. 1 60

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, 11b.
White House, 21b.
Excelsior, M & J, 11b.
Excelsior, M & J, 21b.
Tip Top, M & J, 11b.
Royal Java
Royal Java and Mocha
Java and Mocha Blend
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

CONDENSED MILK



4 doz. in case

Gall Borden Eagle 6 40
Crown 5 90
Champion 4 52
Daisy 4 70
Magnolia 4 00
Challenge 4 40
Dime 3 35
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/4 to 1 in 6
1 1/4 to 2 in 7
1 1/4 to 3 in 9
1 1/4 to 4 in 11
2 in 15
3 in 20

Cotton Lines

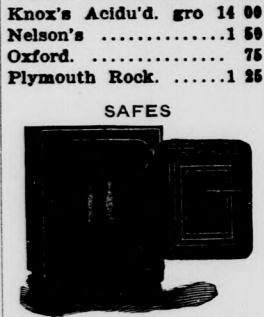
No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 13
No. 8, 15 feet 15
No. 9, 15 feet 20

Linen Lines
Small 20
Medium 26
Large 34

Poles
Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE
Cox's 1 qt. size 1 10
Cox's 2 qt. size 1 61
Knox's Sparkling, doz 1 20
Knox's Sparkling, gro 14 00
Knox's Acidu'd. doz 1 20
Knox's Acidu'd. gro 14 00
Nelson's 1 50
Oxford. 75
Plymouth Rock. 1 25

SAFES
Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP
Beaver Soap Co.'s Brands



100 cakes, large size.. 6 50
50 cakes, large size.. 3 25
100 cakes, small size.. 3 85
50 cakes, small size.. 1 95

Tradesman Co.'s Brand.



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large 3 75
Halford, small 2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest. Because our service is the best.

Because our goods are always exactly as we tell you they are. Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

BUTLER BROTHERS

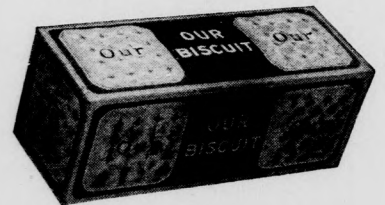
Wholesalers of Everything—By Catalogue Only
New York Chicago St. Louis

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.

"Quality"



Best 5c package of Soda Biscuit made

Manufactured by
Aikman Bakery Co.
Port Huron, Mich.

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Use
**Tradesman
Coupon
Books**

Made by
Tradesman Company
Grand Rapids, Mich.

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—Best flouring mill in Shiawassee County, 3 stories and basement, brick and stone. Complete sifter system. Capacity 100 barrels. Snap if taken quick. Part cash, balance on time. Write for particulars or come and see B. H. Chadwick, Vernon, Mich. 747

For Sale—New brick store or stock. Best town in the Thumb. If interested write Lock Box 74, Cass City, Mich. 746

For Sale—First-class millinery business to sell at once, in city of 15,000 inhabitants, on one of the central business corners of the city, carrying a stock of \$2,500; nice, clean, fresh stock; first-class. Established trade and paying; on the Chicago, Rock Island R. R.; also C. E. & Co. Branch and Illinois Valley Interurban in the county seat, in the largest county of the State, except Cook County. Loss of health compels. Address A. T. Bartsch, Ottawa, Ill. 745

To Rent—The best store in the best location in Sturgis, Michigan. Suitable for dry goods or grocery. Store is large. Address Lock Box 221, Sturgis, Mich. 739

To Let—After February 1, 1908, a large store, 105x100 feet, heart of principal street in Brockton, Mass. Population 50,000, trade center of 150,000; store now occupied by James Edgar Co., dry goods, and known as the Boston Store. Apply to the landlord, Henry L. Bryant, 172 Main St., Brockton, Mass. 737

Bookkeeper and cashier with \$2,000 can get half interest in best business in Michigan. Address No. 735, care Michigan Tradesman. 735

For Sale—Grocery stock doing \$2,200 monthly. Cheap rent. Good stock, best opening in Michigan. Address No. 736, care Michigan Tradesman. 736

Wanted—Partner in well established hardware business. A first-class mechanic desired. Address No. 733, care Michigan Tradesman. 733

We collect accounts anywhere in 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. 721

Want to buy bazaar store. Box 295, Shelby, Mich. 722

A chance of a lifetime; well-equipped machine shop and foundry; good location; will sell cheap if sold at once. For particulars write to E. L. Gonyer, Mendon, Mich. 723

For Sale—Meat market, slaughter house, dwelling, barn, 12 acres land, two teams horses, 70 head cattle, 50 hogs. Will sell all or part. Box 177, Knox, Ind. 724

For Sale or Exchange—Forty barrel mill in good order, five blocks from depot on main street; gasoline power; nearest mill 18 miles; best wheat country; all wheat at the mill door. A good chance for the right party. Good reason for selling. Address Pernt Bros., Artesian, S. D. 725

Wanted—A reliable and experienced man to purchase a half interest in a wholesale and retail liquor business. About \$2,500 is required; purchaser to take full charge of the business. A splendid opportunity. Address Box 815, El Reno, O. T. 726

For Sale—Two improved air-line cash carriers, used less than a year; cost \$35 per station; will sell for \$15 per station. The Globe Store, Traverse City, Mich. 727

For Sale—Finest farms on earth for \$50 to \$85 per acre; neighborhood of Carthage, Webb City, Carterville and Joplin. Write for my booklet, free. E. T. Harkrader, Joplin, Mo. 728

For Sale—200 good farms in Carroll Co., Mo. For wheat, corn and grasses, can not be surpassed. I have them in tracts from 40 to 640. I also do a general exchange business. Write J. H. Collier & Co., at Tina, Mo., for description and price. 730

For Sale—General merchandise stock (no dry goods), in good condition; well to do farmer trade; invoice \$11,000; occupy our own brick building, 40x90, with cellar; located in heart of corn belt; friendly competition; doing heavy business; cash only considered; will sell or rent building. Address Box 366, Otterbein, Ind. 731

United States patent for sale; will sell at sight in hotels, barber shops, dwellings and public institutions. Apply to Doyle & Lusty, West Lorne, Ont., Canada. 732

For Sale—Drug store and physician practice. Store sales daily average \$23. Practice \$2,500 a year. Sold separate if desired. One of best towns in State. Never offered before, but outside interests demand all of time. Address Drawer B, Alma, Mich. 748

For Sale—Restaurant and ice cream plant, both doing good business; good reason for selling. Address C. & S., Charlotte, Mich. 734

Wanted—To correspond with all kinds of saw mill, planing mill, box factory, sash and door, shingle, lath and woods men, who could take some stock in one of the finest lumber manufacturing concerns on the Pacific coast, where every man employed has money invested in proposition. Address Lock Box, 189, Portland, Ore. 740

Wanted—General or grocery stock in exchange for farming lands. Jas. J. Savage, Midland, Mich. 717

Wanted—Information concerning first-class location for drug store in Michigan town of about 1,000 inhabitants. Will buy nice clean stock or put in one if right location is secured. Address No. 715, care Michigan Tradesman. 716

For Sale At a Bargain—Best paying general store in a good R. R. town of 800. Town is adjacent to one of the best farming communities in Michigan. Last year's sales, \$35,000. More opportunities in the Upper Peninsula of Michigan to make money than any other equal area in U. S. Write for particulars. Chas. D. Symonds, Powers, Menominee County, Mich. 715

For Sale—Grocery and only bazaar stock in hustling town, also new store building. Would consider good real estate or exchange for good farm. Address No. 714, care Michigan Tradesman. 714

For Sale—The finest saw mill proposition in the South to-day, controlling absolutely 500 million feet of the finest longleaf yellow pine timber, with 300 million feet more available, with a freight rate of 6 cents per 100 pounds to Jacksonville or Fernandina. One 40 M. per day mill now in operation, with contract for 100 M. per day double band sawmill ready by January 1. The finest railroad proposition in the State in connection with this property. Any one interested in a large timber proposition and a going business, address Box No. 391, Savannah, Ga. 713

If you want a safe, solid investment, buy our stock. Will earn 50 per cent yearly. Capitalization \$50,000, 500 shares \$100 each. 300 shares for sale, four equal monthly payments. Bank of Montreal, Regina, Saskatchewan, Trustee. We own hundred million feet choice timber. Need capital. Big demand for lumber, prices good. Write us for prospectus. This is a rare opportunity. Small capitalization, big profits. G. A. Hunt Lumber Co., Kitchener, British Columbia. 710

For Sale—Lumber, wood and coal yard. Only coal and wood yard in town. Good business. Address No. 709, care Michigan Tradesman. 709

For Sale—Hardware stock. Owing to loss of health, I am obliged to offer for sale my entire stock of hardware and furniture, also store building. Stock will inventory about \$6,000. This store has always done the leading hardware and furniture business in this part of the State. An excellent opportunity for anyone desiring to engage in this line of business. Frank H. Gibos, Coleman, Mich. 708

For Sale—Good stock notions, invoicing about \$3,000. Wish to sell or exchange at once. Located in town of 2,800, two railroads. Write for particulars to Lock Box 783, Hudson, Mich. 701

For Sale—Bazaar stock of fixtures. No old stock. Invoices about \$3,000. Best of reasons for selling. Address No. 700, care Michigan Tradesman. 700

For Sale—Racket store in a hustling town in Southern Michigan. Cheap rent, fine location, 3,000 population. A snap for someone. Address "M", care Michigan Tradesman. 699

Cash, for your real estate or business, no matter where located. If you desire a quick sale, send us description and price. Northwestern Business Agency, 43 Bank of Commerce Building, Minneapolis, Minn. 698

For Sale—Drug stock, located in one of the best residence sections of the city. Corner store on street car line. Up-to-date stock and fixtures. New 20th Century soda fountain. Will sacrifice. Other business interests. Address A. B. C., 105 Ottawa St., City. 697

Good opening for flour mill. Special inducement to right party. For particulars, address Box 3, Crystal, N. D. 703

Good saw mill with 5 millions of saw timber and good market for same. Also 21,000 acres good farming land, for \$2 per acre. Address W. G. Ogle, Box 111, Las Vegas, New Mexico. 705

Dry goods stock, established 25 years, in best college town of 8,000 people in State. Largely staple, will invoice \$12,000. Can reduce. Will take part in clear productive real estate. Easy terms on balance. Address No. 704, care Michigan Tradesman. 704

For Sale—Stock of drugs and fixtures in first-class town of 2,000 inhabitants. Inventory about \$2,500. Good trade and will bear investigation. Write R. G. F., care Hazeltine & Perkins Drug Co., Grand Rapids, Mich. 702

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 a Bargain—A swing or, in other words, merry-go-round. This machine is practically new, used but little. Cost \$2,000. In No. 1 condition. Music furnished by German pipe organ. Has 16 horses, four zebra, four deer and four double seats. All hand-carved. Gasoline or horse power. On account of other business just purchased, will take \$850. Must be cash. No deal. For particulars address L. B. L., Box 693, Carson City, Mich. 689

For Sale—If sold by first of June, a chance to get into an old-established business. Twelve years in one place. Two stores in good location. Rent cheap. New and second-hand goods. Will sell or trade. Stock will invoice about \$1,100. Will sell for less than half of the invoice. Sales from \$15 to \$25 per day. Sickness, cause for selling. Address No. 694, care Michigan Tradesman. 694

Stock of hardware for sale in good lively town in Central Michigan. Population 2,000. Fine store, building and fixtures. Stock will inventory about \$15,000, and can be bought at local discount. Clare Hardware Co., Clare, Mich. 684

Wanted—To buy for cash, general stock or stock clothing or shoes. Address Lock Box 435, Galesburg, Ill. 682

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—Drug stock and building. Stock and fixtures, \$2,000, time on building. Sales last year, \$7,002. Address No. 621, care Tradesman. 621

For Sale—Stock of groceries and fixtures at a bargain. Invoice \$1,000. No trades. Address Lock Box 133, Charlevoix, Mich. 663

Planing Mill For Sale—A well equipped plant with good trade and location. Address F. R. Myers, Rochester, Ind. 643

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—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

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

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. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

Wanted—To buy a clean stock of general merchandise or clothing, \$5,000 up. Address Laurel, care Michigan Tradesman. 552

For Sale—Stock of general merchandise in Howard City. Apply to W. S. King, Howard City, or W. H. Bradley, Trustee, Greenville. 625

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

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

Bids and offers on wheat, send for particulars of our "Successful System" of trading in same. S. M. Adams & Co., 556, 265 La Salle St., Chicago, Ill. 683

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—Young man desires position, preferably in Grand Rapids, as collector or clerk in grocery or general store. Experienced clerk. Best of references. Address No. 741, care Michigan Tradesman. 741

Wanted—Position as shoe clerk or manager. Fifteen years' experience. Address No. 681, care Michigan Tradesman. 681

HELP WANTED.

Clerk Wanted—Man experienced in dry goods, shoes and gents' furnishings. Give age, experience, salary expected and references. Address Box 27, Saugatuck, Mich. 742

Clerk Wanted—Good grocery man at once. Must be experienced. State age, salary wanted and references. Address Box 27, Saugatuck, Mich. 743

Wanted—Experienced men to take charge of established profitable business that can invest in the business from \$2,000 up. Over \$100,000 annual business. Write or call on A. K. Tweto, Abercrombie, N. D. 744

Wanted—Good salesman to handle high-grade line of mattresses as sideline in Indiana and Michigan. Address Perfection Mattress Co., South Bend, Ind. 738

Wanted—Responsible man to manage branch office of a large Cereal Manufacturing Company, operating in every state in the Union. A complete line of attractive and fast-selling cereals. Liberal salaries and commissions paid. References and an investment of \$1,000 required. Address Secretary, Minneapolis Cereal Co., Nicollet Island, Minneapolis, Minn. 729

Clerk Wanted—Dry goods, cloak and carpet man. Give time with each employer, age and wages wanted. Box 107, Charlotte, Mich. 707

AUCTIONEERS AND TRADERS.

H. C. Ferry & Co., Auctioneers. The leading sales company of the U. S. We can sell your real estate, or any stock of goods, in any part of the country. Our method of advertising "the best." Our "terms" are right. Our men are gentlemen. Our sales are a success. Or we will buy your stock. Write us, 324 Dearborn St., Chicago, Ill. 490

Want ads. continued on next page.

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...without...

Chloroform,
Knife or Pain

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

THE GERMANIZING PROCESS.

The recent activity of the Germans in the commerce of Central and South American countries, taken in connection with the recently displayed eagerness of the German Emperor to secure and establish colonies of Germans in foreign countries, has started a notion that the German authorities are engaged in a systematic movement, by means of the emigrants sent to those countries, to acquire first control of commerce and public improvements, and finally of public affairs and political machinery.

Baron Speck Von Sternberg, Imperial German Ambassador to this country, has undertaken in a paper in the North American Review for May to controvert and dispel such a notion. He appeals to the official records to show that in 1852, Germans, to the number of 145,918, and in 1854, to the number of 215,009, went to the United States alone. In 1872, just after the unification of the Empire, the grand total of German emigration amounted to 128,152; in 1873, to 110,438; in 1881, to 220,902; in 1882, to 203,585 persons. During the years succeeding 1882 up to 1892 the figures, in the average, still surpass 100,000, but since then they have shown a notable falling off. Thus, only 22,309 in 1900; 22,073 in 1901; 32,098 in 1902; 36,310 in 1903; 27,984 in 1904, were recorded as having gone from Germany to lands beyond the seas.

American statistics are quoted to show that the influx of Germans into the Union during the period of 1826 to 1870 amounted to 2,368,483, and during the period 1820 to 1903 to 5,138,091, or 25 per cent. of the alien arrivals in this country. The Federal census of 1900 places the number of native Germans in the United States at 2,663,418, against a total population of 75,693,734.

The German element in the population of the United States is of a most desirable character and could not be better, no matter what country might supply it, but, of course, nobody ever supposed that there would be any subjugation of the United States by German immigrants. They can not come here in too great numbers. But it is in the thinly populated countries of South America that they might by possibility obtain control.

In Brazil, which has a total of 14,000,000 inhabitants, there are many Germans, and in the two southern provinces of Santa Catharina and Rio Grande do Sul they number about 200,000. According to the Baron, German migration to Brazil began in the twenties of the past century. Great difficulties were encountered by the early settlers; with characteristic German perseverance they plodded along, and soon established the fact of the vitality of their settlements. In South Brazil, especially, a portion of these settlements have attained a high degree of prosperity. Reaching there, as a rule, with hardly any means, these sturdy Teutons have gradually built up for themselves a safe and comfortable livelihood. Germans in speech, Brazilians in citizenship, they have founded scores of thriving colonies.

Argentina has a large foreign popu-

lation, but it is composed chiefly of Italians and Spaniards. As to the other South American states the foreign element is not great, and the danger of Germanizing or Europeanizing South America is not imminent. The country is capable of containing many hundred million of population, and there will be room there for centuries to come.

LONG SESSION IN PROSPECT.

When the present session of Congress started, work was undertaken with a vim that pointed to the prospect of business being speedily dispatched and an early adjournment. At Christmas it was predicted that the session would not extend beyond May 15.

Despite this brilliant start, there is now small prospect of an early adjournment. Since the Christmas holidays the movement made has been by no means encouraging. But slow progress has been made with the big appropriation bills. Some of them have not yet been presented to the House of Representatives, one of the delayed bills being the naval appropriation measure, which always consumes considerable time, owing to the differences of opinion that usually develop relative to the programme of naval increase.

Aside from the appropriation bills Congress has so far failed to dispose of the Rate Bill, the Statehood Bill and several other important bills, including the Panama Canal measures, which it is understood Congress must determine. Another month, at least, will be needed to dispose of the appropriation bills, which would carry the time of adjournment to June 1, but if any of the controversial general measures, such as the Statehood Bill, are taken up, there is no telling how much beyond June 1 the session will last.

It is said that Speaker Cannon has warned members of the House of Representatives that unless business is expedited there is a good prospect of the session lasting all summer. As Washington is not the pleasantest place in the world to spend the summer in, it is hoped this threat will have the desired effect and stir Congressmen into renewed activity. There is a great deal too much absenteeism from duties in connection with the business of Congress on the part of Congressmen, and these frequent absences undoubtedly delay the transaction of public business. As Congressmen are paid like other Government officials, there is no reason why they should not be at their posts of duty or forfeit their pay while absent. If absenteeism meant loss of pay there would be much less of it to complain of.

Many Americans visiting the British Isles now have automobiles for a rush tour. The average charge is \$250 per week, in which time tourists can cover more ground than they otherwise could in a month. But such a tour wouldn't be much better than looking at moving pictures.

They who borrow trouble gradually get into the habit of adopting it for their own.

NEW LINES OF WORK.

Progress and changes are continually providing new employments. For example, it is not so very long ago that there was no such position as that of motorman on an electric car. There were drivers on horse cars, to be sure, but there are a great many more motormen than there ever were drivers. The introduction of electricity as a motive power has occasioned large development and millions upon millions of money have been invested in building roads that never could have been operated by horses. Nowadays the trade of motorman is a very common one and affords employment that has its attractions in work and wages and the country over employs a very large number of men. There are numerous other inventions and appliances that have come into very common use in recent years, all of them, such as the telephone, for instance, having long lists of employees doing work that was never heard of and never thought of only a comparatively few years ago.

The general introduction of the automobile is a very marked instance in point. The business of manufacturing them gives profitable employment to tens of thousands of men who must be skilled mechanics and who, so long as the demand remains as brisk as it is now, can work as many hours and days as they see fit. The factories are all busy and are glad to get good mechanics. Not every community has an automobile factory, but every city of any size has a great many whiz wagons and the number is annually increasing. There must be a garage for their care and treatment—and in the present state of the art they need a good deal of both. The best way for those who can afford it is to employ a chauffeur, and here is a new employment which is certainly attractive, where numerous pleasant features accompany the task. It offers a good field for steady, reliable young men mechanically inclined. A good chauffeur must not only be sober and level headed, with an excellent degree of intelligence, but he must also be something of a machinist and especially familiar with the mechanism and internal apparatus of the automobile he drives. Whatever the faults or failures of these vehicles they have their good points, and among them is that they afford work and wages for a very large number of people, a number, by the way, that at least for some time to come is bound to be annually increasing.

FAULTY INFORMATION.

A few days ago a teacher very high up in the ranks of Grand Rapids public schools was riding in a Lyon street car and talking with another and a subordinate teacher as to Detroit and Cleveland. The subordinate remarked that she had heard from various and authentic sources that there was "so much politics in the school system of Detroit that it was made very uncomfortable for teachers." The other one responded: "That is true and besides Cleveland is twice as large as Detroit, which is about as large again as Grand Rap-

ids—so that the Ohio city is much more preferable than either." Two lessons are taught by these comments. One is that Detroit's School Board's reputation, justly earned, has gone out beyond the limits of that city, and the other is that a Grand Rapids teacher in a responsible position knows very little as to the relative population of the cities of Grand Rapids, Detroit and Cleveland.

Manual training, the arts and crafts, the spiral system of arithmetic and psychology are educational essentials beyond question, but they do not wipe out the fact that Cleveland has about 400,000 population, Detroit about 300,000 and Grand Rapids about 100,000—knowledge which might with advantage to our local school system be possessed by our teachers.

Have you ever thought of how many different kinds of insurance there are? Here is a list that appeared recently in The Insurance Press: Fire, life, safe, rents, theft, credit, patent, marine, tornado, accident, burglary, sprinkler, lightning, plate glass, transportation, tourists' baggage, bank and messenger, robbery, tailors' and furniture floaters, physicians' and druggists' liability, travelers' samples, fidelity, official, guaranteed attorneys' department, contract, judicial and court bonds, teams, health, postal elevator, casualty, flywheel, leaseholds, automobile, contingent, steam boiler, landlords' liability, workmen's collective, liquor dealers' license, general liability, hold-up insurance, bank accounts.

Secretary Metcalf of the department of commerce and labor, who went to San Francisco to represent the federal administration and to assist in bringing order out of chaos, caused by the earthquakes, is credited with one most important achievement. In response to his appeal, the labor unions have promised not to demand increased pay. Such a demand at such a time would have seriously increased the difficulties of the situation.

The Canadians agree with the Americans that it would be sheer sacrilege to destroy the scenic effect of Niagara Falls, and the prospects are encouraging for the adoption of an international treaty that will limit the use of the water for power purposes.

There is no wine in the world so exhilarating as the cordial called success.

Diamonds of thought are not carved with cutting remarks.

BUSINESS CHANCES.

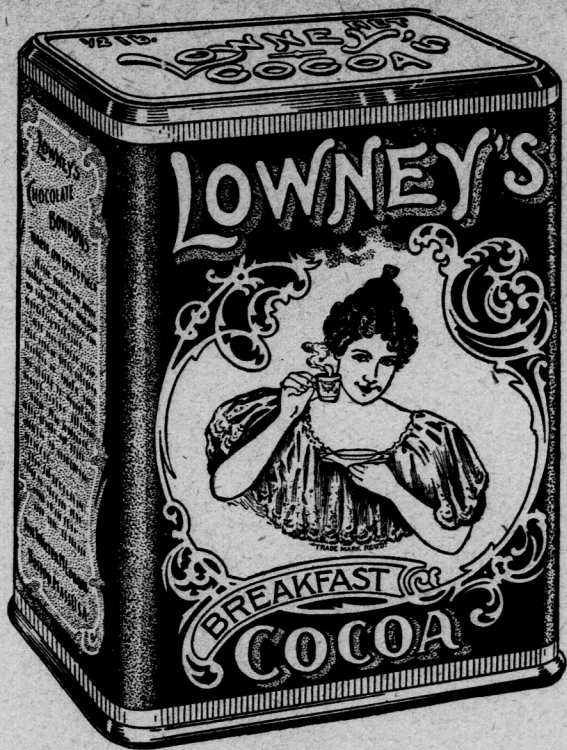
For Sale—This complete plant and established business at great sacrifice. Address National Undermuslins Co., Indianapolis, Ind. 751

Position wanted in general store or produce company. Several years' experience. Sober. Age 21. Single. Can give reference. Address V. B. D., Box 27, Beaverton, Mich. 749

For Sale—Hearse and embalming outfit. Cheap. Address No. 750, care Tradesman. 750

Wanted—An experienced clothing and shoe clerk for general store. State wages and experience in first letter. Address No. 752, care Michigan Tradesman. 752

Wanted—Experienced lady or young man for department store. Address No. 753, care Michigan Tradesman. 753



LOWNEY'S COCOA is an American triumph in food products. It is the **BEST** cocoa made **ANYWHERE** or at **ANY PRICE**.

The **WALTER M. LOWNEY COMPANY**, 447 Commercial St., Boston, Mass.



IT MUST BE A GREAT SATISFACTION

to retail grocers to be able to **insure** the goods they sell against **dis-satisfaction**. Knowing this and thoroughly imbued with the idea, when Dwinell-Wright Co. first put on the market the now celebrated

WHITE HOUSE COFFEE

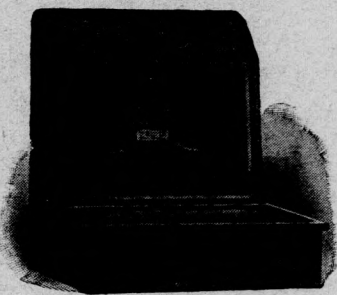
the firm **created a standard** of excellence the whole coffee world has since adopted. Even the "Pure-Food" principles—the **sine qua non** of commercial integrity—coincide exactly with the "White House" Coffee platform—**absolute purity—insurance against adulteration and coffee robbery.**

It will be a great satisfaction to **YOUR** customers if **YOU** supply

DWINELL-WRIGHT COMPANY'S

WHITE HOUSE COFFEE

SYMONS BROTHERS & CO., SAGINAW, MICH.
WHOLESALE DISTRIBUTORS OF "WHITE HOUSE" COFFEE



Do Your Customers Settle Their Bills Promptly

Some merchants have a regular complaint that **collections are slow. Why?** The reason is plain. They just keep **posting and posting** and when they need a little money, go over the **books** to see whom they can collect from. Then they go to the customer with a **statement**. The customer is dumfounded. **Great Jumping Jehoshaphat!** Didn't know I owed so much. **Can't pay today.** Will investigate and call at the store.

* * * * *

If the **accounts** were kept on a **McCaskey**, the customer would **know** just **how** the **account** stood every time he made a purchase and would not let the bills get so large. The merchant can tell at a glance just **how much** any customer owes or **how much** they **all owe** in a few **minutes'** time.

It's the **up-to-date** Total Forwarding System—Only **one writing**. Our catalog explains. It's **free**.

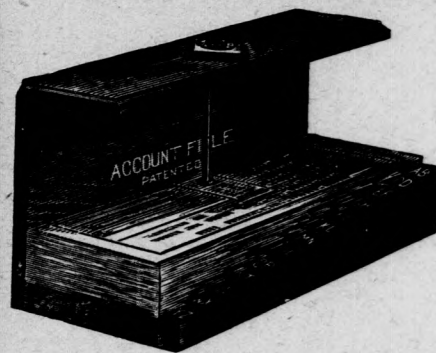
The McCaskey Account Register Co.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Carbon Back Duplicating Sales Slips; also Single Carbon and Folding 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

Write for itemized list of our splendid

Five and Ten Cent Bargain Assortments

Containing a large variety of rapidly selling staples for the bargain counters in

Notions, Ribbons
Hosiery
Belts, Stationery
Bazaar Goods
Etc., Etc.

A good chance to make a splendid profit quickly

Price 5c Assortment \$14.85
 Price 10c Assortment \$23.88

"BIGGEST EVER" Ribbons

Assortment of all silk plain taffeta

We are closing out our entire stock of ribbons at less than cost. The following assortment is one of our many bargains in this line and contains

3—10 yard pieces No. 5

3—10 yard pieces No. 7

2—10 yard pieces No. 9

2—10 yard pieces No. 12

1 piece each of Nos. 22, 40, 60, 80.

A total of 15 10-yard pieces in the following popular shades: **Maize, National blue, Navy, Turquoise, Lilac, Nile Green, Cerise, Violet or Ophalia.**

Regular Price \$10
 Closing Out Price \$7

Write us for itemized list of our great

Five and Ten Cent Bargain Assortments

Containing a most desirable and large variety of the most staple selling articles in

Crockery, Glassware
House Furnishings
Shelf Hardware
Etc., Etc., Etc.

Just the things the people want and that are especially suitable for your 5 and 10c counter.

Price 5c Assortment \$35.00
 Price 10c Assortment \$60.00

"New General" Assortment Pressed Table Tumblers

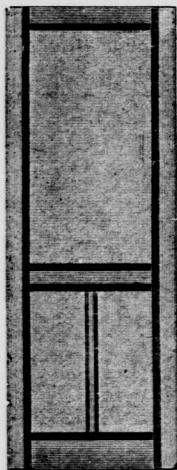


Contains 21 dozen pure crystal glass full sized table tumblers or 7 dozen each of three assorted styles of pressed banded and fluted designs. Sold by barrel only. Per dozen19c
 No charge for barrel

Screen Doors

Our screen doors are absolutely the very best made and superior in every particular.

Our Prices are the Lowest



COMMON SCREEN DOORS

Three panels, 4 in. stile, 7/8 in. thick. Blind mortised (not pieced) and glued throughout. 1/2 dozen in crate. (No less sold.) Per doz. (and regular size) \$8.50

FANCY SCREEN DOORS

Made of selected pine, finished with two coats of varnish. 1/2 dozen in crate. (No less sold.) Per dozen (any regular size)\$12.00



New Vandergrift

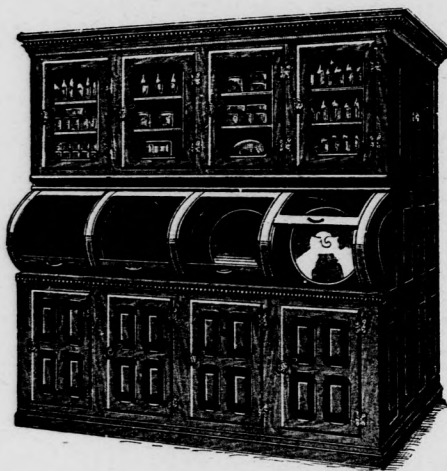
"Rotary" Washer \$4.50

Guaranteed the most perfect machine on the market. Operated by turning the balance wheel either way, backward or forward. The tub is extra large, with wringer box built into the top, making it more durable and convenient than where it is set on top or fastened with brackets or nails. Removable hardwood legs, bolted to tub with heavy steel bolts and re-enforced with a steel rod underneath. The machine is finished a mahogany red with aluminum finished extra heavy castings. Each.....\$4.50

Leonard Cleanable Roll Top Grocers' Refrigerators

A most beautiful store fixture that pays for itself by preventing waste and adding to your sales and profits.

Uses
 One-Half
 Less
 Ice
 Than
 Other
 Makes
 With
 Better
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Keeps
 Your
 Butter
 Cheese
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 Sweet and
 Pure

It will greatly increase your sales because the people will appreciate the fact that you are able to keep your perishable merchandise in a perfectly wholesome condition.

Our refrigerators are positively the best for the grocers' use. 14 different styles and sizes of Grocers' and Hotel Refrigerators on sale.

Ask for Catalog and Discount.

Now is the time to order your season's supply of

JELLY TUMBLERS

Send us your orders now



These are regular table tumblers and can be utilized for table use after using them for jelly cups.

No. 47 Capped Tumbler Jelly with neatly designed bottom and one wide and two narrow pressed bands. Full 8 oz. size. In barrel lots of 20 dozen. Per doz.19c

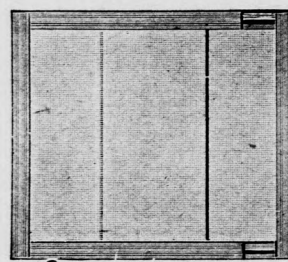
No. 64 Capped Tumbler Jelly 7 oz. size, neatly fluted bottom and pressed bands. Good quality crystal glass. In barrels of 27 dozen. Per dozen19c
 No charge for barrel.

"SIMPLEX"

Glass Fruit Jar Cover

The very latest in the line of fruit jar caps and away ahead of the porcelain lined metal cap. An all glass Mason cap will please your customer. They are **sanitary, durable and convenient.** Each cap with rubber in a carton. 1/2 gross in case. Per gross.....\$4.50

"CENTURY" WINDOW SCREENS



The best low priced window screen on the market. Adjusts easily and smoothly. Made of basswood, walnut stained. 1 dozen in crate. (No less sold.) Extend to 33 in.

No. 31 16x20 inches, per doz.\$1.50
 No. 35 20x20 inches, per doz.\$2.00

Successors to
H. LEONARD & SONS
 Wholesale

Leonard Crockery Co.

GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade
 Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware
 and
 House-Furnishings