

1906=Fireworks=1906

We Carry in Stock a Complete Assortment

Roman Candles

Sky Rockets

Balloons

Flags

Wheels

Mines

Batteries

Lawn Displays

Town Displays

Referring to July 4, one hundred and thirty years ago, John Adams wrote:

"The Fourth of July ought to be solemnized with pomp and parade, with shows, games, sports, guns, bells, bonfires and illuminations from one end of this continent to the other, from this time forward forevermore."

Putnam Factory, 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

Your Best Business Partner

A Telephone at Your Right Hand
Let that Telephone be the One that will Meet

All Your Requirements

both for Local and Long-Distance business. Our copper circuits reach every city, town and village in the State of Michigan, besides connecting with over **25,000 farmers.**

Liberal discount to purchasers of coupons, good until used, over the Long-Distance lines of

The Michigan State Telephone Company

For Information Regarding Rates, Etc.,
Call Contract Department, Main 330, or address
C. E. WILDE, District Manager, Grand Rapids, Mich.

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 23, 1906

Number 1183

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, 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.

We Buy and Sell

Total Issues

of

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

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

Has largest amount of deposits of any 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.

IMPORTANT FEATURES.

- Page.
2. Window Trimming.
 3. Renew Your Youth.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. The Newspaper Probe.
 8. Editorial.
 9. Four Flush Clerks.
 10. Branching Out.
 12. Poultry and Game.
 14. New York Market.
 15. Buying Antiques.
 16. The Star Salesman.
 17. Making Notes.
 18. Self Respect.
 19. World's Success.
 20. Woman's World.
 22. Clothing.
 24. Store's Mistakes.
 26. Bad Checks.
 28. The Private Secretary.
 30. Inventing Made Easy.
 32. Shoes.
 34. Mercantile Morality.
 36. Clerk's Corner.
 38. Dry Goods.
 40. Commercial Travelers.
 42. Drugs.
 43. Drug Price Current.
 44. Grocery Price Current.
 46. Special Price Current.

AUTOMOBILE CRITICS.

The rapid strides made by power-driven vehicles of all sorts in public favor in recent years have led some people to predict that, like many other novelties, these will run their course and drop out. Unfortunately for the chances of such predictions, the automobile, as it has developed, has uncovered new uses to which it can be put, and has served to demonstrate the vast field of development in store for the peculiar type of engine upon the success of which the automobile itself has depended so largely. While the internal combustion engine, notably the gasoline engine, really antedated the automobile, as we know it to-day, there can be no denying that the automobile and the popularity its use has achieved have done great things for the gas engine in the way of developing its possibilities.

What has already been accomplished with the gasoline engine as a propelling power for vehicles makes it certain that it will gradually enter into every field where great power is needed in traction. So far the main use of the automobile has been for pleasure, but as the cost of self-propelled vehicles diminishes their use for commercial purposes is increasing, and it is quite evident that in time they will to a very large extent replace animal traction in nearly every branch of industry.

The protests of people in many communities, and particularly in rural districts, against the rapid running of automobiles and the tendency to enact restrictive laws have created the impression that the danger attending the employment of automobiles for either pleasure or business is so great as to detract seriously from their value. This is clearly not the right view to take of the matter. That there are people reckless enough to run automobiles at excessive speeds, just as there are people fond of driv-

ing horses recklessly, can not be denied, but these people are a ridiculously small percentage of the whole, and the great mass of owners and users of automobiles should not be punished for the sins of the few by the enactment of unnecessary restrictions as to speed, the use of the roads and the like.

In Great Britain the use of automobiles has probably met more opposition than anywhere else. As the roads are good there the temptation to run at high speeds has been great, and with their usual conservatism the people of the rural districts have made trouble, until it has become necessary for Parliament to take up the matter. A special Parliamentary Commission has been considering the subject, and has heard witnesses, among others Mr. Henry Norman, who has achieved some notoriety as a traveler and a writer, as well as a member of Parliament. Mr. Norman, in his testimony, takes the very sensible view that the automobile is "here to stay," hence any legislation intended to regulate the sport should not place unnecessary restrictions upon it. On the question of speed he says:

"I am most strongly of opinion that a fixed limit of speed is undesirable from every point of view. It causes many of the offenses it is designed to suppress. When the law announces that an automobile may not be driven at a speed exceeding twenty-five miles an hour a large number of automobilists will always regard that as permission to drive at twenty miles an hour. There can be but one safe and reasonable attitude of the law toward the motorist, namely, to say to him, "Whenever, wherever and however you are driving, you must drive to the safety of all other users of the road." The motorist has exactly the same duty towards his fellow-men as have all other members of society. There is no need whatever to devise an artificial and fanciful code for him."

This is a sensible view to take of the matter. Even an authorized speed of eight miles would actually be reckless speed under some circumstances, while double the speed might be entirely safe when the machine is in the hands of a careful man who understands himself and his auto. In this, as in every other matter, common sense, and not prejudice, should control.

The intricacies of life should have no terrors for a woman when we consider that she can comprehend the description of a dress pattern.

Those who act upon the theory that it is more blessed to give than to receive are often forced to go into the hands of a receiver.

Failure of the National Supply Co.

The National Supply Co. has ceased to exist, having found itself unable to meet its obligations last week, when the business was turned over to the Michigan Trust Co. In the United States Court, at Detroit, Geo. H. Leshner was made receiver. The indebtedness of the organization, so far as learned, is \$120,000, but the amount is constantly growing and will probably reach \$150,000. The stock inventoried \$105,000 in January, but will probably not bring over \$50,000 under the hammer. Since January 1 \$49,000 in fresh money has been put into the institution in payment for capital stock by Holland and Zeeland business men. The outstanding capital stock is \$190,000, and there are between 5,000 and 6,000 members who have paid \$10 apiece for the privilege of buying goods of the institution. It is thought that the man Harlow, who conceived the idea of establishing the National Supply Co. and who was its manager up to a few weeks ago, is, now safe and sound on the other side of the world.

Value of Fruit Diet.

We have always maintained, says the editor of Health, that a mixed diet is the one best suited to man under existing conditions, and it therefore naturally follows that we can not indorse the frutarian idea. A diet consisting solely of fruits would sustain life for only a limited period. Fruits are extremely valuable in the dietary, mainly for the following reasons: They furnish a liberal proportion of the organic salts needed by the body; they supply a large amount of water in its purest form; they aid digestion, and the majority of them have a laxative effect.

When people complain that fruit disagrees with them, it is presumptive proof that they have eaten it improperly. Fruits should never be eaten at the beginning of a meal and seldom at its close.

The Other Kingdom.

The teacher had been instructing the class about the three kingdoms of the universe, and to make it plain she said, "Everything in our school-room belongs to one of the three kingdoms—our desks to the vegetable kingdom, our slates and pens to the mineral kingdom, and little Alice," she added, looking down at the child nearest her, "belongs to the animal kingdom." Alice looked up quite resentfully, and her eyes filled with tears, as she answered, "Teacher, I think you are mistaken, for my mamma says that all little children belong to the kingdom of heaven."



Window Trims Appropriate To the Season.

With so many possibilities opening up to the windowman in the shape of dainty bouquets of spring flowers and whole branches of tree blossoms, it ought not be difficult for him to produce telling effects. Scarcely a single store but could employ the beauties of Nature in some shape or other.

What, for instance, in the men's line could make a handsomer window than just white dress shirts, with pearl white for the background and floor and one tall glass floor vase filled with long-stemmed scarlet single tulips? Nearly every one going by would be attracted by the striking contrast of the vivid red and the clean white, and the man who fixed such a window would not feel he had trimmed it in vain.

The wild violet, which may, with search, be found with very long stems and of several shades of blue and purple, keeps nice for days in water, so how easy for the window dresser who has his heart in his work to procure a quantity of them and introduce here and there in a heliotrope colored window, also in conjunction with white.

Then there are other combinations of colored flowers and white which give good results. A loose bunch of lilacs in substantial Japanese pottery could be placed on a common kitchen table with out-of-date cooking utensils scattered around it, with a shining kitchen cabinet nearby, showing all the new contraptions for concocting the dishes of modern cookery. A placard might read:

Old-Fashioned
Flowers From
Grandma's Garden.

A big American Beauty could be put in a slender vase on the kitchen cabinet with a label saying:

Her Granddaughter
Maud's
New Things.

Grandma's table could be further embellished by a branch of wild crab-apple blossoms tacked above it.

Flowers (the real article) never come amiss the year round.

If the Canal Street Improvement Association were to turn its attention on to the betterment of the store windows of that thoroughfare (some of which, viewed from an artistic standpoint, are simply frights) it would have quite an undertaking on its hands. Some of the larger establishments need no hints along this line, notably Rindge, Krekel & Co.'s, The Giant, Jarvis's, Winegar's and Heyman's; and some of the groceries and the Western Beef and Provision Co. also have admirable displays.

The latter's trimmer recently placed in the window a curious long thin "bill-fish," taken out of the Grand River. It lay, flanked by sea-

weed, in a bed of ice. In its open mouth, which was about five inches long, was a slice of fish.

Some of the grocers show as fine arrangements of vegetables as their brothers on Monroe street.

Winegar Bros. have too many shades of reds and greens in the rugs in their north window and mix up too many woods in oak, bird's-eye maple and imitation mahogany dressing tables and bedroom chairs for the display to be pleasing. The window would have been better to have shown furniture pieces in maple one day or week, oak another and imitation mahogany a third. A dark grass green rug lies right next to one in olive green and it jars on the eye. Usually this store presents charming color schemes, and I was surprised to see them "fall down" in a single instance.

Their big corner window, with a built-up diagonal background, is one of the very best in town for all purposes. The lighting by day is especially free from disagreeable reflections and the electric lights are well placed. This is an important item with any store. Seasonable goods are used this week: sanitary refrigerators, gas stove, kitchen cabinets (all so dear to the heart of the model homemaker), lawn mowers for the man of the house, porch chairs for the young people and cabs for the babies—something for all the members of the family. A nice fiber rug gives a cool look to this practical corner exhibit.

Everybody likes to stop for a look at Heyman's goods. The mammoth south window this week is divided by an improvised archway into two sections, one red and the other green. Perpetuated tree palms stand picturesquely in the corners, while the stands hold the jardiniere sort. Big fiber rugs are laid on the floors. A yellow hammock is stretched invitingly across one corner. There are double swinging lawn seats and red chairs bespeak summer comfort. Pretty sofa pillows in cheap satines and other indestructible fabrics are strewn around on seats and floor, lending touches of color. Bamboo porch screens (three sizes) overlay each other at the back. These are imported from Japan, while the seats and fiber rugs are of American manufacture. The latter are interwoven with colored yarn and can be scrubbed on the floor with a brush the same as house matting. The yarn is said to be non-fading. A big striped canvas chair stands in the corner opposite the hammock and a croquet set lies on the floor. This "scrappy" game is again on the tapis, after so many years of oblivion.

One window space is entirely given up to refrigerators, indispensable now in even the poorest households. There are all sizes of these hot-weather conveniences, from the tiniest size to the tall grandfather of 'em all.

A fourth section shows nothing besides summer curtains in net and madras. One of the former is espe-

cially handsome and is an entirely new style. The foundation is black net and an elaborate pattern of yellow cotton cloth is applied to the back with machine stitching in coarse colored thread in Oriental colors on the right side. Very suitable for summer renovation of dens and other lounging rooms.

Slips of the Tongue.

In making the announcements to his congregation recently an Episcopal minister, whose parish is not more than a thousand miles from Grand Rapids, said:

"Remember our communion service next Sunday. The Lord is with us in the forenoon and the Bishop in the evening."

Here is another lapsus linguae which had its origin in a Sunday school out in the missions. The superintendent was making a fervid prayer a few Sundays ago and asked divine blessing upon each and every enterprise in which the school was interested. He closed his petition to the throne of grace in the following words:

"And now, O Lord, bless the lambs of the fold and make them 'meet for the kingdom of heaven.' Amen."

A Chicago retail butcher has perfected arrangements for keeping poultry alive on the premises, and killing them as they are required. Contrary to usage the poultry in his establishment is fed from the time it is brought in until it is killed. The customers pick out the live chickens, and see them killed. A sign over the store has these words: "Chickens killed while you wait."



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.**



An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.

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

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.

Sherwood Hall Co., Ltd.

Jobbers of

Carriage and Wagon Material

Blacksmith and Horseshoers' Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North Ionia St.
Grand Rapids, Mich.

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

Walter Baker & Co's Chocolate & Cocoa



Registered,
U. S. Pat. Off.

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

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

45 Highest Awards in Europe and America

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

Use Tradesman Coupons

QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

Volk Stamp and Stencil Co.

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

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

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.

RENEW YOUR YOUTH.

Come To Grand Rapids During Merchants' Week.

It is decidedly gratifying to note that the Grand Rapids jobbers are enthusiastic, generous and as one in their efforts to make a tremendous success of the Merchants' Week in this city, June 5, 6 and 7. And the satisfaction thus created is greatly increased by the reports already received by mail, telephone and personal visits, showing that there will be a very generous acceptance by merchants in other cities of the invitation to become our guests for three days.

There are various methods of estimating results in human intercourse and sundry conceptions as to the values bestowed by such results. Unfortunately the material side is uppermost in a majority of these calculations, so that the showing is, generally, conspicuous by the profuse presence or absence, as the case may be, of cents and dollars. Now that the Wholesale Dealers' Committee of our Board of Trade have done so well thus far in the conception and carrying out of the Merchants' Week enterprise, let them avoid the mistake of seeing only the monetary phase of the matter.

After all, the cash value of the week of hospitality is immeasurably less than the other values. Indeed, if there should be a loss of a thousand or more dollars to the jobbers who are supporting the enterprise, still would the proposition be a grand triumph. The simple fact of gathering together 800 or a thousand merchants from all parts of the State for a three days' vacation in Grand Rapids has in it—if that fact is applied and utilized as it should be—all the essentials of spiritual improvement in its broadest sense. It means a renewal of old acquaintances, the making of new ones; the rejuvenation of old friendships and the formation of new; a general and authentic exchange of views and news which shall, in its entirety, constitute a splendid review of trade methods and conditions all over the State.

It is essentially human to neglect, almost forget, in the attention to the multifarious details of directing one's business, the individual interest one has in the affairs of a friend who, fifty, 150 or 200 miles away, is equally engrossed in his own business affairs; and so, slowly, imperceptibly and unconsciously your average merchant presently finds himself wondering, speculating as to the welfare of this, that or the other old and dear friend from whom no word has come in two or three or more years. And he ruminates as to his old store chums who were, years ago, with himself employed in the big jobbing house in Grand Rapids, Detroit, Chicago or some other large city. Together they began business on their accounts away back in '90's or '80's, their stores located in this, that or the other city—you know the story—and, now that the opportunity is offered, come to Grand Rapids for June 5, 6 and 7 and, picking up its scattered threads, renew your youth, find out

that the merchants of Michigan wherever located are a fine lot of men and that the Grand Rapids merchants know how to entertain.
Board of Trade.

Oppose the Wiley One Man Power.

At the annual meeting of the National Association of Manufacturers, held in New York last week, the following resolutions were unanimously adopted:

Whereas—There has been much agitation for Federal legislation to regulate and control the manufacture, distribution and sale of food, drink and drug products; and

Whereas—There has passed the Senate of the United States, and now lies upon the calendar of the National House of Representatives, a bill of this character, known as Senate Act No. 88; and

Whereas—A serious conflict exists among the highest scientific authorities upon the physiological questions touching the composition of food products; therefore be it

Resolved—That it is the sense of the National Association of Manufacturers that a Federal food law is desirable; and be it further

Resolved—That when such a Federal law is enacted it should be fair alike to manufacturers and consumers, should be so worded as to not admit of equivocal interpretations, and should not leave in the hands of any one man the power to make decisions on questions involving the manufacture and sale of foods, or of establishing precedents in direct conflict with opinions of eminent scientists; and be it further

Resolved—That we endorse Senate Act No. 88, and especially that part of Section Nine of said Act No. 88 which provides that the decision upon questions touching the wholesomeness of food products shall be left to a commission of not more than five disinterested experts. We also especially endorse so much of Section Seven of said Act No. 88 as compels truthful labeling as to the character of all articles of food, drugs and drinks; therefore be it

Resolved—That a copy of these resolutions be sent to the President of the United States, and to each member of Congress.

Shorts in a Corner.

"Yes," said young Mr. Bashful to his best girl, "the stock market has been through considerable excitement of late."

"Oh, yes," the girl responded, eager to take part in conversation on a topic which interested her Adolphus. "I have read a lot about it in the paper—all about those dreadful bulls and bears and things."

"Yes," Adolphus went on; "they got the shorts in a corner and effectually squeezed them."

"Did they?"

"Yes."

"I think," the demure maid added, after a few minutes' meditation, "that if ever I become a speculator I shall be a short."

A few minutes later she found it was not necessary to speculate in stock in order to be treated as a short.

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

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

A Mine of Wealth

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

1. It furnishes the farmer a constant and profitable market for his milk or cream.
2. It relieves the merchant from the annoyance and loss incident to the purchase and sale of dairy butter.
3. It is a profitable investment for the stockholders.

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

Hastings Industrial Co.
Chicago, Ill.

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

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

Merchants, Attention!

Would you like to center the cash trade of your locality at your store?

Would you like to reduce your stock quickly?

Would you like a Special Sale of any kind?

The results I've obtained for merchants in Michigan and Indiana substantiate my efforts to give satisfactory service, with integrity and success in its execution.

B. H. Comstock, Sales Specialist
933 Mich. Trust Bldg.
GRAND RAPIDS, MICHIGAN

We invite the retailers of Michigan to visit Grand Rapids during MERCHANTS' WEEK, June 5, 6 and 7.

We believe the visit will do us both good and help to make us all better merchants.

You are also invited to inspect our new plant and make our office your headquarters while here.



WORDEN GROCER COMPANY



Movements of Merchants.

Marine City—H. Holland has opened a new cigar store.

Detroit—Mrs. Elizabeth Moncreiff succeeds John Nacy in the dry goods business.

Calumet—A grocery, fruit and confectionery store will soon be opened by Adam Heinemann.

Cheboygan—Thomas Swontek is succeeded in the meat business by David and Fred Hudson.

Ionia—Broad & Plant are succeeded in the meat business by George Collier and Clarence Greenhoe.

Harbor Springs—E. M. Smith, who recently returned from California, has opened a fruit and confectionery store.

Grand Marais—Cook, Curtis & Miller's new docks are nearly finished and then the firm will begin shipping lumber.

Clare—Loewenberg & Co. have sold their stock of dry goods and shoes to the F. E. Ginster Co., of Bay City.

Hartford—Wm. M. Traver's new canning factory is nearly completed and will be ready for occupancy within a few days.

Ionia—The bazaar business formerly conducted by Frank Gardner will be continued under the style of the F. W. Gardner Co.

Jackson—Thos. E. Nicholls has repurchased the meat market which he recently sold and will continue the business as formerly.

Levering—The Levering Mercantile Co. has sold its stock of general merchandise to Hunt & Benchner, who will continue the business.

Hamilton—Geo. G. Davis & Co. have purchased the drug stock of H. M. Parker and will continue the business at the same location.

Clare—Davy & Co. have opened a grocery department in connection with their shingle mill, which will be managed by Wm. Whitacre.

Big Rapids—Peters & George, who recently succeeded Wm. Day in the meat business, are selling out preparatory to retiring from business.

Boyne City—Chadwick & Co. have sold their confectionery stock to Charles W. Kirby, who will continue the business at the same location.

St. Joseph—Fred G. Corey has purchased a meat market at Benton Harbor and will continue the business. He will retain the meat market here.

Battle Creek—The machinery, fixtures, appliances and assets of the Battle Creek Iron Bed Co. have been purchased by Gavin Ritchie & Sons, machinists.

Cadillac—T. K. Cloud has retired from the hardware firm of Cloud Bros. The business will be continued by the remaining partner under the style of J. M. Cloud.

Muskegon—Frank Bachinski, who has been engaged in the meat business here for the past five years, is

succeeded by Jacob Doornbos, who has taken possession.

Mancelona—Will Brooks has purchased the stock of bazaar goods of L. W. Lyon, of Gaylord, and will remove to that place for the purpose of conducting the business.

Coldwater—The Milnes Supply Co. has purchased the remainder of the Frank Fisk grocery stock. Mr. Fisk will return to his old position as salesman and window trimmer for Branch & Co.

St. Joseph—Fred C. Lucker, for the past twenty-five years engaged in the meat business, has sold out to his sons, Lawrence and Ben Lucker, who have been associated with their father for many years.

Detroit—The Morris Importation Co. has been incorporated for the purpose of dealing in cigars and tobacco, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in cash.

Bad Axe—The J. G. Wright Co. has been incorporated for the purpose of conducting a hardware business. The company has an authorized capital stock of \$1,000, all of which has been subscribed and paid in in cash.

Kalamazoo—The D. D. Brown Estate drug stock has been merged into a stock company under the style of the D. D. Brown Drug Co., with a capital stock of \$5,000, all of which has been paid in. Geo. Rickman is President of the new company.

Benton Harbor—A new company has been organized under the style of the Benton Harbor Paper Co., which will sell all kinds of paper. The men interested in the new enterprise are Carl Sykes, Claude Sykes and Bert Ward, of Marcellus.

Breckenridge—Crawford & Co., dealers in grain and wool and farm produce, have merged their business into a stock company under the same style. The corporation has an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in cash.

Flint—Hill Bros. have merged their men's furnishings business into a stock company under the style of the Hill Brothers Dry Goods Co. The corporation has an authorized capital stock of \$30,000 common and \$10,000 preferred, all of which has been subscribed and paid in in property.

Houghton—The clothing and men's furnishings firm of Gottliebson & Whitney has been dissolved, Charles E. Whitney withdrawing to engage in business with H. Pimstein under the style of Pimstein & Whitney. The new firm will carry a line of dry goods, ladies' furnishings, notions and millinery.

Jackson—A corporation has been formed under the style of the Fashion Ladies Garments Co. for the purpose of conducting a women's and men's clothing business. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in property.

Niles—A merchant here who has grown tired of trying to collect some back accounts caused a large sign to be painted as follows: "No Cred-

it to Anyone." This sign he hung in front of the store on a dummy bearing a sample suit of clothes. Nearly every passerby gazed at the suit of clothes and the sign adorning it and then turned away muttering, "Well, I should say not!"

Manufacturing Matters.

Menominee—The Peninsula Box & Lumber Co. has started another camp and will log all summer. It expects to cut 10,000,000 feet of box timber this summer.

Constantine—The American Carbolic Co., which manufactures carbolic and calcium carbide, has increased its capital stock from \$1,000,000 to \$1,500,000.

Hillsdale—The Hillsdale Timber Co. has been incorporated to deal in timber with an authorized capital stock of \$75,000, all of which has been subscribed and paid in in property.

Nahma—The Bay de Noquet Lumber Co. recently purchased 15,000 acres of land from L. VanWinkle. The land is all in Garden township and in towns 18, 41, 42 and 43, Schoolcraft county.

Detroit—The Pioneer Mantel & Fixture Co. has been incorporated to manufacture mantels and grates. The company has an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Detroit—The American Steam & Water Regulator Co. has been incorporated to manufacture steam and water regulators. The authorized capital stock of the company is \$12,000, all of which has been subscribed and paid in in property.

Breckenridge—The Breckenridge Industrial Co. has been incorporated for the purpose of conducting a canning factory. The authorized capital stock of the company is \$10,000, of which amount \$5,000 has been subscribed and \$1,000 paid in in cash.

Detroit—A corporation has been formed under the style of the Independent Stove Co. to manufacture stoves and ranges. The company has an authorized capital stock of \$30,000, all of which has been subscribed. \$24,000 being paid in in cash and \$1,000 in property.

Munising—The Superior Veneer & Coopers Co. is extending its operations and is one of the largest labor employers in the Upper Peninsula. Large crews are employed at the sawmill and coopers plants here and at the logging camps on the Munising Railway. A shipment of fifteen horses and camp equipment has been received and two new camps will be started near Shingleton. One of twenty-five men will be operated by the company and the other will be in charge of John Henry, a jobber.

Petoskey Grocers Touch Elbows.

Petoskey, May 18—The Retail Grocers' Association held a banquet at J. G. Braun's last evening in which about forty of its members, clerks, local salesmen and some Harbor Springs merchants participated.

After a short social gathering, which was thoroughly enjoyed by all, the participants seated themselves about the well-filled tables and lost

no time in discussing a fine supper, followed by ice cream, cake, fruit and cigars, after which President E. L. Rose, acting as toastmaster, in well chosen words extended a welcome to all and succeeded in creating a homelike feeling that made the evening one to be remembered.

J. A. Lake was called on by the toastmaster and outlined the evils that existed and led to the organization, its history, growth and the present harmonious feeling among the retail grocers.

L. E. Swan gave a short talk on the bad account list that is working so satisfactorily among the merchants and resulting in the extinguishment of one of the greatest losses in business.

Geo. Danser, Manager of the Petoskey Grocery Co., spoke on the relation of the wholesaler to the retail merchant and placed as the worst enemy of all the box car grocery and catalogue house.

Messrs. Ferris, Henderson, Crawl, Overholt, Smith, Martin, Williams, Eldred, Major and many others gave excellent talks and suggested many improvements in the retail trade that would be appreciated alike by the public and retailer.

The company was dismissed by President Rose with a few well-chosen remarks on the pleasant manner the evening had been spent, and all retired to their homes hoping to have many more such times and each feeling much benefited by the many suggestions made.

Found a New Secretary.

Lansing, May 22—A. E. McKinnon, of Detroit, has accepted the office of Secretary of the Lansing Business Men's Association and will come to this city to take up the work on June 1. In the meantime the members of the Association will prepare an office for his use.

Mr. McKinnon has been in Lansing for several days and the plans for his coming and taking over the work of the Association have been made. He will move his family to Lansing and make his permanent residence here as soon as he can find a suitable house.

Salesmanship Requires Patience.

Many a clerk has made customers for the store by being possessed of patience unlimited. Patience is to salesmanship what oil is to an axle. If your clerks do not exercise patience in serving customers, do not lose your patience in trying to teach them the virtue.

The wages of sin come without suing for back pay.

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 65c per doz.

Bananas—\$1.25 for small bunches, \$1.50 for large and \$2 for Jumbos. The way in which the demand holds up is surprising. Business continues large and values are steady.

Butter — Creamery grades are weak and about 1c lower. Local dealers quote 20c for extras and 19c for No. 1; dairy commands 15c for No. 1 and 11c for packing stock. Receipts are running heavy, with rather a light demand. The grass flavor is to be detected in much of the goods coming in and the genuine grass butter will begin to arrive very soon. The opinion of those who are best informed is that the market is not as low as it should be at this season. Butter is usually at its lowest point about June 1, when storage begins. There will be very little old butter carried over this year.

Cabbage—New commands \$2.50 per crate for Mississippi and \$3 per crate for California.

Carrots—\$1.50 per bbl.

Celery—Florida commands \$1.

Cocoanuts — \$3.50 per bag of about 90.

Cucumbers—65c per doz. for home grown hot house.

Eggs—Grand Rapids dealers are paying 14½c. It is an assured fact that there will not be nearly as many eggs put into storage this year as there were last. Eggs coming in at present are showing quite a loss off in candling.

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 \$4@4.50. They are rapidly approaching the season of large consumption and are very firm, having advanced 50c a box since last week.

Lettuce—12c per lb. for hot house.

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

Oranges—California navels fetch \$4@4.25; Mediterranean Sweets, \$4. Strawberries are cutting into the demand for oranges a little bit, and the call is not quite as large. The quality of the navels being received now is hardly up to that of shipments in previous months. However, the trade is good and will undoubtedly continue so.

Parsley—30c per doz. bunches.

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

Pineapples—Cubans command \$2.85 for 42s, \$3 for 36s, \$3.15 for 30s and \$3.25 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 old stock at 60c and new at \$2. The market is strong on old stock.

Radishes—18c per doz.

Strawberries—\$2@2.50 per qt. case for Tennessee and Missouri.

Tomatoes—\$3.25 per 6 basket crate.

Wax Beans—\$2 per box.

The Grain Market.

The price of wheat has been firm throughout the week, selling at one time at an advance of 3c per bushel, but dropping back 1c from high point. The crop news, both spring and winter, as a whole was bullish. Receipts have been light comparatively, especially winter wheat. The mills of the country as a rule are only running part time. While the demand for millstuffs is good, flour has been dragging heavily, so that the profit in manufacturing, if any, is small. The visible supply has shown a decrease for the week of 2,323,000 bushels, as compared with 1,700,000 bushels for the same week last year. This makes the present visible 33,613,000 bushels, or practically 11,000,000 bushels more than at the same time in 1905.

Corn has been firm, but made no material advance. Trade has been of fair volume, the visible supply showing a decrease for the week of 542,000 bushels, making the present visible at 2,258,000 bushels, or about one-half what was shown for the same week last year. Present quotations in carlots run at about 55c for No. 2 yellow f. o. b.

The oat market has been strong, cash oats selling to 37¾c in carlots. The movement has been moderate, as farmers have been busy with other work. While present prices may be considered strong, they are in keeping with other grain, and we do not look for any decided drop from present quotations this side of the new crop.

L. Fred Peabody.

Hirth, Krause & Co. have been considerably annoyed during the past week by the receipt of letters from different parts of the country, stating that a man who gives his name as A. C. Ives has been negotiating checks with their name printed thereon and which purport to be signed by them. He negotiated a check for \$19.75 with the Lammert Furniture Co., of St. Louis, Mo., and a check for a similar amount with Browning, King & Co., of St. Louis. The man has operated as far East as Washington, D. C. His usual custom appears to be to make a purchase for \$10 or \$15 and then tender a check for three or four times as much as the amount purchased, purporting to be uttered by Hirth, Krause & Co. in payment for services. The man tells a plausible story and usually gives an address to which the purchased goods are to be delivered and thus disarms suspicion. The operator is evidently not familiar with local conditions in Grand Rapids, because the checks are drawn on the National City Bank, while Hirth, Krause & Co. have kept their account at the Fourth National Bank for many years.

Popularity is generally a question of the proper press agent.

The Grocery Market.

Sugar—The refined sugar market declined 10 points last Thursday, but before that the refiners had been quietly shading. Raw sugar is soft rather than otherwise, and the general situation points just as strongly as it has for weeks against any high prices this season. Refined sugar is in fair demand.

Coffee—Reports from Brazil continue irregular. Wheresoever the plantations have been kept in good condition the outlook is favorable, and it is no doubt from these reports of the better managed plantations that the high crop figures emanate, forgetting, however, that the bulk of the crop is not obtained from the few good plantations, but from the great number of smaller ones. The owners of these smaller plantations are apt to overestimate the size of their crops on which to obtain advances badly needed. It is for these combined reasons that all estimates must be received with great caution. Speaking of the speculative market, the support is coming from the trade consuming one million bags of Brazil coffee every month, whereas the average of the Brazil receipts for the second half of the crop season is scarcely 400,000 bags per month. The selling of speculative contracts and the cautious buying for consumption tend to make the actual position and conditions sounder from day to day.

Tea—Prices for spot tea appear to be relatively low, all things considered, but there seems to be no reason for expecting any special advance. During the week the market for new Formosa tea has opened practically on the same basis as last year. This is rather surprising, as the higher price of silver in the East means that the same selling price brings less money to the grower than before. New Congous have also opened on a basis 15 per cent. above last season. The advance in silver is probably responsible for this. The demand for tea is healthy and fair.

Canned Goods—There continues a steady demand for cheap corn, with desirable stock within the limits of buyers' ideas as to price becoming constantly more difficult to obtain. Peas are firm and Southern crop prospects are reported to be excellent. Spot tomatoes remain very quiet, the movement being regulated by the actual current needs of consumption, which are much lighter than usual at this season. Jobbers are not trying to push sales to retailers and the latter are giving more attention to cheaper commodities which afford quicker returns. The announcement of an advance of 2½c per dozen in the syndicate price has caused a little stronger feeling in some quarters, although jobbers do not seem any more anxious to secure supplies. It is reported that independent holders have also advanced their price correspondingly. The syndicate's chances of successfully carrying through its big speculation are generally held to have been increased by the killing frost which swept through the tomato growing districts of Maryland, Delaware and

Virginia. According to latest accounts the young plants everywhere were cut down by the frost, and re-seeding of a very large percentage of the acreage will have to be done by the farmers of the three States. In that event the opening of the packing season will be set back three weeks to a month, giving the syndicate that much additional time in which to market its holdings. The reported damage has strengthened the tone of the spot market. California canned fruits are in active demand, but the paucity of supplies keeps business within very narrow limits. The market for gallon apples is quiet but firm under light offerings. Packing of new pineapples in Baltimore has begun. Jobbers are moving red Alaska salmon steadily into consumption on orders from retailers. Spot Sockeye and Columbia River Chinooks are hard to find in any quantity.

Dried Fruits—The demand for prunes is light. Future Santa Claras are strong at 3c, outside grades being offered about ¼c less. Peaches are dull. Armsby is out with offerings of future peaches on the basis of 7¾c for standards, 8¾c for choice, 9¼c for extra choice, 10¼c for fancy and 11c for jumbos. This is somewhat below the present very high spot basis, but is still much above what the trade are willing to pay. Crop prospects are fair and the possibility is that the market may decline. Currants are quiet and unchanged. Nothing is doing in raisins, either loose or seeded. Apricots are about cleaned up and are in good demand. Prices are unchanged. Apples are firm and unchanged.

Fish—Cod, hake and haddock are dull and unchanged. Mackerel is, perhaps, a little stronger, but the demand shows no improvement. Sardines are unchanged as yet, and the pack is just now commencing. Just why the advance which everybody expected has not come is a good deal of a mystery. The market for red Alaska salmon continues strong, and some large holders advanced prices 2½c further during the week. The San Francisco disaster has had a marked effect upon the Alaska salmon market.

Syrups and Molasses—Compound syrup has been sent to the background by the warm weather, and rules dull at unchanged prices. Sugar syrup is dull and unchanged in price. Molasses is firm and in moderate demand for the season.

Geo. S. Wright, Treasurer of the Dwinell-Wright Co., is in town today for the purpose of renewing his acquaintance with the Judson Grocer Co. and the Worden Grocer Co., which handle the goods of his house at this market. He called on Symons Bros. & Co., at Saginaw, yesterday and Lee & Cady, of Detroit, Monday.

The Commercial Credit Co. has issued its annual rating sheet of carpenters, masons, contractors and builders, which is of great value to lumber dealers, hardware dealers and supply men generally.

THE NEWSPAPER PROBE.

How It Has Developed Public Sentiment.

Never before in the history of the American people has the wealthy scoundrel preying upon community or individual life found it so difficult to make his peace with his wronged victims. Never before has the spirit of the Mosaic law been more set against him, exacting both the legal and social penalties that befit the crime. Long ago the Canadian border line ceased to be a wall of safety to the absconder. Flight of the criminal virtually has been made impossible. Not many years ago, however, it was possible that with the ill-gotten wealth in his hand the criminal had a fighting chance with the technicalities of the law.

To-day there is a public sentiment abroad and growing steadily which of itself is presenting more intangible fears to the criminally disposed millionaire than are all the tangible influences which the mills of justice may invoke. Within the last two years there have been striking examples of this fact shown in the many cases where exposure of criminal methods has forced the criminal to become a suicide, to break down and die of his shame and humiliation, or to live on dully in the light of a publicity in which he withers to the eyes of all men.

Perhaps the man with the muck rake has delved too industriously. At the same time were it not for this initiative in the exposures of crookedness and graft taken up by the newspapers of the country, it is a certainty that none of the dull records and technicalities and shiftings of the courts of law could have brought about a condition in which the exposed criminal could become his own judge and his own executioner because of public sentiment. To the average citizen of the country a court of record with all its records is a terra incognita. Without the interpreting newspaper a court's millings and grindings suggest the catacombs to those not actively interested in matters at bar. And since may be the cheapest of purchasable immunities.

Within two years, however, publicity in the public press has done more in prevention of the predatory raids of the millionaire than have all the penalties that have been inscribed in the criminal code. It is true that the public sentiment that would disqualify a man socially would be likely to clamor for his paying the penalty of the law as a first measure of discipline. Yet only a little while ago in one of the sensational prosecutions by the Government in which the defendant persons were virtually assured from the first of escaping on a technicality there were days when the investigations were tied up for the reason that the glare of publicity had driven the defendants, their wives and their children to sick beds!

Within a year the State of Pennsylvania experienced one of the most sensational of its bank failures, involving its State Treasurer and

treasury officials. The dead roll from that exposure was something startling. The Cashier for the Treasurer committed suicide; the Treasurer died of the disgrace; a former Treasurer concerned died in the same manner, still another fled, only to be overtaken by death, and a fourth holder of the office died of the strain. Both Cashiers of both the wrecked banks committed suicide and an Auditor General of the State died of worry and strain.

Who would attempt to estimate the stupendous aggregate of personal suffering and shame and disgrace that attended the exposures in the life insurance companies a short time ago? Shall one doubt that unheralded terms of imprisonment to be served unheralded by the principals in these exposures would have been preferable to the unsparing questionings and probes in the relentless light of publicity attending the inquisitions? Death and exile were punishments following these scandals and reputations that were a lifetime in making were blasted and ruined unto third and fourth generations.

It was more than the social penalty which recently came to a President of the American Bankers' Association, which is counted one of the greatest organizations of business men in the world. With the highest standing locally and nation wide, he embezzled funds of his conservative bank in order to get rich in fevered speculation. He lost, exposure followed, social recognition deserted him, and he is a felon.

When a designing woman two years ago attempted to wreck a national bank, finding some of the officers of the institution easy victims of her arts, the banking world, more than the public, perhaps, was astonished at the nerve of the woman and at her success in obtaining more than a million dollars without show of sane security. The woman is in the State penitentiary for a term of ten years, but before she was convicted and sentenced the publicity brought about in the details of her machinations shook more than one reputation and left persons standing tremblingly on the brink of living death.

When an Illinois banker, President of a city's School Board, a philanthropist and honored citizen, suddenly was discovered to be no more than an uncommon thief, a seeming mixture of public sentiment and public interests left the criminal untried of the law. But the court of publicity in the public prints long ago tried and condemned him to a condition which no mill of punishment could make more hateful.

It is not too much to anticipate a possible day when a public sentiment will have so developed that for the superlatives of punishment, the aspiring rich scoundrel who fattens upon suffering victims might well be condemned to the restricted freedom of the scene of his crimes. There to meet day after day the scorn of his fellows he easily might find the torture that is spared the condemned prisoner behind guarded walls.

As sectional and party narrowness

disappears from the press of the United States, newspaper publicity takes on an added terror for the potential wrongdoer, regardless of the wealth and position of the possible criminal. With one partisan newspaper defending against the publicity of another paper there was encouragement for the crooked one. With the newspapers printing the news because of the news' worth of such a wrongdoer's designs, Justice in one form or another scarcely may miscarry of its full exactions and penalties.

John A. Howland.

Three Glove Customers Lost By Discourtesy.

Written for the Tradesman.

I know three young ladies, who work in offices, who are going to transfer their glove trade from a certain store to others, in the hopes of finding clerks who are disposed to be more accommodating than the one at the counter they are leaving.

Working for others, their time is not their own and they must be back at their posts by 1 o'clock sharp. Consequently, they have to do some tall skurrying, occasionally, to get their shopping done in time.

One of the trio is of the passive sort whom nothing ever worries or flusters, while the rest are of the kind who make things lively in their locality. One is a pretty brunette, one a blonde, with the pink cheeks of her type, and the third carries around a halo that her friends call "golden," which her enemies and those who wish to tease her pronounce to be so tinged with a certain warm color that they dare call her "Little Redhead" without fear of contradiction.

They all wanted new gloves for Sunday. It was on Saturday they started out to get them. Of course, they couldn't have chosen a worse day for their selection, as the stores are always crowded the last of the week and the clerks apt to be unstrung.

They bounded into the store in a great hurry and made for the "hand-schuh" department. It struck them at once that the girl behind the counter wasn't of the responsive variety. Still, they were not prepared for quite the cool reception they encountered. All three wanted white gloves—long ones, of course.

"Have you long white silk gloves?" asked Blondie.

"What number?" questioned the clerk with a black enough look to give one the blues.

"Number six," answered Blondie, trying hard to insinuate a smile.

"No," was the snapping-turtle answer, and the clerk looked as if she expected that to end the transaction. But "Little Reddy" wasn't to be put off in this peremptory fashion by any manner of means.

"Well!" she exploded in a stage undertone meant for the "whole house." "Well," she repeated. "Got any five 'n' a halves?" she asked insistently, forgetting her grammar in her determination to be waited on and get what she came for.

"Yes, I have some in five and a half," came from the clerk, with a

defiant toss of the head, as she saw she was beaten by the enemy. "Those are that number," she continued, pointing to an extremely soiled looking pair in a box of hit-and-miss stuff on the counter by the girl's elbow.

"Get me a clean pair," ordered "Little Redhead," too mad to say "Please."

"I suppose I ought to have said it," she admitted to the other girls when they had bought their "five 'n' a halves" and were out of gunshot of the store, "but I was so thoroughly angry at the lack of courtesy on the part of that unobliging old clerk that I didn't much care what I said. She's nothing but an old crank to treat us in the miserable way she did, anyway, so there! Maybe I ought to be, but I ain't a bit sorry for telling her 'where she gets off at!'"

"Little Reddy" certainly looked no contrition, but words and manner none too strongly expressed her righteous wrath.

I happen to know the clerk who waited on the girls, and think that it would be "Love's Labor Lost" to try to bring her to terms in any other way, for if ever there was an anger-exciting clerk she is it—I give her the capital gratis—and I can't blame the three Young Things in the least for giving her the go-by as regards future trade.

Ph. Warburton.

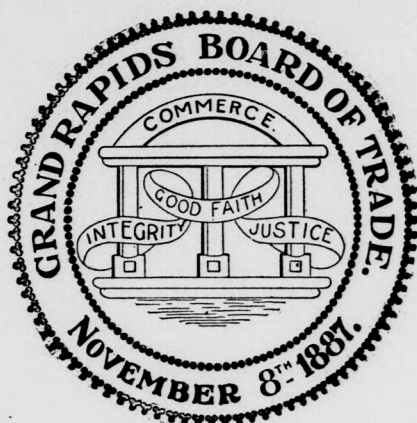
Spring and Summer Hardware Continues Active.

Business in mechanics' and builders' tools is being materially augmented by heavy orders from San Francisco, to which city large shipments are being made every day. Manufacturers are making special efforts to hasten deliveries on these orders, as they realize the pressing needs of the Pacific coast interests, and in many instances they are craving the indulgence of Eastern purchasers until they can fill the Frisco contracts. As a result of this preference which they are giving to Pacific coast buyers, the manufacturers are finding themselves more handicapped in their efforts to keep pace with current business than they were a month ago.

Corrugated galvanized sheets, especially those of 26 and 27 gauge, are moving very briskly, and supplies are almost exhausted because of the recent heavy takings of building interests. The mills are greatly behind hand in making shipments on new orders for these products, and similar conditions prevail in the black sheet market. The increasing cost of production has persuaded all manufacturers to withdraw the concessions which they were making occasionally a few weeks ago, and they are now holding their output very firmly.

Although the volume of trade in staple hardware is somewhat smaller than that during the first three weeks of April, the demand for spring and summer hardware continues active, and it is expected that the volume of business in builders' hardware for this month will exceed all previous monthly records.

Opportunities are never advertised in the Lost and Found column.



Perpetual

Half Fare

Trade Excursions

To Grand Rapids, Mich.

Good Every Day in the Week

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

will pay back in cash to such person one-half actual railroad fare.

Amount of Purchases Required

If living within 50 miles purchases made from any member of the following firms aggregate at least.....	\$100 00
If living within 75 miles and over 50, purchases made from any of the following firms aggregate	150 00
If living within 100 miles and over 75, purchases made from any of the following firms aggregate	200 00
If living within 125 miles and over 100, purchases made from any of the following firms aggregate	250 00
If living within 150 miles and over 125, purchases made from any of the following firms aggregate	300 00
If living within 175 miles and over 150, purchases made from any of the following firms aggregate	350 00
If living within 200 miles and over 175, purchases made from any of the following firms aggregate	400 00
If living within 225 miles and over 200, purchases made from any of the following firms aggregate	450 00
If living within 250 miles and over 225, purchases made from any of the following firms aggregate	500 00

Read Carefully the Names as purchases made of any other firms will not count toward the amount of purchases required. Ask for "Purchaser's Certificate" as soon as you are through buying in each place.

ACCOUNTING
A. H. Morrill & Co.—Kirkwood Short Credit System.

ART GLASS
Doring Art Glass Studio.

BAKERS
Hill Bakery
National Biscuit Co.

BELTING AND MILL SUPPLIES

Studley & Barclay
BICYCLES AND SPORTING GOODS

W. B. Jarvis Co., Ltd.
BILLIARD AND POOL TABLES AND BAR FIXTURES

Brunswick-Balke-Collander Co.
BOOKS, STATIONERY AND PAPER

Edwards-Hine Co.
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS
Grand Rapids Brewing Co.
CARPET SWEEPERS
Bissell Carpet Sweeper Co.

CONFECTIONERS
A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.

CLOTHING AND KNIT GOODS
Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.
C. D. Crittenden
E. E. Hewitt
Yuille-Zemurray Co.

CEMENT, LIME AND COAL
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

CIGAR MANUFACTURERS
G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

CROCKERY, HOUSE FURNISHINGS
Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES
Hazeltime & Perkins Drug Co.

DRY GOODS
Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES
M. B. Wheeler Co.
FLAVORING EXTRACTS AND PERFUMES
Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED
Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

GROCERS
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.

HARDWARE
Foster, Stevens & Co.
HOT WATER—STEAM AND BATH HEATERS.
Rapid Heater Co.

MATTRESSES AND SPRINGS
H. B. Feather Co.
MUSIC AND MUSICAL INSTRUMENTS
Julius A. J. Friedrich

OILS
Standard Oil Co.
PAINTS, OILS AND GLASS
Goble Bros.

V. C. Glass & Paint Co.
Walter French Glass Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.
PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.
SADDLERY HARDWARE
Brown & Sehler Co.
Sherwood Hall Co., Ltd.
PLUMBING AND HEATING SUPPLIES
Ferguson Supply Co. Ltd.
READY ROOFING AND ROOFING MATERIAL
H. M. Reynolds Roofing Co.

SAFES
Tradesman Company
SEEDS AND POULTRY SUPPLIES
A. J. Brown Seed Co.
SHOES, RUBBERS AND FINDINGS
Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES
Grand Rapids Fixture Co.

STOVES AND RANGES
Wormnest Stove & Range Co.
TINNERS' AND ROOFERS' SUPPLIES
Wm. Brummeler & Sons
W. C. Hopson & Co.

UNDERTAKERS' SUPPLIES
Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS
Harrison Wagon Co.
WALL FINISH
Alabastine Co.
Anti-Kalsomine Co.

WALL PAPER
Harvey & Seymour Co.
Heystek & Canfield Co.
WHOLESALE FRUITS
Vinkemulder & Company

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



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
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No subscription accepted unless accompanied by a signed order and the price of the first year's subscription.

Without specific instructions to the contrary all subscriptions are continued indefinitely. Orders to discontinue must be accompanied by payment to date.

Sample copies, 5 cents each.
Extra copies of current issues, 5 cents;
of issues a month or more old, 10 cents;
of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, May 23, 1906

THE LANSING BUBBLE.

The failure of the National Supply Co., at Lansing, was a foregone conclusion, but the infusion of new blood and fresh capital which it recently received from Holland and Zealand investors was expected to prolong the life of the institution for several months. This would probably have been the case but for the fact that the business was rotten to the core. The book-keeping was an enigma, the cash account was crooked and, from all appearances, many of the men connected with the proposition were regularly stealing from the concern. This is not to be wondered at when it is remembered that the institution was conceived in iniquity and conducted with utter disregard of the rights of others or of correct business principles. The failure is an opportune one because it demonstrates that the theories on which the business was founded are wholly wrong and that it is not possible to do business on such principles and succeed. If the National Supply Co. had succeeded, every other retail dealer within a radius of 100 miles of Lansing would have been compelled to retire from business. That it did not succeed furnishes conclusive proof that the regular dealer has a place in the world and that a mushroom business, based on fraud, deceit and falsehood, can not long survive.

IT WON'T DO.

The insurance investigation has ceased, almost, its career as a nine days' wonder; the sugar trust revelations have caused a few men to give bonds for appearance to answer indictments; the beef trust enquiry has not interrupted the great packing industry to a noticeable extent, and the rebate-bogus bills-of-lading-railroad-rate contention has achieved a breathing spell. Incidentally legislative shortcomings in Massachusetts, New Jersey, Missouri and elsewhere have been in the spot light for an instant, and what are the results?

True, one or two frenzied financiers have committed suicide and a few others have "gone abroad," but as yet there is no record that any of the great manipulators have been required to do more than pay a fine or two. We see no prison doors yawning for those who, by virtue of

their learning and their shrewdness as lawyers, have made monstrous thievery possible; there is no sign of doing time behind stone walls and iron doors, on the part of those who, through avarice, selfishness and masterful knowledge of the financial game, have robbed individuals, companies, corporations and governments in stupendous fashion.

When the punishments that are really humiliating, painful and almost unendurable are bestowed; when loss of personal freedom and the depths of mental anguish come to convicts listed under the verdicts rendered in the matters referred to, it will be found that only "agents" will be represented: the men who perjured themselves as to reports, methods and claims at the behest of those by whom they were employed; the men who elected between losing their employment and salaries and the very precarious alternative of winning out by hook or by crook.

BAD PRACTICE.

The habit of carrying firearms in a city is as unnecessary as it is dangerous. There is no call for any citizen in this part of the country to carry a revolver in his hip pocket or any other dangerous weapon. Having them is a temptation to use them, a temptation which at times seems to be irresistible and one which often results in loss of life. Men meet, become angry, begin to fight and a shot or a dash with a dirk does the business. It is impossible, perhaps, to keep men from getting angry or from fighting, but, as a rule, the contestants will be parted by the bystanders before anybody is injured in a fistic encounter. Bloody noses and black eyes do not look well, but they are seldom deadly or even seriously dangerous.

There are statutes against carrying concealed weapons, but in many cases they are not much enforced. Nobody knows of it until some accident occurs and then it is too late in that particular instance and, in fact, hitherto few have paid much attention to it one way or the other. In New York City the magistrates have reached an agreement among themselves to punish offenders brought before them charged with this fault. The police force has been pretty active in making arrests for this cause and during the last two weeks something like fifty persons arraigned in court have had the proper penalty imposed. In most instances the parties have been sent to prison and have had no alternative of a fine. Whenever a fine is imposed it is a round one, about \$25. This, it is believed, will break up the practice. There is no good reason or excuse why civilians should carry firearms in New York or any other American City. A few days in jail for this offense may save as many years for a graver one.

A Philadelphia man in his will expressed regret that he could not bequeath his religion to his sons. No doubt many men who have not thus expressed it have felt this same regret. Religion is something that people have to personally acquire.

COST A LOT OF MONEY.

Everybody was glad when it was announced there would be no anthracite coal strike and that the miners could go back to work. It made the situation so much better than it might have been that it seemed occasion for general congratulation, as indeed it was. Even under those apparently favorable conditions the suspension of thirty days during the month of April ran up a pretty big bill of expense and in it the operators, the miners and the public each had a share and each had to pay more than they would had the men stayed at work during the progress of the negotiations which finally resulted in their return on the terms which were practically offered at the beginning. No one was a gainer by that maneuver and it was not only no help but a great and grievous loss to the miners. It is not a little thing for a workman to lose his wages for a month, nor is it a little thing for the great army of anthracite coal consumers to have to pay from 50 cents to a dollar more for a month's fuel. The operators suffered least, although they lost the profits on a month's output, probably in a large measure made up by selling the surplus stock on hand, and they were also under some expense for special protection.

The figures run up into a big total, larger than most people would think or appreciate at first glance. The production of hard coal for April, 1905, was over five and a quarter million tons. The production for April, 1906, was less than half a million tons. As the result of this suspension the miners and all the men employed in and about the mines lost their wages. It has been repeatedly said that the labor cost of a ton of coal is about \$1.50. If that figure is correct then the men lost more than seven million dollars in wages that they might have had if they had continued at their work and the settlement brings them no compensating advance. Even if this figure is accepted as too high there is no way of estimating the loss at less than five million dollars, which is a great sum of money to be taken out of the earnings of any community, however large, in a single month. Then, too, consumers had to pay a considerable advance on the coal bought in April, because the operators and the dealers, fearing a strike, proposed to be on the safe side. In the aggregate hundreds of thousands of tons were sold at the advanced rate during that month and the difference must be added to the total cost of the suspension. The mine owners and operators lost least. The indisputable facts are their commentary on the situation and show the wisdom of remaining at work while the negotiations for new terms are in progress.

LESSON OF THE FAILURE.

The collapse of the Andre boom, at Grand Ledge, was not unlooked for in the light of the erratic action of the principal character during the past two or three weeks. Starting in a month or so ago by offering one-half cent above the market for eggs and butter, he gradually in-

creased his offers until he was one and one-half cents above the market. In view of his lack of rating and his lack of financial support, there could be but one outcome of such a procedure.

The lesson of the failure is as old as the hills and it is hardly necessary for the Tradesman at this time to repeat the warning it has uttered with singular regularity every year for the past quarter of a century. The man who offers to pay more for goods than he is justified in doing by the condition of the market is either a knave or a fool. As to which class Andre belongs, the future alone will demonstrate, but the unfortunate results to the victims are the same in either case.

On account of the San Francisco disaster there has been a boom in the window glass market. Just when the manufacturers were preparing to close factories for the warm weather the San Francisco disaster came and wiped out a large reserve stock of glass and opened a great market in the refitting of thousands of windows in the stricken city. How to meet that extra demand has now become a problem. The American Window Glass Co., it is expected, will operate its machine plants all summer to relieve the situation. The Belgian manufacturers, who always enter the American market when prices get above a certain figure, are said to be casting about for a chance to send forward a large amount of imported glass. This feature may keep down prices.

A person's eyes are out of line in two cases out of five, and one eye is stronger than the other in seven persons out of ten. The right is also, as a rule, higher than the left. Only one person in fifteen has perfect eyes, the largest percentage of defects prevailing among fair-haired people. The smallest vibration of sound can be distinguished better with one ear than with both. The nails of two fingers never grow with the same rapidity, that of the middle finger growing the fastest, while that of the thumb grows slowest. In fifty-four cases out of 100 the left leg is shorter than the right.

A Chicago club woman has a new plan for making it uncomfortable for bachelors. She proposes "that they should be compelled to support at least one orphan." She says if she had the framing of a law for the taxation of bachelors she would have each taxed for the maintenance of a child now being cared for by an institution or by the State. Frequently bachelors are orphans themselves and think they are doing all that should be expected of them in keeping out of charitable institutions.

Henry Watterson has been digging up some of the aphorisms uttered by Gov. Scott, of Kentucky, who was a fine old fellow in his time. Here is one of them: "When things are bad they are hard to mend, but when they get doggone bad they just cut loose and mend themselves." Col. Watterson points to history for illustration of the truth of Gov. Scott's remarks.

FOUR FLUSH CLERK.

Story of One Who Won Out in the Game.

Just who invented the phrase "four flush" is lost in the obscurity of time, but just why he invented it never can remain in doubt for a single instant. The man, 'tis said, wished to describe another man who pretended to be what he was not. So he called him a "four flush." There was nothing else he might have called him that would have served the purpose with entire satisfaction. The phrase was born of inevitable demand. And if the majority of clerks in the office of Going & Co. are to be believed the man who had the epithet first applied to him was just such a man as Gebhardt. For Gebhardt was a four flush man of the cheapest dye. This is to be understood from the beginning.

The four flush carries his signs with him and flaunts them in a manner so that all may read and see what he is. This is what makes him a four flush—the flaunting of the signs. If he only kept it to himself—but then he wouldn't be a four flush. The true four flush is not content with fooling, or trying to fool, others, he must needs deceive himself. In a mistaken sense of his own value and importance he puts on a front which often so successfully imitates the real thing that it serves the same purpose, at least, to all outward appearances. Witness the tale of Gebhardt.

Gebhardt was dubbed "four flush" by the men of the office the first day that he put in his appearance. It was obvious. He carried the signs of the make-believe in every portion of his personality, from his head to his toes. His actions reeked of it, his speech proclaimed it in the tones of a stentor. When he took up a pen, or a pencil, he did it with the air of a man who was about to accomplish wonders. When he turned to speak to any one it was easy to see that he was going to utter wisdom of the choicest grade.

When they began to know him they knew that they had let him off easy in the beginning. He was even more of a four flush than they had thought. In fact, he was all four flush; there was nothing real about him. And the clerks felt sorry for him when they made this discovery.

When he began in the freight rate department his work from the beginning was the work of the four flush. There are many kinds of work and each indicates a different kind of man. Even in so simple a matter as affixing a freight rate on a bill of goods is there an opportunity for displaying character. The artist is here discernible, as in every walk in life. He is the man who does his work well, as it should be done. He is as distinguished from the poor worker as if he were labeled with the evidence of his skill. All old clerks and most skilled workers of every kind know what is meant.

There usually is one best worker in every large department. If the head is out he is the man to whom the boss comes when he wants to know anything about the depart-

ment's work. And he is the man who is promoted when the occasion offers.

It was this manner of worker that Gebhardt strove to be—or, rather, appear to be. He didn't have the ability to be a good man, that was decided immediately upon his advent into the freight rate department. He was one of the kind who fit in half ways between the competent and the inefficient, and his style and manner of working proclaimed the fact so that any one might see. He wasn't entirely a poor worker, but emphatically he was not a good one, and it was presumptuous of him to try to pretend that he belonged in the class A, No. 1s. But this is what he insisted upon doing. He wouldn't stay in the mediocre class where he properly belonged. He insisted on showing himself in the advance of the others, and pushing himself forward on the theory that he was just a little better than the rest—that he was an exceptionally good man.

There are many ways of doing this. One of the safest and surest is to pretend to a great knowability about the work directly in hand and of the business of the house in general. This gives a man prestige, even beyond that of the good worker.

To be able to say offhand just what the profits of the house were for the last year means more than to be able to extend a column of figures quicker than anybody present. It carries with it a suggestion of intimacy with the affairs of the firm which is apt to impress those who hear.

"I wonder how Bilks happens to know so much about the inside doings of the house," the clerks will say to each other. And they will answer with, "O, I suppose he came in here on a drag, probably some friend of the old man's."

Once such an idea is fixed in a man's associates he will be looked up to or despised by his coworkers, according entirely to the manner of man he is. Nobody will question his statements; but he must make them with a proper show of confidence. And he must be recognized as "the real thing," also, before he begins to impart such knowledge, else he will be designated with the phrase that has to do with four cards.

All these fine points of four flushing did Gebhardt work, and the men in the department laughed at him much and hated him a little. If he had even been an effective four flush they might have shown some respect for his glib statements regarding the firm's financial condition, etc. But they weren't fooled by him a bit. They were onto him larger than a big department building. They had him marked. As they watched his consistent four flushing—watched how he fooled the head of the department by his strenuous efforts—they smiled in their sleeves and waited for the day that the head should see through the mantle of deceit that hung over Gebhardt and give him the large boot, as he deserved.

"Wait until the old man once gets on to what a four flusher that fellow is," said the head clerk. "Bing! Bing! You'll see him go out of here like a quarter horse. He's having a

fine time now, getting a standin with the boss, but, O, me! O, my! What an awakening there will be for him when he gets next."

Thus they talked until one day they were given further proof of Gebhardt's four flushing proclivities. He had four flushed himself into the position of chief checker.

"The dub!" said the clerks. "Why, he doesn't know how to make out a freight bill, let alone checking up other people's work. He'll fall down, and then his balloon will be punctured."

But he went along for several weeks, and somehow he managed to drag through with the work of the checker.

"He's lucky," said one of the clerks. "Happened to get the job in a slack season. In a busy time he'd be about forty miles up in the air. Wait until the fall rush comes on. Then you'll see Mr. Gebhardt go to the bad."

However, just before the fall rush there came a vacancy in the post of correspondent; and the head decided that Gebhardt would be of more value to him as a correspondent than as head checker.

"Lucky dog!" said the clerks again. "Just when he was going to be tried out they give him another job. He'll blow up on this, sure. You got to be almost the real thing to hold down a correspondent's job."

The promotion meant much to Gebhardt. It meant that he was taken out of the ranks of clerks and placed among the crowned heads. He had a roll top desk of his own, and a stenographer! When the clerks saw the stenographer they swore again anent Gebhardt's luck.

"Gets Miss Davis the first thing," said they, "and she knows enough about the work to do it herself with an office boy to stamp her letters. Still, they'll get on to him before long."

Which may or may not have been true. At all events, Gebhardt went along as successfully as any one might please in his new position. He—but the successive steps that led him up to the chair of the head of the department are too many to detail. At each step upward the old clerks who were standing still, or going up more slowly, wondered that he was not found out; but he went up, nevertheless.

And now he is up too high to be

found out. He is so hedged in by authority and power that no one may slip in and show the office kings just where and how he is deficient. He is impregnable; and the old clerks point to him as a four flush who won. And they hate him thoroughly now.

The moral seems to be that it doesn't make any difference if you are a four flush, so long as you don't get found out.

Allan Wilson.

Basely Deceived.

"So your engagement is broken off?" said the girl in gray.

"Yes," replied the girl in brown frowning at the recollection.

"What was the cause?"

"He basely deceived me. You see, it was this way. I asked him one day to promise me that he would never again smoke cigarettes. He promised. Then I asked him to refrain from the use of tobacco in any form. He promised to do that. Later I told him I had a horror of any one who touched liquor, and he agreed never to touch it. After that I suggested that I thought the clubs had a bad influence on young men, and I should expect him to give them up, and he said he would. I also took up the subject of gambling, and made him promise that he would stop playing cards and betting on horses."

"Well, you didn't ask him much! I suppose he deceived you in the matter?"

"Oh, no! I could have forgiven that. But just when I was congratulating myself that I, at least, had reformed one young man, I found that he didn't need any reforming. He positively was not addicted to any of the bad habits I made him promise to abandon. It was a terrible shock, and I broke of the engagement right away. There was no longer anything in it to make it interesting!"

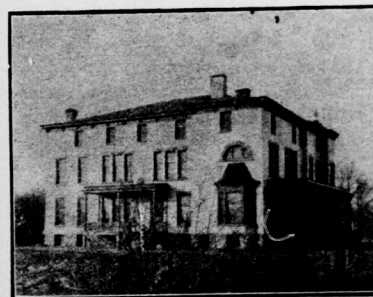
How To Keep Test Bottles Clean.

I wish to say a word as to how to keep test bottles clean in a factory. Where accurate tests are desired it is absolutely necessary to keep the test bottles clean and this is not at all so very easily done.

The test bottles can be gotten fairly clean by emptying them as soon as the fat has been read, shaking the bottle while emptying to get rid of the sediment, then immediately rinsing with hot water.

X.

Residence Covered with Our Prepared Roofing



More Durable than Metal or Shingles

H. M. R.

Asphalt
Granite

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All Ready to Lay

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.
Established 1868

BRANCHING OUT.

Expansion of Several Kalamazoo Manufacturing Industries.

Kalamazoo, May 22.—In the list of factories in this city which have made or are making additions at the present time is the Kalamazoo Loose Leaf Binder Company. This concern came here a little over a year ago. Only recently it was reorganized and the stockholders are about to build a large factory at Park and Water streets. This company is capitalized at \$100,000. The stockholders are J. J. Knight, Dallas Boudeman, W. M. Blinks, H. F. Bushong, R. D. McKinney, Charles H. Garrett, J. A. Pyle, E. S. Rankin, H. F. Badger, W. R. Taylor, F. W. Blowers, C. A. Peck, A. B. Connable, A. E. Crowley, F. S. Clark, Otto Ihling, Lewis H. Kirby, E. C. Dayton, H. S. Humphrey, C. P. Potter, G. L. Gilkey, W. Hellen, Della M. Farley, A. L. Zwiler, C. A. Dewing, of Kalamazoo; J. W. Thompson, Detroit, and H. D. Walbridge, of New York City. The factory which this new company is about to erect will give them about four times the floor space which they now have. Ever since the factory was located here the business has grown steadily until the present quarters are entirely too small. The new factory when completed will be modern in every respect and the added floor space will allow the company to take care of its increasing business.

Another of the large factory additions started in this city since January 1 is the one being built by S. Rosenbaum & Sons Co. on East Main street. This factory is to have a 50 foot front and will be six stories high. While the first floor is to be devoted to store rooms, the other five stories are to be used for factory purposes. The structure is to be of paving brick and will cost in the neighborhood of \$50,000. This building, with the new addition to the American House, will add much to the attractiveness of East Main street.

Still another factory in this city which has been compelled to make room for its increasing business is the Standard Paper Co., located in the north part of the city. This company has just finished a large boiler house and has one story completed of the four story addition they are about to erect. The added floor space of this factory is to be used as a store room and also for factory purposes.

Within the past week work on the new buildings of the Kalamazoo Foundry & Machine Co. has been started. This company is to build in the east part of the city, on the Chicago, Kalamazoo & Saginaw Railroad. The building of the new factory is made necessary by the increase in the business, which has been due largely to the heavy building all over the country. The buildings, three in number, are all to be one story in height and built of brick, with the possible exception of the structural iron shop, which may be sheeted.

Added to the list of new factories which have come to this city is the National Gas Light Co. This concern is to manufacture the famous national gas light, or as it was more commonly known, the Doorenbus light. The building which the new company is to occupy is already constructed and was formerly the Kalamazoo Wagon Co., but nevertheless the National Gas Light Co. can be classed as one of the new factories for this place. This company is capitalized at \$100,000 and the following are the stockholders: E. R. Lewis, J. D. Burns, G. Doorenbus, John Doorenbus, C. Hollestelle, Arie Van Nerynen, J. Gumbinsky, Oscar Gumbinsky, R. R. N. Gould, J. C. Wilson, O. E. Jacobs, S. B. Monroe and George O. Comfort.

Still another new factory that has been added to this city during the past week is the Arney Co. This concern was brought to this city by the Commercial Club and the articles of incorporation have been filed. The building formerly occupied by the Biggerstaff Manufacturing Co. has been purchased by the new concern. The Arney Co. is the maker of the "Merry Wave," the demonstration of which was given on the post-office grounds a short time ago. The "Merry Wave" is considered the greatest amusement novelty of the age. It is the intention of the company to turn out at least 10,000 of these machines during the summer. Mr. Arney, the inventor of the "Wave," will have the management of the factory.

Thus it will be seen that this city has not lacked for new concerns. But the greatest fact remains that the large share of the new factory buildings that have been started since January 1 has been in the industries that have been here for some time and that they have simply grown out of their old quarters.

Has Made Baskets Thirty-five Years.

Carleton, May 22.—The present year marks the thirty-fifth anniversary of the basket manufacturing industry at Rockwood. Thirty-five years ago F. Baumeister began the manufacture of baskets, with a capital of \$25, which was hardly sufficient to purchase the necessary splint knife and other tools used to get out the material that enters into the construction of a basket.

He started business in a small shop, without help or resource, but his own determination to succeed is evidenced by the steady growth of the industry to its present standing. From a few tools used in the manufacture of baskets by hand to an up-to-date factory equipped with the best of machinery, with a weekly pay roll amounting to nearly \$200, and an output of 20,000 dozen finished baskets annually, is a record that speaks for itself.

While the bulk of shipments have been to the southern and western markets, consignments have been made as far as New Zealand and Australia.

It is no consolation to a man that he has the means to have a perfectly lovely funeral.

LAKE COUNTY FARMER.

He Writes a Pertinent Letter To Sears, Roebuck & Co.

Baldwin, May 18.—I have your favor of recent date, and also your catalogues and accompanying circulars offering premiums for distribution of the same among my friends. I have no doubt that, as you say, I will thereby confer a great favor upon you, but I am compelled to take issue with you on the statement that I will also confer a favor upon my friends.

In my dealings with you, extending over some time past, I have received no favors from you—I paid for all I got—and the length of time I traded with you, instead of establishing friendly relations and gaining me additional favor as it would in a home store, gave you the opinion that, unlike a new customer, to whom you give your very best, so they will come again, I was a steady comer and any old thing would do for me.

Our last deal opened my eyes and convinced me that it is poor policy to trade with catalogue houses. Your catalogues offer some apparently great bargains. But let us draw up our chairs and see if there are not a few things very essential to the rural citizen that are not mentioned within its voluminous bulk.

For instance, there is no reference to paying cash or exchanging goods for wheat, oats, corn, beans, butter, eggs and hay.

How much will you pay for cattle, sheep and hogs f. o. b. Baldwin?

How much will you pay to support the Lake county schools and educate our children? How much for improving our roads and bridges? For supporting the poor? For the general public expense?

On what page do you offer to contribute money to the support of our churches?

What line of credit will you extend to me when my money is low because of sickness or poor crops? What do you give in the way of entertainment for the public and in the way of providing those things that make a town desirable and thus keep up the value of my property?

As a matter of fact, do you do anything to help locally, or do you merely take the money out of a community, returning nothing whatever beyond the value of the goods bought? Thinking it over carefully I believe it is better to call upon your local dealer and look over his stock where you can see the goods before buying. There are then no errors in change or refunds to be haggled over across a 300 mile stretch.

Yes, it is better to trade at home. Your home merchant's guarantee upon an article means something, as he wants your good will. Keeping the money home benefits home industries and thus, indirectly, us. We can not expect to sell our products to the local merchant and do our trading in Chicago. It is all one-sided and sometime we would have no local merchant to do our buying.

Catalogue houses I have found from bitter experience are tricky. If

those who are dealing with them will watch their purchases, they will find it so sooner or later. Our last deal, had it occurred here at home, would have been straightened out in five minutes and without feeling, but with you it takes me all winter to get my money back when goods are not satisfactory, and even then I get only a credit card, which is lost through studied carelessness upon the part of someone in your concern, so that I have nothing to show for my claim.

Every man should trade at home if conditions admit of purchasing a good article at reasonable prices. If not, then he had better trade at the next town or city, so that his money may go to build up the country around him. He sends it to Chicago that it may go into profits of some big mail order house until there is enough sucker money to build and endow some great charitable institution as a monument to the greatness of the mail order man and the gullibility of the easy public.

I have already asked that you adjust the matter of our last deal. I want my money returned without further dicker and unless I get it I shall certainly get its equivalent in advertising you and your methods among the people of Lake county.

Carl Shultz.

St. Johns Secures Good Industry.

St. Johns, May 22.—The property of the St. Johns Table factory, of Cadillac, located here, now belongs to the St. Johns Business Men's Association. The \$15,000 raised by public subscription has been almost entirely paid in. The building will be occupied by Morris Goldberger, of Fort Wayne, Ind., who is expected soon and who has shipped a carload of machinery here. He will employ over 100 men.

The Post Lumber Co. has opened its manufacturing department and a factory whistle is heard for the first time since the factory moved to Cadillac.

Fred P. Bunday has started his mattress factory with A. C. Lieby as manager. Mr. Bunday's quilt and mattress factory was destroyed by fire last summer, but the mattress factory has been fitted up in a portion which was saved. A cotton picker and four excelsior machines are running at present.

Increase in the Capital Stock.

Wyandotte, May 22.—Manufacturing fur robes and coats has proved such a profitable business for the J. H. Bishop Co., of Wyandotte, that it has become necessary to increase the capital stock from \$250,000 to \$500,000, the necessary papers being filed last week. The business was established by Mr. Bishop in 1874, and was incorporated in 1891, the capital remaining unchanged until the present. The stock is all owned by Mr. Bishop, his son, and his son-in-law, W. J. Burns, of Sandwich, Ont. There are two extensive factories, one at Wyandotte, employing 300 people, and the other at Sandwich, Ont., employing 100 people. The output has a sale in all the northern states east of the Mississippi.

Are You Coming Merchants' Week?

If so, please fill out, tear out, enclose in an envelope and mail at once to THE GRAND RAPIDS BOARD OF TRADE, the acceptance coupon printed on this page.

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 addressed to Grand Rapids Board of Trade, stating your intention to accept this invitation.

TEAR OUT AND MAIL

I accept your invitation to be present
at the First Entertainment of the
Wholesale Dealers' Association of
Grand Rapids, Mich., June 7th, 1906.

Yours respectfully,

Name _____

Address _____

Wholesale Dealers' Association, 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 Committee on Arrangements.
H. D. C. Van Asmus,
Secretary.



How Poultry Is Artificially Fattened by Machinery.

The practice of compelling fowls to grow fat and tender by artificial means originated in the green valleys of France. Long ago the Toulouse goose was transformed into a dainty fit for the gods through having corn rammed down its throat with a stick. The humble peasant in wooden shoes and gaily checkered frock discovered that the goose could digest a lot more corn than it would voluntarily eat. So the peasant resorted to the stick as a means to fill the goose's crop until it could hold no more. As fast as the crop became empty it was crammed full again with the stick. In consequence the goose fattened so fast the peasant could almost see it grow. When the bird was slaughtered its flesh was found to possess a juicy character hitherto unknown. Then Toulouse became famous, for the epicures of Paris esteemed the Toulouse goose as did the Romans of old the dainty dish of nightingales' tongues.

The French confined their artificial fattening to geese. The English, however, extended the process to chickens, and invented a machine to take the place of the Frenchman's stick. From England the cramming system was introduced into America. In the United States efforts have been made to fatten all kinds of poultry with the cramming machine, but these have failed in the case of turkeys, and have been only partly successful with ducks. Turkeys proved to have constitutions too delicate to withstand artificial fattening. In the case of chickens the cramming machine has wrought wonders.

So remarkable are the results of the forced fattening of chickens that several of the great packing houses maintain big plants, where they fatten all the fowls they buy before placing them on the market. They buy millions of chickens alive from farmers and poultry raisers and subject them to fourteen or twenty-one days of forced feeding. At the end of this time the chickens are not only heavier, but their flesh has taken on an entirely different character. The ultimate result is that the packer has several more pounds of meat to sell than he bought, and the change in the nature of the flesh enables him to get several cents a pound more for it.

Every poultry raiser can compete with the packers if he chooses. The cramming machine is not expensive, and the necessary adjuncts to forced feeding are simple. There is one big packing firm that has numerous feeding stations scattered throughout several Western States. After many experiments with different breeds it has announced a preference for Plymouth Rocks, because they are hardy, short legged and full breasted. This company, like its competitors, en-

courages farmers living near its feeding stations to raise all the chickens they can. When the farmers think their flocks are ready for market they sell them at the feeding station. The packer immediately fattens them by force method, and then does his own slaughtering on the spot, using in the latter process the most improved methods, which are considerably in advance of those in vogue elsewhere.

A typical force feeding station, perhaps, is that at Leon, Iowa. This consists of a gigantic shed that is well lighted and ventilated, two features that are essential to success. In this shed are long rows of coops built in tiers, each row containing five tiers. These coops are constructed of rods, and are set in double rows, back to back, with spacious alleys between each double row and the next. Feeding troughs are built on the outside at the bottom of each tier, the chickens thrusting their heads out through the spaces between the rods to eat.

When first brought to the feeding station the chickens are fed in the troughs. At the Leon plant a mixture of corn meal, oat meal and milk is used as the feed. The birds eat this greedily out of the troughs for a week, and as they are confined in small lots in separate coops of small dimensions they grow fat fast. At the end of a week the cramming machine is brought into requisition. This device consists of a reservoir, holding perhaps a couple of gallons of food, which is mounted on a tripod, the reservoir being about the height of a man. From the reservoir there is a rubber hose 2 feet long. This hose is connected in such a way that a man by pressing a lever can force the food out of the reservoir through the hose and into the chicken's crop. The chicken feeder takes a fowl under his left arm, while with his right hand he thrusts the rubber hose down the chicken's throat to the opening of the crop. Then he presses a lever with his foot, and this operates the cramming machine, which forces the food through the rubber hose into the crop. When the crop is full the bird is returned to the coop.

To the ordinary person this might seem a slow and cruel process. That it is not slow is proved by the fact that an expert operator often feeds as many as 600 fowls an hour. That it is not cruel seems apparent from the avidity with which the fowls come to the doors of the coops at feeding time after they have been subjected to the process a few times. Besides this they eagerly open their bills for the insertion of the rubber tube.

The cramming machine is used three times a day for one week on each fowl. Usually at the end of this time all the fowls that have been fed for the same length of time are fat enough for the market. Sometimes, however, another week of the cramming machine is necessary, but never longer, as the gain in weight would no longer compensate for the feed and labor required for extra time.

During all this time the birds

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

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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"

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Order

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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.

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14-16 Ottawa St.

GRAND RAPIDS, MICH

NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

have stood on perches, under which were pans for the droppings. The pans were removed every day and thoroughly cleansed. When one lot of fatted fowls is taken from a row of coops the coops themselves are scraped and steamed and white-washed. They are then ready, and not until then, for a new lot of chickens. Thus the coops are kept sanitary and free from vermin. In a plant where 13,000 chickens are fattened at a time, as at Leon, perfect cleanliness is essential to prevent disease originating.

Talking of the gain obtained in the use of force feeding, one of the big packers recently said: "Take a thin chicken weighing four pounds. By cramming it can be made to weigh six or more pounds in two or three weeks. In the latter condition it is a fancy chicken; its value has been increased 6 to 10 cents a pound. If it was worth 12 cents a pound when thin, it is worth 20 cents a pound as a fancy chicken. The gain has been obtained, too, at an outlay not to exceed 15 cents at most in food."

One chicken, therefore, that originally weighed four pounds and was worth 48 cents is made to weigh on an average, say, seven pounds, and its value has become \$1.40. When it is known that one packing firm has a feeding station at Kansas City, Mo., where it turns out 10,000 fattened fowls a day, and that the same firm has fifty-seven branch stations scattered through Missouri, Oklahoma, Texas, Kansas and Arkansas, to say nothing of others in other states, it is easy to see how the great packers amass wealth that the farmer might share if he only took advantage of the means at his command and exercised the same executive ability that the packers do.

The packer's application of improved methods does not stop with the fattening of the fowls. After he has obtained, through forced feeding, a lot of chickens whose flesh is white and tender all through, his next care is to kill the birds and send them to market in a way to make them catch the eye and attract purchasers. In connection with his feeding station he has a killing room. When a lot is to be slaughtered, an expert "sticker" stations himself at the door of this room, and other employees bring the fowls to him from the coops. He takes a fowl under his left arm and holds it in such a way that he can open its bill with his left hand. Then with his right hand he trusts a keen two-edged knife through the roof of its mouth into its brain and passes the bird along to another employee in the killing room. The chicken bleeds thoroughly and death is almost instantaneous.

In this slaughtering room there is an overhead track, on which runs

an endless chain. Beneath the track are stationed seven or eight employees, each with specific work to do. The first spreads out the chicken's legs and attaches a gambrel like that used in slaughtering hogs. The gambrel is attached to the endless chain, which is set in motion. As the bird is carried past the men one strips the dry feathers from the breast, another from a wing, another from a leg, and so on. When the bird reaches the end of the line of men it is plucked clean, and the last man removes it from the chain and places it on a truck, to be wheeled into the cooling room adjacent.

In the cooling room, which is kept at a temperature of 38 or 40 deg., but never at the freezing point, the chickens are placed on racks, their heads hanging down, to allow every drop of blood to run out of the wound in the mouth. The chickens are kept in this room twelve to fourteen hours, when the animal heat is entirely gone. They are then ready to be packed for shipment to Chicago, New York, London, Paris and elsewhere. In the packing the millionaire packer again exercises all his ingenuity.

Before being taken into the killing room each chicken is subjected to the "shaping" process. This consists of placing the birds in a trough 10 inches wide, and inclined on the forward side. The birds are placed in the trough and pressed down until the meat is forced forward on the breast, making them appear larger even than they really are. After the cooling process is completed the heads are removed and the legs carefully washed. Then the birds are packed in specially made boxes lined with parchment paper. These boxes are just large enough to hold two layers of chickens of three rows each. The fowls are placed in the box with necks toward the ends. When the bottom layer is carefully bestowed a sheet of parchment paper is laid over it, and the top layer of fowls is put in. The cover is then nailed on, and the "fancy" chickens are ready for market.

In packing the fowls are weighed separately, and those of nearly the same weight are put together, so that one box may contain a dozen fowls to be marked, say, broilers (a), 20 to 25 pounds. The marking means that the box contains a dozen chickens that weigh twenty to twenty-five pounds. Other grades, as fixed by one of the most successful packers, are: broilers (b), 26 to 30 pounds; fryers (a), 31 to 36 pounds; fryers (b), 37 to 42 pounds; roasters (a), 43 to 48 pounds; roasters (b), 49 to 60 pounds and roasters (c), 60 pounds and over. The packers say that the birds sell better if each

chicken in a box weighs almost exactly the same as its neighbor.

By noting the time of year when the different classes of chickens are most in demand in the cities any poultryman or farmer can judge when to prepare his fowls for shipment. Then by adopting the forced feeding process, he can save for himself the profit the packer makes.

After he has paid for his cramming machine and the feed required for the forced feeding period, and after he has deducted the commission merchant's price for selling the fowls, the farmer will find he has a large amount for himself over and above what he would have had if he had sold directly to the packer at the feeding station.

For years the poultryman and the farmer have experimented with various breeds of chickens in an effort to produce a better meat fowl. They have brought this feature of poultry

raising to perfection. Now their aim should be to finish off their fowls by forced feeding, just as they do with cattle and hogs, and to send their products to market in the most attractive form.

Walter A. Washburne.

A Blunder and Some Advice.

Billy Bunker—We are sorry that your technical article on How to Serve a Gold Ball should have appeared in print as How to Curve a Moth Ball, but your handwriting certainly is atrocious.

It is true that the curving of a moth ball may sound ridiculous, but it can't be expected that the moth ball editor would hang around continuously in order to have little puzzles of this sort referred to him. Why not take advantage of the lull before the game opens, and secure a few valuable lessons on the art of serving a typewriter?

W. C. Rea

A. J. Witzig

REA & WITZIG

PRODUCE COMMISSION

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

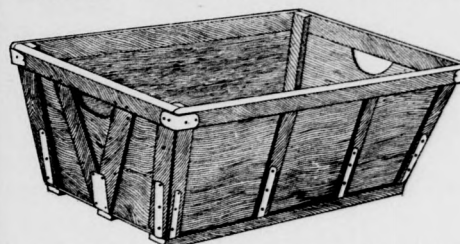
We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.

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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.

WE BUY EGGS

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

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

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

L. O. Snedecor & Son, Egg Receivers

36 Harrison St.

Established 1865

New York.

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

Established 1883

WYKES-SCHROEDER CO. **FEEDS** GRAND RAPIDS, MICH.

Write for Prices and Samples

Fine Feed	Corn Meal	Cracked Corn	STREET CAR FEED	Mill Feeds	Oil Meal	Sugar Beet Feed
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LOCAL SHIPMENTS			STRAIGHT CARS	MIXED CARS		



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, May 19—The spot coffee market is characterized by steadiness. The volume of business done is not extremely large, and individual purchases as a rule seem to be simply to keep assortments unbroken. The speculative market has been rather quiet, but interested parties are by no means despondent. At the close spot No. 7 is worth 7 $\frac{7}{8}$ @ 8c. In store and afloat there are 3,695,368 bags, against 4,025,465 bags at the same time last year. Mild coffees have been in fair request at about unchanged quotations. Good Cucuta, 9 $\frac{1}{2}$ c and washed Bogotas to 11 $\frac{3}{4}$ c. East Indias are without change.

The week has been very quiet so far as sales of refined sugar are concerned. Although quotations were lowered there was seemingly no more interest shown. It is thought that with the oncoming of hot weather there will be a turn for the better—it is inevitable, in fact—and quotations may again advance from the present basis of 4.40c less 1 per cent. cash.

In the whole length of the tea market not an item of interest can be picked up. There is the stereotyped report of the very moderate volume of business so far as invoices go, and while jobbers have a steady trade, the amount of it seems to be very moderate.

Rice is quiet and unchanged in any respect. There is more demand for fancy grades than other kinds. Orders generally are for small quantities and holders are confident there will soon be an enlargement of demand. Choice to fancy head, 4 $\frac{1}{2}$ @ 5 $\frac{1}{2}$ c.

There is little demand for spices, as might be expected at this time of year. Invoice trade is almost nil, and there is little, if any, change in jobbers' quotations.

Little business has been done in molasses, but prices are very firmly maintained and stocks are running light. Syrups are steady and without change.

In canned goods future tomatoes are attracting some attention and sales are made within a range of 75 @80c. Spot stock ranges close to the syndicate quotation of \$1.17 $\frac{1}{2}$. Some small lots may go for less, but as a rule the quotation named is the prevailing one, and the trend is certainly to a little higher figure yet. Spot corn is firm at about 55c for Maryland, Maine style. New California asparagus in round cans is selling freely. Salmon is firm and quiet.

The supply of butter has been too large for the prevailing demand, and as a consequence some decline has set in. Best extra creamery is now held at 20c and firsts, 19 $\frac{1}{2}$ c; seconds, 16@17 $\frac{1}{2}$ c; old stocks, all the way from 14@17c; imitation creamery, 15@16c;

factory, 14@15c; renovated, from 12 @16c, the latter for extra stock.

This market has not been so well supplied with new cheese this week, as other centers seem to have drawn on New York State factories and paid better prices than were offered here. The quality of stock coming in shows much improvement and the best grades are held at 9 $\frac{3}{4}$ c. Old stock is pretty nearly all gone and the remnants are working out at 13 @13 $\frac{1}{2}$ c.

The top grades of eggs are firm and show an advance of about 1c; near-by stock, 21c; best Western storage packed, 18@18 $\frac{3}{4}$ c; firsts, 18c; seconds, 17c. A large part of the storage eggs coming to hand are somewhat off in quality, and the hot weather of the past two days has not improved them any.

Why the Junior Clerk Was Promoted.

A business firm once employed a young man whose energy and grasp of affairs soon led the management to promote him over a faithful and trusted employe. The old clerk felt deeply hurt that the younger man should be promoted over him and complained to the manager.

Feeling that this was a case that could not be argued the manager asked the old clerk what was the occasion of all the noise in front of their building.

The clerk went forward and returned with the answer that it was a lot of wagons going by.

The manager then asked what they were loaded with, and again the clerk went out and returned, reporting that they were loaded with wheat.

The manager then sent him to ascertain how many wagons there were and he returned with the answer that there were sixteen. Finally he was sent to see where they were from and he returned saying they were from the city of Lucena.

The manager then asked the old clerk to be seated, and sent for the young man and said to him:

"Will you see what is the meaning of that rumbling noise in front?"

The young man replied: "Sixteen wagons loaded with wheat. Twenty more will pass to-morrow. They belong to Romero & Co., Lucena, and are on their way to Marchesa, where wheat is bringing \$1.25 per bushel for hauling."

The young man was dismissed and the manager, turning to the old clerk, said:

"My friend, you see now why the younger man was promoted over you."

Probably a Sausage Fake.

That was a queer dispatch which came from St. Petersburg the other day, saying that the sanitary authorities at Libau had closed the large sausage factory there. The proprietor, who amassed a great fortune in the business, it is charged, was leagued with municipal employes, who brought him horses, dogs, cats, and rats with which to make sausage. Without knowing the facts, we venture the opinion that the statements contained in the dispatch are mostly fake.

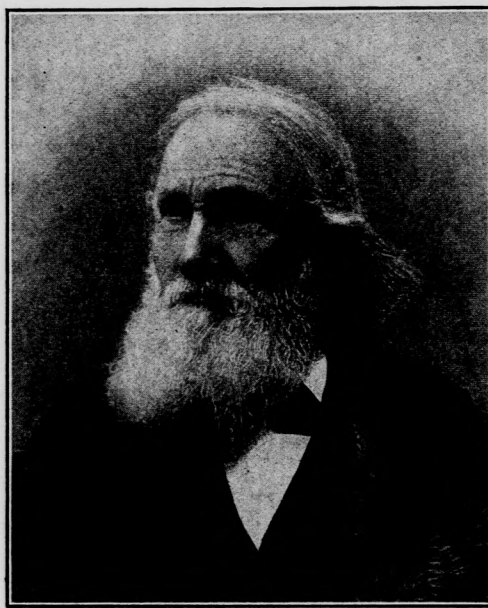
PUSH!!



I will do the pulling. Without being at all conceited, I am certain the combination will win out, hands down. I am already a household word—a household Coffee—in many thousands of homes; and I hear mighty good things said about me—which reflect well on the probity of my proprietors, DWINELL-WRIGHT CO., the great Boston & Chicago Coffee-Roasting firm. Just take me on and I will prove to you that I am IT.

WHITE HOUSE COFFEE

JUDSON GROCER CO., Grand Rapids, Mich.
Will Supply Me and Endorse My Claims



Try a
John Ball

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Cigar

**G. J. Johnson
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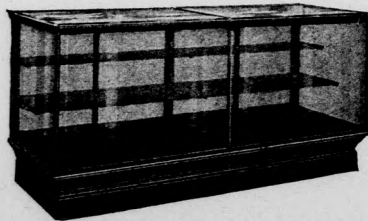
Makers

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THE BEST IS IN THE END THE CHEAPEST!

Buy None Other



Our New "Crackerjack" Case No. 42.
Has narrow top rail; elegant lines!

Our fixtures excel in style, construction and finish.

It will pay you to inquire into their good qualities and avail yourself of their very low price before buying.

Send for our catalogues at once.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

BUYING ANTIQUES.

The Interesting Experience of One Pair of Seekers.

Written for the Tradesman.

The soft fall sunshine filtered through the leafless trees, casting delicate traceries on the roadway and turning the dust whirled up by the passing automobile into glittering grains of fine gold.

The couple in the auto were chatting as they sped along, their voices mingling with the muffled chug-chug of the heavy machine.

"Now, George, I tell you we will be sure to find a real old piece at the place where I wish to go. Didn't the landlord tell us that the old house was just as it had stood almost since the Pilgrims landed and that antique hunters did not know of its existence?"

"But, dearie, you've collected a lot of junk now that we have no place to put. What are you going to do with your Chippendale table and that curious old homemade chair you bought last week, to say nothing of the grandfather's clock and a countless number of battered dishes? You know, dearest, that our flat was never designed to be turned into a junk shop and that there is hardly room for the modern furniture, to say nothing of your collection."

"That's right—throw cold water on all my schemes. You talk as though we were always going to live in a poky little flat. Aren't we going to have a house of our own some day and then won't we have lots of room

for my antiques—I don't believe you want me to have any pleasure?"

"That's right—take a woman's advantage. I know I'm a pup, but, really, sweet, I think you are carrying this antique craze too far. Of course, some day we will have a house, but from the present outlook the time is some distant. Why, at present we can hardly afford to keep an automobile, let alone own a house. And our present trip is expensive enough, dear knows, without adding to its cost by paying seven prices for junk just because a third cousin of some man who got his name in history once visited this neighborhood!"

"Well, George, just let me look this once, even if we don't buy, and then I'll be satisfied—don't we start for home to-morrow?"

"Well, all right, sweetheart. Where is the road you take?"

"Just ahead, you darling, we'll soon be there."

The big machine sped silently onward over the still road until they came to a cross road winding up into the hills and this they followed. Steady traveling for a half hour brought them well into the hills that flank the White Mountains and before them on the hillside appeared an old colonial house. From its weather-beaten appearance it had not known a paint brush in years, and there was a quaint air of interest about the tumbledown place.

"Is this the house, dear?" George asked, the lady answering that it was.

A few minutes later they were knocking at the massive door, which

presently opened to allow the wizened visage of an old man to appear.

"I understand you have a number of antique pieces of furniture here which you would be willing to sell?" said the lady.

"You understood wrong, young woman," returned the old man, "I have much old furniture in the house which has been here since the days of my forefathers, but it is not for sale."

"But may we not even look at it?" she asked, clasping her hands in a semi-appeal.

The old man demurred, but at last consented to let them look and led the way into the big parlor.

It was a room to delight the seeker after the beautiful of days gone by. Faded hangings adorned the walls that in their day had been beautiful specimens of work and scattered about was piece after piece of furniture that wrung a sigh of ecstasy from Mrs. George.

"Oh, isn't it lovely," she cried turning from one piece to another. "Isn't it beautiful? Was there ever another place like it?"

Then her eye fell on an old mission rocker that stood in the corner.

In the dim light that filtered through the old curtains that covered the windows she seemed to see the forms of bygone heroes and heroines who had sought comfort within its ample arms and with a little gasp of joy she seated herself in it.

"Oh, George, I must have this!" she exclaimed. "Ask him if he won't

sell it," and she closed her eyes to dream.

Now, truth to tell, George himself was much impressed with the antique, so he turned to the old man, who had stood silently by, and asked him to name a price. The request was refused. But George had dealt with owners of antiques before, so a half hour later they were the proud possessors of the chair, but to secure it they had paid a price which sent all hopes of a new winter coat glimmering from the mind of Mrs. George.

They hurried to fasten the chair in the tonneau for fear the old man might change his mind and were soon speeding over the backward road.

Their hotel at the village reached, they made haste to have the chair conveyed to their apartments to look it over more carefully.

Here in the bright sunlight it looked different from what it had in the semi-darkness of the old house and George turned it over carefully.

There seemed to be an abrasion on the bottom and he moved the chair closer to the light and examined it still more carefully.

Yes, there were marks plain to be seen, but an attempt had been made to fill the place with putty.

George took his knife and scraped the putty away and there, plain before their eyes, was the triangle familiar in the furniture trade the world over, and the legend in faint letters:

"Made in Grand Rapids!"

J. F. Cremer.

STOP YOUR TUB BUTTER LOSSES

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

Kuttowait Butter Cutter

Cuts to exact weight any size cake, getting every ounce out of a tub
Read what these grocers say:

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

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

Yours very truly,

ALTENHOFEN & BORNHOFEN,
410 E. North Ave., Chicago.

Send for more such reports.

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

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

Fill out coupon and address

Name

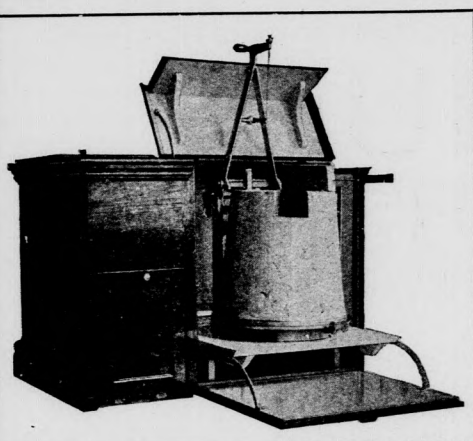
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City..... State.....

Kuttowait Butter Cutter Co.

68-70 North Jefferson St.

Chicago, Ill.



THE STAR SALESMAN.

His Letter To His Son on the Road.

Detroit, April 18—I don't believe in hitting a man unawares—unless he knows I'm going to do it. So I give you fair warning that this letter is going to be a regular old fashioned barbecue, in which you will figure as the roastee.

To tell the plain truth without any filigree work, I'm as disappointed as a hen with a brood of bow-legged ducklets. Here I've been expecting a letter from you for over a week saying you were whooping up Murphy chairs and raking in orders until you had writers' cramp in jotting 'em down—and now, after I've posed so long as a sculptor's model for Patience, you say there's "nothing doing."

If you said that and not another word I'd be the last to recalcitrate. But here you have wasted six sheets of the Mansion House's best stationery and at least twenty-seven golden moments of the Murphy Chair Company's time in telling how it happened.

Great Hannibal! Can't you ever get it soaked down through the substratum of your cranium that the firm doesn't care a continental whoop why you failed to land an order? What the Old Man admires more than literature and art is a cramped, back-handed Western Union wire saying, "Ship five dozen No. 676, three dozen No. 214, seven dozen No. 736 to Blank & Blank, Blanchester, quick. Letter following."

When that happens a feeling of peace and good will oozes out through the cracks around the Old Man's office door and everybody in the shop chirks up.

And that sort of thing is happening every day, Jim. The Murphy Chair Company has taken more orders the last four weeks than it ever did in any other four weeks and a half in its history. And the thing I'm bucking about and bucking hard is the fact that your name is among those absent on the honor roll.

As you say, those who trip the two-step must go down in their jeans for the price of the music. But it's a sign of genuine horse-sense, son, to ask the fiddler's figure before the rosin begins to fly. If you'd stopped to limber up the reasoning faculties you are supposed to have stowed away under your hat you wouldn't have needed to wear much lead off the point of a three-cent pencil in reckoning that too much strenuousness in the line of diversion doesn't add to the productive capacity of the man on the road.

Yes, you'd been doing mighty well the two weeks before—mighty well. And I'm not saying you didn't deserve a day off to recuperate. But I'm blamed sorry you had to demonstrate that you could live three whole days in Indiana and Ohio without sending in a single, solitary lone order for Murphy chairs.

And all I've got to say is that you must have held back with every ounce of energy aboard of you, for it surely don't take salesmanship to sell chairs that talk right up loud for them-

selves like ours do. The new spring styles, especially Nos. 641, 491 and 487, are going so fast that we're having to hump ourselves like sixty to keep up with orders, and half a dozen styles have just broken all records by several laps.

All of which seems to show that the styles are just about what the people are looking for. And when it comes to quality, you don't want to let 'em forget that the Murphy Chair Company is going to keep jogging right along, using the same grade of lumber and finishing the chairs just as carefully—and selling 'em at the same reasonable figures—as before lumber prices went up.

As the Old Man says, "Now's the time to show 'em that we've got the goods." Which I presume means

that this is the opportunity to prove that we've got the bulge on the other fellow who thinks he's making chairs, too.

But never mind the other fellow, Jim. Talk Murphy chairs. Tell the plain truth about 'em—you couldn't pay 'em any higher compliment—and if you only keep plugging you'll be in the six-thousand-a-year class before the Fourth of July.

And for heaven's sake when you fail to land an order just try to realize that it's because you're off your feed and tackling the job left-handed. Don't send either the Old Man or me an encyclopedia of reasons why. If you must write 'em, write 'em and burn 'em. It will save postage and profanity.

Dad.

P. S.—For the enclosed "ten" send

me a box of my regular cigars with a Happy Birthday card in it—and please write mother so she'll know you've done it. Last time I admitted a birthday she passed me a box of La Flor de Punkidoras and I had my own troubles getting rid of 'em.—Furniture Journal.

Uncle Sam Fooled.

"James, my son, did you take that letter to the postoffice and pay the postage on it?"

"Father, I seed a lot of men putting letters in a little place, and when no one was looking I slipped in yours for nothing."

The man who is hugged by one thug while the other takes his watch finds himself pressed for time.



From the First to the Last Puff There is Constant Satisfaction in the

BEN-HUR CIGAR

The continual trade enjoyed by this brand is only a sequel to the fully established fact noted above.

Stocking the Ben-Hur is no longer an experiment, the question of whether or not it will sell has been entirely cut out. They have become as standard and as essential to the well stocked cigar case as the most widely used food product which the grocer has to keep because of the popular demand.

A cigar has to be possessed of more than usual merit to out sell all other nickel goods in its own home town, and what is true in Detroit is being repeated throughout the country down to the most modest hamlet.

The cigar that is "made on honor and sold on merit," is the cigar that never remains long in a dealer's case—it sells too fast.

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

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

MAKING NOTES.

Wise System Which Means Much in Life.

A few weeks back an advertisement appeared in a newspaper offering a reward of \$25 for a pocketbook containing "a mass of notes of no use to any one but the owner." The reward grew, as time went by without the discovery of the much wished for book, from \$25 to \$100. The result of the announcement was never made known to the public. It is known, however, to the advertiser's friends.

The gentleman who wanted the book back so badly was a popular playwright, who is in the habit of makes jottings of little things he chances to see and hear around him, and the book, to a person unacquainted with the purpose of its owner, must appear to any one who happened to peep into it the collection of the greatest nonsense any industrious maniac ever raked together. So it undoubtedly seemed to the person who chanced to find it when the playwright dropped it from his pocket.

It was returned to the address given in the advertisement with a scrap of paper on which was scribbled an unsigned message, stating that the finder wanted no reward, and would be ashamed, indeed, to take one from a person who was so mentally afflicted as the owner must be. In the advertisement the eminent playwright had given his real name, not the one by which he is generally known to the public, and without such a clue as his play name might have afforded to the purpose of the book, the finder had concluded that the note taker was clearly mentally afflicted.

A friend of mine, who has just come back from Japan, where he has been engaged in a military mission, tells me that over there the notebook habit is common. The little shrewd Japanese, while in conversation with you, has a frequent knack of jotting down a statement you may make on a tablet he carries with him. My friend described it as an embarrassing habit at first to one unaccustomed to it.

"You see," remarked a Japanese gentlemen who first, to his surprise, favored him in this manner, "what you have said is valuable. I have a good memory, but I may forget even to think of what you say if I do not make a note of it. Thank you very much."

My friend found afterwards that the gentleman, whom he had regarded as something of an eccentric, had many imitators, and so far from conceiving that you might think it rude of them to make a note of your remarks, they regarded the act as a compliment. If you did not say something worth their remembering you must be a duffer!

Few people nowadays keep notebooks in any systematic manner. I do not, of course, refer to memorandum books of addresses and things of that kind, but notebooks in which to jot down accidental chance treasures which may be useful in the conduct of life or of business. The notebook of that kind has "gone out," and it is not difficult to discover why it has.

We think nowadays that we have always such heaps of knowledge at our elbow that it is not worth while to go to any trouble respecting it.

It is not every one who wants to write a play, but there is one species of note which will be useful for every one to make. It is the note of the useful hint as a guide to the conduct of life or the formation of character. We come across them continually, recognize their excellence—and forget them. Wisdom seems so cheap that we imagine we can get it when wanted.

"Now, my dear sir," said Henry Irving to a gentleman who had sought his advice as to the best way to succeed in his profession, "I have given you some useful hints. I will give you another. When you get a useful hint don't forget it."

But that is the ordinary way in which we treat them. Are we not able to get such a lot of them that we do not think any worth having?

Gladstone was a great man at notes, and with his marvelous memory he was able to recall in almost every predicament some saying which helped him to light or to encouragement. He was an indefatigable gatherer of the wisdom of others for application to the affairs of the moment. In that respect he was much like the great Lord Lytton. When a friend remarked to Lytton:

"My dear Lytton, what a wonderfully quick brain you have! On the spur of the moment you have given me the best advice possible." Lytton informed him, with a smile, that the advice was a few hundred years old—a quotation from a notebook.

President Roosevelt some time ago advised young men to make a note each day of the answer to the question, What have I done this day to better myself? He declared that it required a considerable amount of courage to persevere in the practice honestly—a man had so often to fill up the day's record, "Nothing." It was just the getting annoyed with that disagreeable confession, he declared, that helped a man to the resolution to have something else to record, and the system did its observers an immense amount of good. It rendered shirking doing what one ought to do more difficult.

I have not the slightest doubt that he was right, and that the Roosevelt "tip" as to how to succeed is a valuable one. Lawyers attach enormous importance to having agreements between persons set down in black and white. A good deal of virtue attaches to having matters relating to one's self also witnessed in the same grim fashion. One can not "wriggle" out of them so easily. How often we wish we could.

A wise system of making notes means much in life.

E. G. Minnick.

Roughly Designated.

"What is reform?" asked the impressive speaker.

"Well," answered Senator Sorghum, "I don't know exactly what it is. But it's something we've all got to holler for, whether we want it or not."

About Borrowing Money.

Never ask for a loan at your bank unless you are reasonably sure you can get the money. First establish your credit. The business man always knows to what extent he can depend on his bank, and his bank knows to what extent they can depend on this self-same business man. Of course, if yours is a collateral loan, then it is a different matter, and it is only a question of the value of the collateral and the banker's willingness to accommodate you. But the accommodation loan is an entirely different matter. For every dollar of their own capital the bank is probably loaning five that belong to their depositors and, you can depend on it, care and prudence are going to enter into every transaction.

Your credit must be established. This may have already been done by long acquaintance and association, particularly if you are an old depositor at the bank. The financial statement, properly verified, along with satisfactory references, is also frequently relied upon as a basis of credit. The mercantile agencies are likewise relied upon, and last, but not least, the banker will survey the application as a moral risk and exercise his own faculties for separating the wheat from the chaff.

If you are entitled to the loan, you will probably get it, but, unless you are very well known, the money will not be handed over until you have been investigated. Prudent and conservative banks do business no other way. Your credit must be established.

Mica Axle Grease

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Hand Separator Oil

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

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Through Car Line

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Through sleeping car to New York on the "Wolverine," making the run in nineteen hours and fifty minutes.

For full particulars see Michigan Central agents, or

E. W. COVERT, C. P. A., Grand Rapids
O. W. RUGGLES, G. P. A., Chicago

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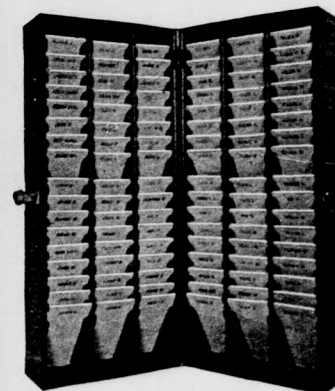
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SELF RESPECT.

Extent to Which It Can Be Regained.

Some people are hag ridden by the future—the things that are going to happen—other people are hag ridden by the past—the things which have happened. It is common to remonstrate with people about vain anxiety, but little is said about vain regret. Yet the darkest misery of life is remorse for the things which have been and which cannot be changed. The most threatening future is not so dark as the irrevocable past. How many ever are revisiting the scene of some personal tragedy, how many make their home among the tombs of dead years? If I only had done this, or if I only had done that, so they lament, and exiles from peace they hang their harps on the willows in a strange country.

Perhaps if one got to the root of it such persons rather pride themselves on this state of mind, identifying it with religious repentance and the excellent virtue of humility. Does it not show that they are sensitive in the right place, and are entirely cleansed from self-righteousness? Would not the opposite mood prove callousness and shallowness? And certainly there is a wisdom in remembering that we may profit by past blunders and may not repeat past sins. Is there not also a duty of forgetting, that we may not be discouraged and disabled all our days? If there be such a thing as a seared conscience there is also such a thing as a morbid conscience.

Here is a man who ten years ago stood at the dividing of the roads, and had to make a critical decision. He took the wrong way so far as profit was concerned, and he would have been richer to-day if he had taken the other. It was a difficult situation, and any man with the utmost care and the best advice may make a mistake. He cannot retrace his steps now, for his course is fixed; his obvious wisdom is to go straight forward with the work he has to do and to do it with all his might. As it is he is ever traveling back on a weary pilgrimage to the cross roads, and if he can get any friend to go with him and hear him enlarging on the might have been he is almost happy, until his friends have grown weary of the ancient history and at the first hint of it will hastily change the conversation or escape from his company.

Another friend has the doubtful fortune of being a Celt and so that mysterious inheritance, the gloom, is ever settling down upon him. According to his own account he has never done a creditable piece of work in his life, though by the way a number of people have been hugely pleased with a good deal which he has said and written. This affords him not the slightest consolation, for he receives encouragement with a sickly smile which he offers not as a tribute to the speaker's insight, but a recognition of the speaker's courtesy. It is good to say such pleasant things, but he knows better what is the value of his work. He is the

only man who can tell how well the work should have been done, and how badly it has been done; what a fraud he is, and what a useless life he has lived.

There is another acquaintance of mine who keeps an open wound in his heart, because ten years ago he quarreled with one of his best friends and the quarrel has never been healed. Very likely it was largely his own blame; quite as likely the other man had some blame also; at any rate they misunderstood one another, they had hot words and they parted. If sometimes they have to meet it is with distant and cold civility. Of course this is a calamity, but it has assumed an undue proportion in the thoughts of my acquaintance. He never hears of any friendship but it reminds him of the one which has been broken, or of any quarrel but it seems a repetition of his own. A sermon on Judas Iscariot suggests to him that he also may be a traitor, and on hearing of any instance of mercy he accuses himself of bitterness and malice. He would give his wealth to heal the breach.

There is a worse regret—the bitter sorrow over our intercourse with the departed. No one has ever lost a person he loves but his conscience held a court with memory as prosecutor. Had this or that been done the dear life might have been saved. Had a holiday been taken sooner, had some risk to health been avoided, had another physician been called in, had a certain medicine been used, death might have been baffled.

and we who failed in using the last means are to blame and will ever reproach ourselves. Or what is still crueler, we recall in minute detail our treatment of those who are gone—the sins of commission in hasty, unthinking, unmeaning words, our sins of omission in endless opportunities of kindness lost. My sin, and now it can neither be forgiven nor repaired!

The worst of all regrets remains and it makes a purgatory for a man's thoughts and secret life. I have a friend who is gray before his time and bent, not because he has suffered from disease, for he is naturally the strongest of men, not because he has been crushed by work, for he is in easy circumstances, but because in the days of his youth when his blood was hot and he had not learned self-restraint, he committed a certain sin. One does not deny that it was a bad break in a man's life, or that it was an evil thing he did, or that it brought disgrace upon his name, or that it injured society.

It is right to condemn the sin he committed and right to condemn the sinner; it was right also that he should sorrow for the thing he did and also suffer. His friends felt it fitting that for a while he should withdraw from public life, and should carry himself humbly. And one may add that the lesson he then learned should be a purifying and restraining influence in all future years. What is not necessary by any standard of morality is that long years afterwards he should still be hanging his head

in disgrace and judging himself to be a leper cast out of society. Is it intended in the justice of things that he should be a broken man all his life, shrinking from intercourse with his fellows and declining every post of honorable duty?

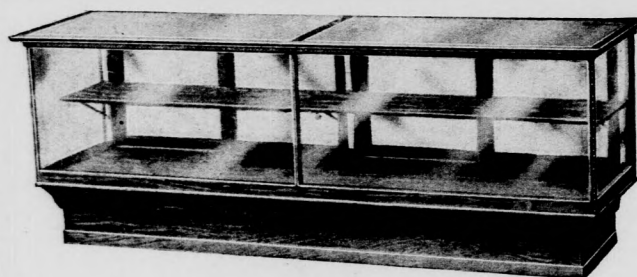
Can a man not turn his back upon his past and begin again with self-respect, and the respect of his fellow-men? Society by a sound instinct requires a man to prove his repentance by his works; society also by a sound instinct if he is repentant refuses to rake up the past and fling it in his face. Why should a man not humbly but boldly forgive himself if his fellows have forgiven him, and may one not add without preaching if the Eternal has promised to forgive the repentant sinner, why should that sinner be more righteous or more severe than God?

Ian Maclaren.

New Use for Bunion Plasters.

A smart, up-to-date young woman asked the drug clerk for a box of bunion plasters. It caused one to look with curiosity at her feet. They were straight and slim in the smartest of ties.

"That is a new trick," the drug clerk explained when she had taken her unembarrassed way to the street. "A ready made tie or one of those new low pumps is likely to slip up and down at the heel or bind the ankle, so that it chafes either way. Some lady genius stuck a bunion plaster in the back of her shoe and the trouble was all over."



No. 65

It's High Time To Decide

The refitting season is at hand—
your problem is before you—what

will you do, and how can you do it at the minimum of expense and get satisfactory results?

When you get to this point, your problem becomes ours.

No merchant who ever called us in has had to reproach himself with over expenditure.

He got what he needed—no more.

He got GUARANTEED FIXTURES and PROMPT SERVICE.

We are better equipped than ever before. This is important to YOU, Mr. Merchant.

Grand Rapids Fixtures Co.

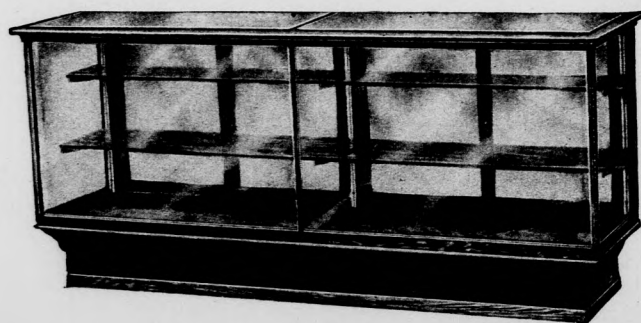
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Grand Rapids, Mich.

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BOSTON OFFICE, 125 Summer St.

St. LOUIS OFFICE, 1019 Locust St.



No. 63

WORLDLY SUCCESS.

How Much a Man Should Pay for It.

One of the great problems confronting the young man who needs to start out into the world to make his way in business or in the professions is not so much how he shall make a worldly success of his venture, as it is to determine what sort of a man he is to be while he is making success and what sort of a man success is to make of him.

Almost anywhere at any time the successful man, envied of most of his fellows, will confide to his closest friend that he would give a great deal to be able to call back a few years of his life for the purpose of a new tack from his old course. Invariably the position of such a man is that he entered into lifework for the accomplishment of success, but that in accomplishing it as he has done he has paid an unexpectedly big price for the things gained.

Taking the two extremes of men in the world's work, we have the man who is for himself in every move of vantage regardless of anything which might stand in his way to success; and we have the man who has sacrificed his primary and secondary ego in behalf of a quickened community conscience which should leave him representative of all that is best among man types. Taking these two extremes of young, untried men, will any one suggest that the two of them in the same environment, and facing the same general conditions of community life, should be allowed to study in the same class the means to the end of worldly success which is so largely measured in dollars?

I once knew a man who made \$1,000,000 in an almost incredibly short time, from no capital and from little worldly experience. He made it through an invention that had overturned one of the knotty problems in steel construction. The man inventing the process had been an acquaintance of the future millionaire and had gone to him for advice. The millionaire-to-be had a cold nerve and the proposition he made was that the inventor allow him to "promote" the thing.

Well, the invention was promoted, successfully. When the promotion was completed—successfully—the promoter told me a good deal of the processes of his promoting the venture. He knew nothing of the principles through which the inventor had attained his perfected process. He knew little of the character and dispositions of men whom he was to approach in the securing of capital for the venture. But he could guess at the revolution which the patented device would accomplish, and as for the inventor, he was clay in the potter's hands.

In this promotion there was one point which the promoter dwelt upon with marked pride. It was that in the processes of the deal he had been shrewd enough to discover a man who could command for him the ears of those men of money who would most likely be interested in this particular discovery. These men

had been the right men and for this service rendered by the chance individual, who had neither inventor's nor promoter's risk in the deal, the promoter had paid this third party an even \$100,000.

"But the inventor?" I asked when the story was done.

"O, yes—why that fellow got nearly \$10,000 out of it!"

There are two aspects to this story, taking it as exemplifying the possibilities for the best and the worst types of the business men. In one aspect the question is: Why was it that the inventor, without whom there would have been nothing for any one, was denied anything approaching the graft fee offered the third party to the deal? But from the other extreme point of view, there are thousands of men who will wonder why anybody let the fool inventor get anything like that much money out of his work! It is true that, considering the time given by the inventor, he got merely \$2,000 a year for his five years of experiments, while 2 per cent. United States bonds will give the third party \$2,000 a year in perpetuity, and the same investment by the promoter will give his heirs and assigns, forever, an income of \$20,000 a year! But—as I hear the cold blooded representative of cold blooded business say—"Why, that fellow who invented the thing probably would have been delighted to get \$1,000 for it and no questions asked!"

Between these propositions suggested, the young man has an opportunity to get a line on himself. As a mere business proposition there is no reason why a sane man may not sell an invention worth a potential million dollars for even \$1,000 if he will. But there were other reasons why one man paid him ten times as much as \$1,000. How many other reasons might a business man find in

a similar situation for giving the inventor at least the competence of \$250,000? And there are a few possibly who might have divided the profits half and half.

These questions are all suggestive of the moral attitude in business. They involve the question of an entirely honest citizenship in all its relations to community life, or they suggest to the young man the possibilities of making concessions to selfish impulses until he no longer may be able to command a sane perspective of life.

Business ethics anywhere will justify my millionaire promoter in his paying \$10,000 to his inventor and \$100,000 to his scheming ally in a capitalizing deal. But as I chance to know, this man who made his million dollars in a figurative way somehow is soured and unhappy. I have wondered sometimes if the Fates had given the inventor the \$1,000,000 and the promoter only the \$10,000, might not the promoter wear a less clouded face and have a less bilious outlook upon life?

Young man, as you would cherish your manhood, don't make a sudden move to duplicate another man's success until you know something about the cost of that success. If it has cost years of a close, blind, drudging application and its attendant hardships, there is the strong possibility that you may not seek that particular goal. If it has seemed to spring up in a night or to have ripened more slowly under some striking campaign on the field of business, success will be doubly inviting to the unthoughtful.

But in the broad interpretation of things, man must pay for what he gets. Most of them, mad for the getting, have paid too much.

John A. Howland.

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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.



Wherein Woman Should Be Her Brother's Keeper.

One of the things upon which women consider that they hold a practical monopoly is reforming the world. Here and there, it is true, you find a lonesome male reformer, but he is generally doing things in a small way of business. It is women who have undertaken all the big jobs, like suppressing the liquor traffic and the immoral wax dummy in stores and abolishing polygamy among the Zulus and the wearing of corsets by the young and frivolous.

Plucking the mote out of your neighbor's eye is always an agreeable pastime and there is hardly a woman in the whole length and breadth of the land who does not belong to an anti-something or other society for the suppression of doing something she does not want to do herself.

This is as it should be. Most things need bettering, heaven knows, but the discouraging part of it all is that the results are so meager. So much effort is put forth and so little good is accomplished. There is such an appalling amount of lost motion somewhere about the reformation machinery.

Now, nobody has a right to question the absolute sincerity of purpose of the women who are engaged in the gigantic task of trying to better social conditions, suppress vice and make life happier for the great mass of human beings, and no fact can be more pathetic than that their sacrifices, their labors and their prayers are so generally unavailing. It is not hard, however, to see why they fail. They are firing heavy artillery at the clouds, instead of popping away with a squirrel rifle at an individual. They are trying to rout the enemy with one fell swoop, and they do nothing, whereas if they concentrated their attention on one person they would infallibly bring him down sooner or later.

Women seem never to have considered this phase of the subject, but if they would devote the same amount of energy, effort and intelligence to concrete reform that they do to general reformation the world would be changed in the space of a single generation.

For the woman, above the man, is her brother's keeper. In her hands lie his happiness, his prosperity, his misery and his poverty. She molds the character of the child and sends him out to bring weal or woe to every one with whom he comes in contact. If every mother taught her son self-control and to curb his appetite, there would be no need for a W. C. T. U. If every mother taught her children habits of thrift and industry, we might shut up the doors of the alms-houses and abolish the Charity Organization Society. If every mother taught her children to control their tempers our jails would

not be filled with murderers. If every mother taught her children honesty by precept and example we should have no pitiful stories of absconding cashiers. If every mother taught her daughters the highest ideal of virtue and modesty there would be no social evil to reform.

For poverty, vice and crime are not accidents. They are the relentless working out of cause and effect, and God never made a human being that might not have been saved if he had had the right environment and influence in his youth. The wise mother and the good mother and the criminal mother and the foolish mother represent the two great forces in the world for good and evil. They are kismet—fate—destiny—the thing that settles life for every one of us before we are old enough to grapple with its problems ourselves.

Sometimes there comes to each of us the great temptation of sense or appetite or inclination. We want to indulge ourselves or our courage faints before the battle or we have wearied of the uncongenial task. Then it is we are what our mothers made us. If our moral fiber has been toughened and strengthened we turn our faces to the fray and fight on to victory, but if we have been weakly self-indulged we supinely give up before the first difficulty and cowardly surrender.

Not long ago a leading suffragist said to me that in another generation, at the farthest, women would be given a right to vote.

"On what do you base the hope?" I asked.

"On our sons," was the reply. "The boy who has drawn in a belief in woman's liberty with his mother's milk, who has been taught in his cradle that women have equal rights with men and who has learned in his infancy that taxation without representation is tyranny, no matter whether a man or woman is taxed, will consider that he has a sacred mission in righting justice to his mother's sex. Any suffragist mother who does not raise a rampant equal-right son is a traitor to her faith and her creed."

She was right. In one generation women could change the face of the world if they would.

In one of the great daily papers a symposium has recently been held on the question of the divorce evil that threatens the very foundation of American society. Clergymen, lawyers, political economists and scholars have contributed their views to this study of a great problem, but all have frankly confessed that neither the law nor the church had any remedy to suggest that would solve it or change existing conditions.

What neither bishop nor jurist can do, the unlettered woman can do. When two people, tied together in wedlock, reach the point of finding life unendurable together, the disease is so malignant that perhaps nothing but divorce—the surgeon's knife—will bring relief.

The only remedy for the divorce problem lies in the cradle. The only law that will ever prevent divorce is the unwritten law of honor. The only

hand that can ever stay the evil is the hand of a mother. In this country we have two significant facts that are strangely contradictory. Almost invariably every marriage is a love match and we lead the world in the number of divorces.

A cynic might argue from this that love is a poor thing on which to marry, but such we know is not the case. It is the best thing—the only thing—and that it fails so often is because it is not backed up by other qualities.

Love, be it ever so true to begin with, will not stand nagging, incompetence, fault-finding, ill-kept houses and ill-cooked meals, still less sullessness, bad temper and neglect. No matter what other grounds are assigned in the divorce it was the petty faults that first made the rift between a couple.

To a man and woman no other business in life is so important as marriage, yet it is the one thing for which no mother ever prepares her children. She prepares the girl for catching a husband, but she does not give her a single direction about keeping him and making him happy. I have never heard a mother talk seriously to her daughter about her duty to make a comfortable home for a man or the necessity of her being industrious, economical, cheerful and patient.

On the contrary, the average mother's idea is for Maud to get all of the fine clothes and indulgences she can out of her husband and do as little as she can in return.

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Facts in a Nutshell

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Who ever knew, either, of a woman preparing her son for matrimony? Yet a woman who has had her own heart hurt by the unintentional cruelty and lack of thought of a blundering man should in pity to all other women teach her sons what a woman needs to make her happy. Every woman knows the sum of a wife's bliss lies in little things—in the tender word, the little caress, the un-failing attentions of the lover, and that the lack of these things spells misery to her.

Why should not a woman teach her sons that they have no right to marry if they mean to neglect their wives, that for a woman to come to them for money is an insult to her pride for which there can be no justification and that it is just as much a man's place to help make a happy home as it is a woman's?

If every woman who marries was perfectly capable of conducting a house properly, if she was industrious and efficient and economical—in a word, if she knew her business—it might not stop divorce, but it would check it. If every woman was taught that when she embarked on the matrimonial sea she signed as the first mate and was bound to stick by the ship no matter what seas rolled or what winds blew, if every man was taught to treat his wife with the tenderness of the lover and the fairness of a business partner, we should see the divorce shop shutting up for lack of trade.

These reforms can never be achieved by law, or "whereases" and "be it resolved," but they lie in the province of every woman's sphere of influence. In the broadest—the most vital sense—every mother has in her keeping the happiness of some other woman's sons and daughters, as well as her own. It is a sacred trust. Beware how you fulfill it!

Dorothy Dix.

Lay Sermons by a Lay Reader.

I am a devoted reader of the beauty and hygiene departments of magazines and columns of papers. I pore with eager interest over the rules for the use of orange wood sticks and lanoline creams, and of the subject of the abuse of the hot bath I never tire. I am a diligent and devout pupil in the school of the beauty cult, and yet it has recently occurred to me that the professors at whose feet I sit are transcending the duties of their calling.

This one says to me: "Whatever you do, do not worry. Nothing so dims the luster of the eyes as worry." That one forbids me ever to weep, on pain of the most dire hollows. The other warns me against rages as most disfiguring. Still a fourth intimates that I would better not greatly enjoy the society of my friends, the works of my favorite author, the compositions of my favorite musician, the acting of my favorite player, because in all great pleasure there is a tendency to excessive excitement—and that marks the face. Pleasure may lead me to forget that the first duty of the beauty seeker is to obtain, by hook or crook, eight hours of uninterrupted

ed sleep each night. In short, the beauty specialists, having successfully pre-empted the chair of medicine and hygiene in the great school for the press, are now making serious inroads upon those of ethics and theology.

My duty, your duty, every woman's duty, according to them, is to be beautiful. Sometimes they make it a second or third duty, the first place being graciously allotted to the cultivation of some old-fashioned quality, like good motherhood, filial piety or being a good temperance advocate. But these duties are hastily glossed over, and we who pursue beauty are slowly led to the conclusion that the pursuit of the virtues must be given up, or at least made subservient.

Of course, the beauty teachers say that it is impossible to be truly lovely unless one has a good temper and a kind heart, but after that glib concession to popular prejudice what do they say?

"Don't worry," is their first rule. Let generous impulses go hang so long as you preserve an unwrinkled brow. Let the neighbors be evicted for non-payment of rent and your friends fall ill of typhoid fever, but do not pucker up your forehead thinking how you may help them. Probably they deserve these visitations of calamity anyway. Why aren't all poor people thrifty, and why are not all the others careful about their water supply and their plumbing?

"Don't weep." It is ruinous to the eyes. See your dearest in the grip of mortal pain; see your second cousin's son making a swift way to the dogs; read that in the South babies are dying at the mill wheels. But don't weep. Don't frown. If you must feel sad, although that is a mistake, at least exert enough self-control to keep the eyes untarnished in brilliancy.

"Let nothing interfere with your eight hours' sleep." Let the baby cry of colic—if any modern baby has so old-fashioned a complaint; let your sister's shirt waist which she wishes to don early to-morrow morning go unattended; let the callers go home with their best stories untold, their best songs unsung. Don't go to the opera two nights a week. Sleep, sleep, and save your complexion.

So say the beauty doctors, grown arrogant and assuming a place in the pulpit. And, doubtless, enough of their disciples humbly strive to obey their every word, to make it worth while to ask them to call a halt upon their ethical eloquence. A system which, if adhered to, would make either the face a shell, a mask, or the heart an empty chamber stripped of emotions, seems a little hard.

One can give up potatoes and sugar and coffee at command, and doubtless benefit thereby, but pity and sorrow and compassion may not be so readily or so wholesomely banished from the spiritual dietary. One may school herself to whirl her arms like wind mills and her legs like teetotums in the strenuous pursuit of grace, but when she schools herself to control the action of the involun-

tary organs of noble and kidly sentiment she is advancing into a dangerous realm. And all the good, the indubitable good which the beauty specialists have done for this generation of women, in the matter of carriage, cleanliness, grace, freshness and physical wholesomeness, would be speedily offset should they persuade even a few women that a complexion was to be preferred to good companionship, or bright eyes to be maintained at the expense of a tender heart, or smooth brows by a bar upon righteous indignation, warm pity and quick sympathy. Cora Stowell.

The Males Predominated.

The men had come back from a fishing trip and Mr. Street had turned over his catch to Aunt Sally in the kitchen, that she might prepare them for supper. Presently Aunt Sally appeared before Mrs. Street.

"Look hyah, Miss Jinny, I cain't cook all dem fish. How many does ye want?"

"Oh, I don't know, Aunt Sally; just cook enough for supper and let the rest go."

"Seems lke a waste, don't it? I tells ye—does you all like de roes?"

"The very thing, Aunt Sally. We like the roes better than the fish. Just cook the roes."

A few minutes later, however, Aunt Sally appeared at the kitchen door somewhat crestfallen.

"Miss Jinny," she called, "I reckons you all done got to eat some fish, too. De trouble is, dey ain't moh dan fo' roes in de bunch. De res' am all he-roes."

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What the Future Has in Store for Hats.

The traveling salesmen in the hat trade are now on the road, and retailers would do well to bear in mind that advance orders are to their own advantage when called upon by a hat salesman to inspect his line for next season. The orders for hats for next season are coming satisfactorily, proving the fact that many retailers realize the advantages gained by early buying. Many re-orders for stiff hats for spring are being received, and an usually large number of soft hats in light weights for early summer wear are being ordered for immediate shipment.

So early is work begun on the different seasons of the year that they really overlap. Spring selling of hats with the retailer is not yet over, and a straw hat season is still to be gone through, and while engaged with present affairs he is called upon to think of fall and to anticipate his sales of next season's styles of hats. This is as it should be, for time is necessary to make hats and make them well, and on this point the manufacturer has strong claims on the retailer's consideration. Advance orders placed early afford much advantage to the maker in that each of the many processes through which the hat passes in the making can be prolonged somewhat and well made, well seasoned hats are turned out which permit of fewer complaints and greater satisfaction to all.

The tendency of stiff hat manufacturers to depart from the introduction of radical changes in shapes from one season to the next is becoming more and more marked every year. Public opinion seems to have established an average on shapes and will not allow a marked departure on either side of the standard. While this state of affairs is, to a certain extent, to the advantage of the producer, there is always to be feared the danger of laxity and the subsequent deterioration of competition. This general condition is brought about to some extent by the introduction of more high-priced derbys, ranging from the \$4 to even the \$8 mark.

Soft hats for outing wear are about the only productions in the varied styles of soft hats that are engaging the attention of the manufacturers at present. The best selling styles are of the low, round-crown, telescope order. Many of the new styles show new shapes and attractive colors for the bands, and the brims have little stiffening so that the hat can be worn with a jaunty—negligée—air as may suit the fancy of the wearer. These hats are very popular on the golf links, and many show flashy colors; while for driving, riding and other recreative pursuits the darker effects in pearl are worn.

Because of their inability to secure all the straw hats they will need for the coming season, it is hoped that

no retailers will be disappointed. Yet, it would seem at present as though it would be impossible for the factories to turn out in the next six weeks all the hats that remain to be made. All the principal straw hat factories are working to their fullest capacity; no orders are being solicited, and none are being accepted which call for delivery before June 15. Should warm weather—real straw hat weather—appear early and continue for a few weeks, the re-order business will be enormous and retailers will clean out their stocks completely.

The split braid and sennit yacht hats will doubtless be the most popular straw hats worn this summer, although among the many millions of hat wearers in this country there is room for other styles than those mentioned. Of the others which will be in favor, one style stands out conspicuously and is everywhere conceded to be a most sensible hat of straw; it is the flexible straw hat made in Jap and Milan braids, the Jap braid being the preferable. Some of these are made with a flat set brim, while others have a rolled brim pitched in front and rear. The hat is as easy to wear as is a soft felt hat, it conforms instantly to the head and will not easily blow off.

Information now at hand indicates that more fine-grade Panama straw hats will be worn in this country this summer than ever before. In view of this prospective business retailers catering to the medium and fine trade will not delay the purchase of Panamas but will urge the firms from whom they buy to ship their goods as soon as possible. One prominent retail firm will make a specialty of the low crown Panama showing a two-and-a-quarter inch black felt band, a style which was predicted last month. Dealers, and consumers as well, are cautioned against the use of oxalic acid for the cleaning of Panama hats. Oxalic acid causes the hat to become discolored when exposed to the sun after cleaning; but, worst of all, it rots the fiber, causing it to become brittle.—Clothier and Furnisher.

Knowing Enough to Be Boss.

The most common mistake of today, among young men starting out in business, is the idea that one of culture and refinement need not study the details of a business, but may learn enough to superintend a factory or a mill by coming into occasional and superficial contact with the office. Of course there are sometimes cases in which a brainless son may be fortunate in engaging the services of a capable and honest manager who permits him to believe that he is supervising the manager's work; and in such cases the young man, and sometimes the public also, is deceived into the belief that he "knows enough to be boss," though in point of fact he knows practically nothing of the business. But such cases are rare. As a usual thing, the man who knows enough to be boss is the man who knows enough to do the work of any laborer in his employ. And, moreover, such a man usually is boss.—Business.

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.

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Utica, N. Y.

Spring and Fall Business in Little Men's Wear.

The present season in boys' and children's clothing is unlike any that has gone before in many particulars. It began with a record-breaking clip in the retail division that gave merchants good grounds for lofty talk about astonishing things achieved, and now the manufacturers are left high and dry on stocks for immediate delivery. Never before have they been so willing to show visitors how thoroughly clean the stock tables are. The made-up stock that is visible is owned by customers and awaits shipping instructions. Orders for desirable merchandise have to wait on the tailors, and the shops are busy.

Grays lead in everything, and the orders and sales surpass all previous demands. The factories are cutting up lots of piece goods, and in some places the cutting goes on almost as rapidly as the cloth is received from the mills.

Although serges are selling better from week to week now than they were during the forepart of April, they have been so far distanced by the demand for grays that the blue goods are lagging. The summer months, however, should see them improving, although a very warm spell will benefit wash goods for juveniles and leave the sale of serges to the school sizes.

Notwithstanding April's exceedingly big sales, the receipts among retailers for that month are only sufficient to offset the backwardness of March business, although considering that there were only four Saturdays in the April of this year against five in the same month a year ago, the month just closed was indeed phenomenal. May, however, is the big month of the season, and with the weather just right the most sanguine expectations of merchants should be realized. Good business in May and June should clean up retail and wholesale goods to an extent that will leave the market pretty bare of merchandise.

The fondest hopes of sellers are being realized to the full in the extraordinary volume of business buyers are placing for fall and winter. Retailers are not only making liberal purchases, but it appears that everybody is buying everywhere.

The one encouraging thing about new business is the fact that woollens are improving, at the end where improvement is most desirable. The fine trade is buying velour finished goods, and this means good qualities of woollens. The popular and low-priced stores still adhere to cotton-mixed worsteds.

Grays predominate again in the fall selections made by buyers, and the shades are running as light as the popular grays are for the present season; in fact, it is indeed remarkable that so much light gray cloth seems to find favor.

The best trade orders youths' sacks made with center vent and without vent, the latter being considered the more fashionable and "latest." Now and then an order specifies "side pleats" in lieu of side vents, but in the best circles the side slit and pleat are both on the wane.

In school sizes the favored style of coat is the double breasted, with belt and bloomers. The single breasted sack, also with bloomers, is selected. Norfolks continue very popular, but some dealers have had such gratifying success this season so far with the regular double breasted with belt that they are partial to it, claiming that they can not sell Norfolks. As this is the experience of popular and medium class trade, it would appear to be a good guide for dealers in towns.

Both sacks and overcoats are shaped for fall in all sizes, and the creasing of the side seams also obtains for the new season.

Retailers in the big cities have placed advance orders for khaki suits built in double breasted belt styles with bloomers, and predict good sales in sizes from 8 to 17 years.—Apparel Gazette.

Men's Gloves and Women's.

There have been various stories of the good luck befalling the glove fitter who has fitted gloves to the hands of rich men and women in New York—stories of valuable presents, of aid in starting up businesses.

They are fairy tales, according to Miss Annie, the oldest glove fitter in New York at the present day. She has been fitting gloves on Fifth Avenue for something more than thirty years. If anybody in New York knows about those who buy gloves and their ways and their manners she does.

"I don't know of any benefit I have ever received from being a glove fitter," said Miss Annie, straightening herself and glaring over the counter at the reporter who hadn't come to buy gloves, "aside from my salary and the fact that I suit the people I work for."

"Of course, I have fitted gloves for the young girl who is about to make her debut. I have fitted her to her wedding gloves. I have fitted the gloves of her children, but I don't know that I ever got anything more than a piece of the wedding cake, if I did that."

"Once in a while when I missed a day or two at the store they asked for me, but that is all there was to it. Flowers? No. Of course not. If I had missed three days they would have forgotten me and been fitted just as well by the fitter who took my place. There is hardly a rich woman in New York that I have not fitted with gloves, but do you suppose I entertain them with my tale of woe or that they tell their troubles to me? Not at all."

"They come in here to get their gloves. That's all. And I stand here year in and year out to fit them for them."

"I have sold them gloves to wear here. I have sold them gloves to take away with them to Paris. Yes. There where you can have your gloves made to order for 75 cents. They preferred to buy gloves from me, to waiting until they got over there to buy them, at four times the price, but do you suppose it was because they were fond of me or wanted to help me? No. It was be-

cause they had got used to the special sort of gloves and liked them.

"Yes, I fit gloves for men, too. People have asked me if I wouldn't rather wait on men than women. No, I wouldn't. Men have better all round dispositions than women, but I had rather wait on a dozen women than one fussy man. The only difference in their glove buying is that women are always dead sure that their gloves are too large, and men that theirs are too small. Men won't cramp their hands. Women will. There is nothing uglier than a hand cramped into a glove that is too small for it, but women will never learn that."

"No, I don't know any other glove fitters who have become rich through the benevolence of their customers."—New York Sun.

Some 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.

Rather Hard Fare.

An Englishman has discovered that common wood "is a valuable food, if cut small and eaten." Fancy a breakfast menu that should include chilled quartered oak, shredded birch with cream, followed by a sliver of broiled beech, some hashed white pine and black walnut balls, or even some hamburged mahogany. Rather give us meat!

One golden day redeems a weary year.—Celia Thaxter.

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.



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.

STORE'S MISTAKE.

Ought the Goods To Have Been Returned?

Written for the Tradesman.

I am wondering if I did wrong in that little financial transaction. I think I will relate to you the circumstances and allow you to be the judge:

First, I will state that I am employed down town, and will let you into the secret (which is no secret to those who know me) that I am a big bouncing girl, weighing in the neighborhood of 170 pounds. In view of these two facts, it is hard for me to get the time to go out and do my shopping, and when I do get the time it is with difficulty that I can find readymade garments large enough to fit me. For instance, in underwaists seldom do I run across anything over number 46, and, as manufacturers vary, a 46 sometimes contains no more cloth than a 44 or occasionally a 42.

Several months ago, at a corset cover "sale," I bought a 25 cent one for 19 cents. It was fairly well made, but with scant trimming—just a little machine-made openwork. I took it home, tried it on and found that, while it was comfortably large, it was so high under the arm as to be bunchy with my shirt waist on. That would never do, for I'm big enough already; an extra bunch is a thing to be avoided in my apparel. So I took it back down town, intending, when I had time, to go and pick out in its place a cheap waist but one without the bad fit of the other.

I was very busy for several weeks afterward and the corset cover lay in a drawer for long—so long, in fact, that I forgot about it entirely. One day, after my rush jobs were over, I ran across it, and thought at noon to go and exchange it.

So I went to the store where it was purchased. The underwear department is a little distance from the elevator, and as I walked towards it I tried to spy out the girl who had waited on me before. But she was nowhere to be seen. A young girl who knew me as a patron of the store was tending to the cash register near the department; no one else was by. I asked her if she could wait on me.

"Yes," said she, "what is it you wish?"

"I would like to exchange this corset cover," I answered. "The size is all right, but it is too high under the arm."

"Who waited on you?" she asked.

"I don't know," I answered, "the clerk was a stranger to me—she does not seem to be around here now."

"How long ago did she get it?" came next.

"Quite a while ago," I admitted, "at a 'sale,' but," continued I, extenuatingly, "I've been so busy I couldn't get time to see about it."

"We're having a 'sale' on corset covers now—over there," and she indicated half a dozen stacks of waists farther along on the counter.

I looked over at them and saw at once that they were of the most ordinary even at the ¼ off—19c. I

started over to them, however, pausing to inspect the top one of a couple of waists that lay next to the first pile. Picking it up I asked the girl:

"Are these the same price?"

"Yes," was the answer.

I was struck with the amazing value of the garment. The cloth was the finest Lonsdale, the inch-wide embroidered edging and the half-inch embroidered beading were of handsome pattern and the ribbon run through the squares of the latter was grosgrain. The buttons were of nice quality of pearl. There were no seams under the arms, the waist being entirely on the bias. The band for the waist ribbon was stitched on neatly, and there were no uncovered seams where the embroidery was sewed on. There was a narrow flat cape below the tape band, ensuring absence of fullness where none is needed for me or desired. Taken altogether it was what is known in the trade as a "full-fashioned" garment.

"What a bonanza!" thought I, "ever and ever so much better than the corset covers I bought last summer for 90 cents."

There was another, as I said, lying under the one I had in my hand. I picked that up to compare the embroideries, at the same time asking:

"Is there any difference in the patterns?"

In an instant I saw there was a difference, but one was just as pretty as the other; the embroidery of one was heavy, elaborate, that of the other was of a dainty pattern, both equally desirable.

I don't get such bargains every day, so I said to the cash register girl that I would take one for my exchange and pay for the other. I handed her a dollar and waited for my parcel and change. While waiting I moved along and examined the cheap-looking corset covers in the "sale" then "on," inwardly congratulating myself on my good luck in finding those two that had just left for the do-up counter.

By the time my parcel was ready an "oldish" young woman appeared on the scene of my victory, and she it was who now came carrying my package and 81 cents in change.

Having a few minutes before it was time for me to be thinking of starting back for my work, I sauntered along, asking of the old-looking girl the price of three or four pieces of elegant underwear that struck my fancy. She told me the price but with a manner that said plainly she hated awfully to be bothered, and I was crushed. Perhaps I felt the humiliation especially, because I had on a homely old dress. I have often thought that if I were a clerk I would be politest of all to the poorest clad. It's hard enough to be obliged to wear shabby out-of-date clothes without having to be reminded of the affliction by the snipiness of people behind the counter. The old maid who brought me my parcel and change evidently thought the 81 cents was all the money I had to bless myself with, and consequently considered me beneath any commercial courtesy. I felt withered by her indifference but managed to

screw up enough courage to put the question:

"If this corset cover doesn't fit, may I bring it back and exchange it for another?"

"We don't exchange anything got on a 'sale,'" she snapped out with a black look.

"So ho, missy, you don't!" I thought to myself. "Well, I have right here in this package an exchange on a 'sale,' but I'm not going to explain as much to you or you may take it away from me."

I didn't make any comment on her ungracious refusal and left the store with a disagreeable impression of its service.

Arrived at my place of employment, all the way smiling up my sleeve to think how mad that old girl would be if she had known she was checkmated, I undid my package to show another girl my purchase.

"Just see what a bargain I struck!" I exclaimed, delightedly. "Did you ever in your life see so much for the money?"

"What beautiful embroidery and what fine cloth!" she criticised.

"Yes, and to think these waists only cost me 19 cents apiece," said I.

"Nineteen cents!" cried the other. "Why, where on earth did you get such goods so cheap?"

I explained how it happened.

"But how big the waists are," objected my friend, with a slender person's perceptions.

"Yes, I know they're big around, but I can draw them up and they will

Gillett's D. S. Extracts



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

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

Sherer-Gillett Co.
Chicago

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.

be all right—that is, if they are not like the one I took back, which was too high under the arm," I replied.

"Let's look at the price tag," said my friend, with Eve-like curiosity, and she turned the waist around and over until she found it.

"Why, it's marked a dollar and a quarter," she said, with surprise.

I gazed at the tag with astonishment, and sure enough there it was—I was going to say, "as plain as the nose on one's face." But it wasn't "as plain as the nose on one's face" for the 1 was very light and, moreover, right up close to the \$ sign, so that it appeared like a part of it, while the 2 and the 5 were large and distinct. The price could easily be taken for \$.25.

"Well, I declare!" said I, and a crestfallen look passed between us. "What do you suppose is the matter?" I continued. "Do you think that some one had brought back these corset covers, as being too large—they really are awfully big, number 50—and they had been left on the counter by the clerk who waited on the returner, and that before I appeared the young girl at the cash register had examined the price tag and the 1 after the \$ mark had escaped her eye? When I asked the price she didn't so much as hunt for the tag but said right off, 'Yes, they are the same price as the "sale" covers.' I wonder what I'd better do about it," and I told how uppish the old clerk had been in her refusal to allow me to bring back a waist if it was unsatisfactory as to fit.

"Let her whistle for them," urged my friend.

"I'll tell you, I'll sleep on it," I said, "and, besides, I'll ask my mother what she thinks I'd better do. I hate awfully to give up the waists after having had them in my possession as such tremendous bargains," I said, ruefully, "but, on the other hand, I mustn't do anything dishonest. Because that old girl was mean to me would be no excuse for me to keep Blank's goods wrongfully. Of course, the size, being 50, is in my favor. It may have been impossible for the store to get rid of such an unusual size. Very few persons would ever ask for a 50."

At night I mischievously informed my mother:

"I cheated Blank out of \$.25 today. What would you do about it?"

My mother looked up with a horrified expression, for she knows I am extremely conscientious about money matters.

"Return their money at once!" she answered, with decision.

"But it isn't their money I have," I expostulated, "it's their goods."

My maternal relative was properly mystified and I hastened to explain things. Then I showed her the garments, whereupon she burst out laughing at their immense girth.

"Of course, that's what's the matter with them," she said between her bursts of merriment. "You're a foolish child to feel any more compunctions over the matter. Nobody else would ever go and ask for a number 50 corset cover! Yes, you can make them do nicely by pulling in the top

and putting a shir string at the waist line. Wear them and think no more about it."

I followed her advice as to the wearing of the garments. But, do you know, I have a little sneaky feeling every time I pull up those strings, and I wonder if I cheated Blank out of \$.25 or not.

Reader, what is your think?

Violet T.

Pay To Ride on Elevator.

Business buildings in Naples are now furnished with elevators by an Italian insurance company, called La Fondaria, which charges 2 cents for each passenger. Tenants in a building pay the same as outsiders. This practice encourages walking and keeps the average Neapolitan down to a normal weight.

Wealthy business men who are reckless in their expenditures use these elevators and call for the uniformed attendant in a loud voice. The man brings the key, collects the 2 cents, and gives in return a ticket which entitles the passenger to "one course"—to stop at any floor. He has to walk down afterward or pay again. The attendant sets the automatic machine at the proper floor and starts the elevator on its way. He does not go up himself as he would also have to pay. Princes, counts, military officers and ordinary people use the staircases.

The American Consulate, which is situated on the second floor of a building in the Piazza Municipio, is furnished with one of those elevators. The hours are from 10 to 2 o'clock, and numbers of Americans pay the 2 cents and go up to the second floor to find the door closed after hours.

The attendant never refuses money. The Consul has to pay the same as any one else, and the custom is observed in all the business offices in Naples. No opportunity for making money is overlooked in that sunny Italian seaport, famous for its macaroni and continuously smoking volcano.

Wrong Side of the Door.

At the commencement exercises of one of our large colleges a prominent lawyer had been asked to address the graduates. Being very busy about that time, he neglected to give any thought to the subject of his discourse. On arriving at the hall where the exercises were held he was still at a loss for a topic. In passing through a large swing door which led into the hall itself the word "Push" painted on the door happened to catch his eye. Like a flash it occurred to him that here was a text that he could use very appropriately. When his turn came to speak he arose and addressed the audience in somewhat the following manner:

"Young gentlemen, the subject of my little talk with you this morning can be expressed in one short word; it is a thing that is especially applicable to you young men, who, in one line or another, are going out into life to make your way. It is a thing without which no man is sure of attaining success. Gentlemen, on

yonder door is the word I refer to."

Every eye in the room immediately glanced toward the door indicated, but on the inside the word "Pull" was plainly painted. The laughter and applause which followed were nearly deafening, and it was some time before he could explain his statement.

A Stamp That Walked.

"An old gentleman," remarked the druggist, "bought some stamps from me one day last week, and after he had moistened one of them it slipped from his finger and fell to the floor. He did not bother to pick it up, and after affixing another stamp on his letter left the store and I forgot all about the incident. A few minutes later my clerk came into the store from the rear room, and at once his face attracted my attention, for he seemed to be troubled about something, while he gazed fixedly in a certain direction. Calling over to me he said: 'I'm sure I am not drunk, and I do not think that I can not understand.' I looked where he pointed and distinctly saw the postage stamp moving steadily up the side of the wall!"

"The explanation is this: The stamp which the old gentleman dropped had fallen on a fly and stuck to it."

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Some men can't even eliminate politics from their patriotism.

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BAD CHECKS.**How a Man Gave Away a Fortune.**

C. M. Schofield is wiser than he was and has resolved to be not only a wiser but a better man. Especially has he resolved to let liquor alone.

Wisdom and these commendable resolutions came to Mr. Schofield in "the cold gray dawn of the morning after," when he awoke to find himself stretched on a narrow cot in the city jail of Los Angeles, Cal.

And he a heavy stockholder in a mining company that had "struck it rich" in Arizona! He, stockholder and officer of the Newbury Mining Company, in jail, as footsore and unkempt as any Weary Waggles with a deep, dark blank in his memory, which detectives and personal friends were trying to bridge with such astonishing information as:

"You can't remember Venice, Cal.? There's where you had money to burn."

"You insisted on paying \$10 each for 5-cent cigars."

"You made everybody drink champagne at your expense."

"When you burned your wad you began writing checks."

"You wrote checks like you were a celebrated author getting \$4 a word."

"The trouble is that some of the banks had never heard of you."

"You tipped waiters with yellow backs."

"And you indorsed \$20,000 of your stock over to a pretty cashier."

"And—" But Mr. Schofield's story is one of those stories that need to begin at the beginning.

Its hero hails from Dicksville, Me., where Mr. Schofield is still highly respected. Up in Maine, from boyhood until recently, he had followed the plow, driven home the cows and milked them, sowed, cultivated and harrowed from morn till dewy eve.

Prosperity and a snug bank account were the reward of his industry and sobriety. Never did he indulge in even such mild rural dissipations as going to Boston or New York to see the sights and pick up a gold brick or two. He was proof against the wiles of the lightning rod man and the green goods circulars.

Yet one day came a tempter who could not be satisfied. Out in Arizona, near Prescott, there was a hole in the ground. The hole belonged to the Newbury Mining Company. The officers offered to let Mr. Schofield into the hole right at the bottom where the rocks were flecked with bright yellow. They needed Mr. Schofield's bank surplus to pay men and machinery to bring these yellow specks to the surface.

"You can be superintendent of the mine," they told him. And they showed him mining stock certificates so beautifully engraved that Mr. Schofield could hardly get his money out of the bank quick enough.

When Mr. Schofield's farmer neighbors heard of it they laughed and slapped their thighs. Hadn't they bought gold bricks? Didn't they know?

And when Mr. Schofield sold three milch cows to get money for a ticket to Prescott in order to assume his

duties as superintendent of "that there hole in the ground" his neighbors sincerely pitied him.

There was no throwing away money on that trip out to Prescott. Mr. Schofield traveled modestly. He was perfectly sober then, as he always had been, and was full of plans about his career as mining superintendent and capitalist. He would yet see those smart farmers back in Maine laughing out of the other side of their mouths.

Arriving at Prescott he heard things that made his heart beat faster. There was a demand for stock in his company. He met men who were quite pressing in their offers of a considerable advance over what he had paid. Then he heard rumors that his mine was turning out a regular bonanza.

Being still perfectly sober, Mr. Schofield declined to sell any of his stock. He hurried out to the mine and found his "hole in the ground" a scene of intense activity. The money he had paid for his stock had been promptly used in operating expenses. Ore was being hauled to the surface, mills were crushing it, stamps were stamping it, chemicals were separating the yellow flecks from the bits of rock and rich ingots were awaiting shipment.

The acting superintendent officiated at a "cleanup" for Mr. Schofield's benefit. With his own eyes he saw the bowels of the earth yielding up untold wealth for him. Mr. Schofield's nerves began to dance jigs. Painfully and slowly he had wrung scattering dollars out of the rocky soil of Maine. That was different. Now he was getting rich while he slept. He felt like dancing and whooping like a savage.

How was he going to spend all that money? He must have some fun, of course—a glorious high old time—something he had never had and never expected to have. Everything was going on all right at the mine. They knew all about it, while he was as innocent of mining as a newborn babe.

There was money in the treasury—money that had been taken out of that hole in the ground. Why, certainly, if Mr. Schofield wished to take a little trip out to the coast before assuming his duties at the mine that was quite proper. Would \$8,000 or \$10,000 fix him up?

Eight or ten thousand dollars just for a week of fun! But there was the money—a pretty stack of yellow backs. Whoop! Mr. Schofield was a changed man. He was off for his first good time and he wouldn't come back till the last dollar was gone.

It was dull over in Venice and Santa Monica, Cal. The inhabitants had developed an industrious streak and few strangers were about. The barrooms were empty—"nothin' doin'," nothing at all in Venice and Santa Monica.

But that was before C. M. Schofield concluded to get off the train there and begin his celebration. Then, quite suddenly, the two towns woke up. The Maine farmer turned suddenly mining capitalist had already found means to lay a broad

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foundation for anticipated festivities and was not at all bashful.

"Step up, gents, it's all on me"—that was the burden of his song in every saloon he entered. "Don't be bashful. Everything goes. Take down the ceiling and raise the limit. Here's the yellow backs that pay. All out of my hole in the ground over in Arizona—and plenty more where that came from. Step up, gents!"

Did they step up? Well! From hotel to saloon, from saloon to hotel, up and down all the streets, the thirsty procession grew till the air was thick with yellow backs.

"Plum out of change," said a cigar man when Mr. Schofield discovered that money could be smoked.

"Who asked for change?" demanded the man from Maine, throwing down five new yellow ones and, passing out of a box of "Stoker's Delight" ten specimens to himself and guests. "When I'm celebratin' cigars are worth ten dollars apiece. Whoop! Come on, boys."

Venice and Santa Monica were no longer dull. From Thursday till Monday Mr. Schofield devoted himself tirelessly to slaking the thirst of the inhabitants, while his own seemed to increase in spite of all his efforts.

He had yellow backs in all his pockets. If perchance he found a pocket empty he would yell for the proprietor.

"Here, you old goat, bring a blank check and pen and ink! I'm Schofield. You boys all know me. I've

got a hole in the ground over in Arizona that spouts gold by the hogshead.

"Here, cash this—nothing smaller'n 20's—and bring champagne. Bring it in a washtub. Hear me shoutin'?"

By Monday it begins to dawn upon the public purveyors of festive liquids in Santa Monica and Venice that in his present state Mr. Schofield ought not to sign any more checks. They like—indeed, they honor—him, but they advise against getting writer's cramp, which will interfere with his duties as superintendent out at the mine.

Finding a pocket with a few overlooked yellow backs in it, he resolves on a genial windup of his celebration and leads the way, with half a dozen faithful henchmen, to the Cafe Venice for a late supper. The French proprietor presents a menu card—he will not suffer so distinguished a man as Mr. Schofield to be served by an ordinary waiter. Schofield waves it aside.

Mr. Schofield has exhibited his remaining wealth in currency. The prudent proprietor sees that the dinner does not outstrip it. At length the host of the occasion gets his bill and insists on personal payment at the cashier's desk, above which he has now and then caught a glimpse of a charming face. He has felt momentary remorse over the fact that thus far he has been guilty of neglecting the fair sex.

At a closer view he is dazzled by the beauty of Mrs. Emeline Bruder,

the beautiful Viennese, who assists her husband in the management of the cafe. She is smiling and her smile is maddening. Before a shrine so charming he feels that he must make some sort of offering.

"Er—er—excuse me, miss," he blundered; "we've had a great time. You've treated us right. I'm going to make you a present."

"Oh, monsieur," she says, smiling; "see, I have not ze plasir of ze introduction—"

But the infatuated man from Maine has taken from his inside pocket certificates of stock in his mine worth \$20,000 and spread them out before her. At his demand she dips a pen and hands it to him. Quickly he indorses the certificates over to her and thrusts them into her hands. She laughs again and turns to other customers. Mr. Schofield looks for another smile, for himself alone, but is disappointed.

He has strange visions. Sometimes he is driving home the cows on the farm of following the plow. It is dusk—no, it is dawn, for it grows lighter. Still he walks, aimlessly, trying to remember something. He sees the sun shining, knows he is on some road strange to him, but there is a blank in his memory. His feet feel sore.

As he walks he finds himself in a city street and feels that his throat is parched. There is money in his hand and a glass at his lips. He is no longer walking.

His head seems clearer; he recollects that he has lately been rudely

handled. Where is he? A man looks through iron bars and tells him:

"You are in the city jail of Los Angeles. You signed and cashed checks in Venice that were not good. But you have friends and they are here to see you."

By the time you read this probably Mr. Schofield's friends will have helped him settle for those bad checks—perhaps regain from the pretty cashier those valuable certificates. Certainly Mr. Schofield will have resolved a hundred times to leave liquor alone.

Assorted "Golden Rules."

The true rule in business is to guard and do by the things of others as they do by their own.—Hindoo.

He sought for others the good he desired for himself. Let him pass on.—Egyptian.

Do as you would be done by.—Persian.

One should seek for others the happiness one desires for one's self.—Buddhist.

What you would not wish done to yourself do not unto others.—Chinese.

Let none of you treat his brother in a way he himself would dislike to be treated.—Mohammedanism.

Do not that to a neighbor which you would take ill from him.—Greek.

The law imprinted on the hearts of all men is to love the members of society as themselves.—Roman.

The rarest of flowers is candor.—Racine.

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No. of men _____

THE PRIVATE SECRETARY.

What She Was Doing for a Rival House.

"There was a firm once which came to me frothing at the mouth and offering me large sums of money to come into their employ and run down some rascally competitors. It was not long ago. Both firms are still in existence, are still competitors, and I have no doubt that the condition which I discovered at the time still is a factor in their ways of doing business. Yes, I am sure of it. It was one of the accepted necessities of the way in which these firms did business. They are probably going on now just as they were when I worked for them, cutting each other's throats from the back, and I have no doubt that plenty of other firms are doing the same thing every day.

"It is a curious game, the game of business. Here is the proposition: Here is Smith with something good. Jones sees that he has it. Jones has something pretty good himself, but, being human, what Smith has looks much better to him. In fact, it looks to him like just what he needs. He has to have it. So he leaves his own stuff, the stuff that he has for sure, to go after that which is in Smith's possession. Smith at the same time is leaving his own for some of Jones' stuff, and so they cut each other's throats right and left and imagine that they are profiting thereby. Possibly some of them are. But the law of average holds fairly well here as elsewhere. The dog that drops his own bone to go after the bone

that belongs to somebody else seldom gains—unless he is a genius.

"Well, Martin & Co., manufacturing stationers, had suddenly discovered that somebody was out after their trade and likely to get it. Of course they properly were shocked. The discovery had come to them in an awful manner. Cohen & Murphy, their nearest competitors, had obtained valuable information from them in a surreptitious manner! Martin & Co. were horrified. Some one had stolen the information! It had been stolen out of their office. Was it true that such things were possible in a modern, up-to-date business world? Horrible, horrible! The perpetrator of such foul deeds must be run down and exposed. They sent for me to do the running down and exposing.

"I knew nothing of the firm or of the men who were at its head. It was a big house, one of the biggest in its line in its district, and well known. It had been built up on old time principles, honesty, fair treatment of customers, and all that, you know. And besides the pay offered me for my services, whether they had results or not, helped me to decide that it was a good place to go to work in.

"They had heard of me through my work for a railroad with which they transacted the greater part of their shipping business, but, as usual, they did not call me in until every available resource of the office had been exhausted without finding any trace of the trouble's origin, or of the people responsible for it.

"The trouble was simple. Cohen & Murphy had in their possession information which enabled them to get in ahead of Martin & Co. on several large contracts. This was not all. They were getting information all the time. In some way or another they were keeping track of many of the most vital facts concerning the business of their competitors, and in this manner they were able to keep even with them on many propositions upon which otherwise they would be left far behind in the hope of equal competition.

"How the information was being secured was as much a mystery to Martin & Co. as the problem of perpetual motion. The most likely explanation seemed that Cohen & Murphy had bribed some of Martin's customers or possibly one or two of their salesmen to give them an occasional line on the newest plans of the old firm. Cohen & Murphy were young and enterprising. It seemed probable that this was what had been done.

"How ever it was being done, there was no question that they were keeping close tab on the new movements of Martin & Co. The latter firm scarcely could make a move of importance but the new one would have word of it. If Martin & Co. prepared to put forth a new line of blank books Cohen & Murphy were right after them. If they originated a new idea, well, it was not many days until Cohen & Murphy had it, or something so near to it that the difference could not be told with the naked eye.

"Not only was this true of the manufacture of goods. In the matter of selling them, in shipping, in hunting new territory, in fact, in the operation of the entire business it was easy to see that Cohen & Murphy were decidedly familiar with the inner workings of the house of Martin & Co. and were profiting thereby. There was much that they could benefit from. It was bad business for the older firm.

"As I have said, Martin & Co. had hunted high and low for the source of the trouble before sending for me. They had investigated their salesmen, had looked over the office, one of the partners had gone out among the old customers to see if any of them were giving the firm the double cross; and nothing had come of it all. They swore by their office force, and it was easy to see that they had a right to. Most of their people were old men who had been with the firm for a long time, all of them were satisfied—at least all who were in a position to obtain such information as had been stolen—and it was difficult to believe that any of them would have been guilty of misconduct even had the opportunity been open to them.

"It was a small office—four bookkeepers, half a dozen clerks, two stenographers and one private secretary for the head of the firm comprising the whole office pay roll. The bookkeepers were all old men. The clerks could not have stolen the information if they had wanted to, and the stenographers and private secretary

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were young women and—well, you don't look for that kind of thing among women, not even after you have been in my line of business for many years. After examining the office as well as I could at first glance, it was apparent that the heads of the firm were justified in declaring that the trouble lay elsewhere. The head book-keeper and the private-secretary of the head were the only two persons in positions to do the harm. Neither of these reasonably could be suspected.

"Looking elsewhere, I found that the superintendent of the factory was one of the partners of the firm, that he was so jealous of his own ideas that he never let even his foremen have wind of them until they were ready to be put into practice, and that it apparently was just as impossible for the leakage to occur here as it had been in the office. Besides, a source of information from the factory department would not have revealed to Cohen & Murphy anything about the official workings of the house nor of the sales department. And all of these things were covered in the information that had leaked out.

Cohen & Murphy knew just as well that Martin & Co. contemplated the establishment of a new branch house in Minneapolis as they did that the firm was going to put out a new style office calendar in the next few months. Oh, they had a comprehensive system, all right!

"In the selling force the situation seemed more open for possibilities. There were several new men. I watched these long enough to assure myself that they did not know enough to hurt anybody, then devoted myself to the older men. It took me two weeks to satisfy myself that the leak was not there. After that, as the firm had tried all the obvious ways of catching the wrongdoer, there was nothing left for me to do but to resort to my old custom—to go home, and smoke, and think.

"Half a night's sizing up of the situation led me around to the simple fact with which I had been familiar all the time. Somebody employed by Martin & Co. was giving out information. The thing to do was to find the person. More smoking and more thinking, and I decided that the best way to find said person was to give everybody concerned a chance to hang himself. With the aid of the head of the firm I managed to place each employe in a position to give Cohen & Murphy a certain piece of information, different in each case. I calculated that if the guilty person was handing out the facts right along he would not fail in this instance. As each person had a different opportunity it would not be difficult to locate him when it became apparent that Cohen & Murphy had put the information into operation.

"But nothing came of this scheme. Apparently we were wrong in our judgment that some one on the pay roll was making the trouble. Either that or the guilty party fell down on this particular occasion. We tried it again, but again the result was

nothing. And now it looked as if we were surely wrong. Cohen & Murphy seemed to be doing the impossible and getting information without having any one to give it to them.

"It was at about this stage of the game that I saw the head and his private secretary at dinner together. Nothing peculiar in this except that the head was married. But it suggested to me that it would not be a bad thing to investigate the private secretary some more. She was a woman of 35, apparently, a striking looker, and typical in every way of the modern business woman. I followed her for three days and nights, and in the end I was rewarded by seeing her meet Cohen, of Cohen & Murphy.

"I tell you the thing rather knocked me out, calloused as I was. I was accustomed to and expected perfidy on the part of every man whom I met in a business way, but it was hard to reconcile myself to the notion in regard to women. I didn't want to believe that the private secretary was the person whom we were hunting, but certainly it did look bad for her to meet Cohen when she knew that he was an active and malicious enemy of her employer.

"So I set to work to trap her. I put through a fake business deal which no one but her was permitted to see or hear of—a big thing. Then I waited for results. Sure enough, a week later, the rival firm showed that they had wind of the new move and were acting accordingly. I made no rash move, even then. I continued to shadow the secretary until I saw her meet Cohen again. Then I came up, spoke to her, to let her see that I saw them together, smiled knowingly, and went on. She never came back to the office after that. They gave her a job at Cohen & Murphy's soon after.

"But the surprise to me came when I told the heads of the firm that they had been paying big wages to a person who was paid still more by another firm to betray them. They took it as a matter of course. They were chagrined because the woman had been sharp enough to fool them for so long. But they attempted no reprisals, although there were proofs which would have won them a case against her bonding company in any court in the land.

"I marveled at this for some time. Then one of the partners explained the why and the wherefore. Martin & Co. had a man in Cohen & Murphy's office all the time, doing for them just what the private secretary had been doing for their rivals."

James Kells.

Pretty Grudely.

The venerable economist, Edward Atkinson, who recently told woman how much she ought to spend on dress each year, met in Brookline the other day a young girl.

The gown of this girl was simple and beautiful, and Mr. Atkinson, in his capacity of dress expert, admired it.

"A grudely gown," he said. "A pretty grudely gown."

"But I don't know what 'grudely' means," the young girl objected.

"'Grudely' is an epithet of eulogy," said Mr. Atkinson. "It is an obsolete word, preserved in the story of the Northern farmer as extinct flies are sometimes preserved in amber."

"But what is the story of the Northern farmer?"

"I'll tell you," said Mr. Atkinson smiling, "there was a Northern farmer of the old school, who, as he rode Londonward on his gray mare, espied, one morning, a cozy inn. He stopped before the inn door and rapped with his cropstick. A pretty maid appeared.

"'Hast 'ou gotten any grudely good beer?' the farmer asked.

"'Yes, sir,' said the maid, and she dropped a curtsy.

"'Then fetch a quart, lass,' said the farmer.

"The quart was brought in a mug of polished pewter, and the farmer tossed it off, smacked his lips, and said, in a hesitating way:

"'It seems pretty grudely. Fetch another quart.'

"This, too, was brought, and the farmer, after draining it, smiled.

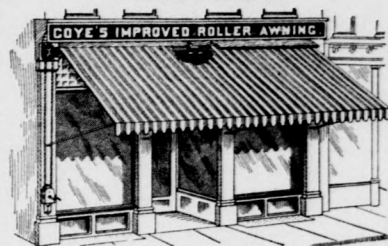
"'It is grudely,' he said. 'A grudely beer. I'll get down and have some.'"

A Curious Bank-Note.

Among the curios preserved in the Bank of England is a bank-note that passed through the Chicago fire. The paper was consumed, but the ash held together and the printing is quite legible. It is kept carefully under glass. The bank paid the note.

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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.

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.

INVENTING MADE EASY.**Houses Which Build Anything You May Want.**

Complete your ideas, make your drawings, and take out your patents. The machine shops for the manufacture of the patented article, whatever it may be, are established institutions not only prepared to manufacture the thing designed and demonstrated but ready for the greater task of building the machines that are to turn out the article itself.

"Let us be your factory" is one of the advertising keynotes of an institution in Chicago which not only manufactures perfected inventions but which furnishes expert advice and suggestions to the experimenter, hiring to him the services of an expert machinist, giving him the use of a machinery plant costing \$200,000, and in the end giving him the cost of manufacture to the fraction of a cent. It may arrange even for the marketing of the commodity, manufacturing it on a royalty basis and packing and shipping the finished article from the shop itself.

"Manufacturing made easy" is the meaning of the great general machine shop and foundry, where with the shop's own specialties, perhaps, and the shop's contract work in addition, the highest attainments for a patented article are reached with no more expense than attaches to the designing and application of the machines that are to execute the work. And in this work the fullest possibility of the automatic machine always is an element to be considered in the manufacture. Under the old order of things hand work was the costly element entering into the manufacture of most inventions. Factories were built for the sole purpose of manufacturing a single apparatus, and under old methods the costly hand labor involved made many things of the kind impossible of making and marketing where now the automatic machine simplifies cost and allows the widest margins of profit.

When the inventor with his drawings or his small working model of a practicable invention comes into the modern general machine shop, he may have the offhand advice and suggestions of the manufacturer without cost. Perhaps the manufacturer knows at a glance that the thing is impossible, having had experience of it long before. Perhaps he knows from the makeup of the thing that it will be impossible ever to manufacture it under any possible condition and afterward put it in the market at a profit. In either case this first verdict of the practical manufacturer should end the idea with the inventor.

But frequently it doesn't. Then it becomes the proposition made by the manufacturer to go ahead and turn out the article in any quantities the man may want, the inventor entering into a contract to receive and pay for the work on the lines of a strict business obligation.

Not long ago a man came to me with an article that in its way was admirably adapted for its purpose, and its purpose was essentially practical and worthy. We took it up as a manufacturing proposition, and the

manufacturing part of the proposition was easy. But the material entering into the invention and the preponderating necessity for hand work would make it an article to retail at 50 cents, when the sole hope for it was the placing of it in a 10 cent store.

As a rule, the manufacturer of the patented article finds the same troubles with the inventor that the patent attorney finds. The inventor too frequently has his one nursed idea, which has taken all his attention, perhaps for years, until it may be a monomania with him. His ideas may be all good and all practical to a certain extent, but his dreams are too big. His first call is for an estimate on the manufacture of the thing by the million, or even by the million gross. Naturally, he has to be brought down a peg—not too suddenly and not too hard, but to the extent often of arousing his suspicions.

What would a hardheaded man of the world think at a first glance at a pencil sharpener offered him at \$4.50 each? But a Chicago shop is executing an order for hundreds of them, turning them out in as compact and simple shape as a score of pieces weighing four pounds will admit. The machine will sharpen pencils about as well as anything ever invented, but the proposition of a \$4.50 machine for putting a point on a 2 cent pencil will be a hard one to demonstrate.

Receiving the inventor in the general contracting machine shop calls for a good deal of tact and a great deal of practical knowledge and demonstration. When the invention has passed a first muster, the shop offers the inventor the services of an expert machinist at 70 cents an hour, passes him into the shop and to the use of the machinery, charging him in addition to the work of the expert the cost of the materials used in building the model. To the degree that the invention is worked out in full the services of the expert are shortened and the item of materials becomes the chief first cost.

When a completed model is brought in for a price to be fixed upon it, the thing is taken up, part by part, and analyzed with reference to the material necessary to it, with regard to the form of the stock material from which the pieces are to be worked, with the possibilities for the work of automatic machinery, the cost of finishing and assembling the parts into the complete whole.

As an example of such work I am familiar with the manufacture of a gasoline light. The model was brought to me, finished and in working shape, save that in the making there was a minimum of expert machine shop knowledge in its construction. Somebody had made it by hand method and to produce the light fixture profitably the manufacture had to be adapted to the machine shop method. In this completed piece of work was the necessity for drilling a hole for the escape of the gas into a Bunsen burner, and for the best results this hole had to be so small that a hair from a man's head could not be passed through it.

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.

Johnston Glass Company

Manufacturers of Window Glass

We are prepared to furnish all sizes and qualities of WINDOW GLASS. Hand blown and tank made. Our goods are strictly up to the standard of quality. Packages are well made, neatly and uniformly branded. Excellent shipping facilities. Courteous treatment. Shipments direct from factories. It is worth something to secure uniform quality, boxes and branding. We also operate the most extensive grinding and chipping plant in the United States, furnishing plain D. S. Ground, D. S. Chipped, One and Two Process, Geometric Chipped, Enameled Glass, Lettering and and Sign Work, etc., etc. We can ship an excellent variety of widths and lengths. Want orders of any size from lights to car loads. Cases contain about 100 sq. ft. Boxes contain about 50 sq. ft. WRITE US FOR PRICES.

JOHNSTON GLASS CO.
Hartford City, Ind.

THE FRAZER

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



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

Of what material to make this drill was a first question. This was accomplished in the choice of some of the finest and best piano wire. Also this vent had to be drilled absolutely in a straight line through the tip, as the least variation from the true line directed the flow of gas to one side or the other, involving an improper mixture of oxygen with the gas. Out of this one situation it has come that in the making of the light fixture the most important of the work upon the piece is the drilling of this hair like hole. The brass tip must be held in the hand of the expert workman and the piece fed carefully and delicately to the tiny drill until the piece is punctured. Then on the smooth surface of the piece it requires a good eye to find the hole. The drill point must be made under a strong magnifying glass and the least pressure too much will twist the drill in two.

Successful Men Who Feel Constant Sense of Failure.

There are plenty of failures in life who regret their careers—and plenty of others who ought to regret their ancestors instead—for introducing into the family blood tendencies which do not harmonize with success in the third and fourth generations. And then there are the people who are always discontented, who never rest easy with the fortune fate brings in the wake of their endeavor. They always deserve better than they get—in their own opinion.

It is not among the failures and soreheads that regrets are remarkable. It is the men whom the world deems successful who astonish their friends now and then by confessing to a sense of failure—of having spent a busy lifetime in conquering an uncongenial occupation—of having failed to reach the goal of early desire. It is not hard to find a man here and there, well up on the ladder of ambition, who halts wistfully in the ascent and looks backward at the parting of the ways where it was still possible to have chosen a different course. These are not foolish sentimentalists, but practical men who have succeeded in their line in spite of other predilections. We admire them and wonder at their will.

I remember one day going into the office of an old friend who had climbed to the top of the counting room of a large estate. He was still young, with a lifetime before him. The estate was an extensive one, amounting to millions, and involving a whole railroad system, under his financial control.

I congratulated him on the recent promotion. He thanked me with a smile which was not without a touch of irony as he glanced around the elegant office in which we were seated—until his eyes led mine to rows of pictures on the wall of locomotives in stately repose or in full flight with their trains.

"I always wanted to be a railroad man," he said, "from earliest boyhood."

"But you are actually in control of a railroad system, Jack," I retorted. "Your ambition has been realized—splendidly."

"I do not mean the figures"—he shrugged his shoulders—"everlasting figures of profit and loss—gross earnings and net. They sometimes fairly dance in my head. There is no challenge in them. They stifle a fellow in the long run. To control a locomotive, to speed with the wind, your hand on the lever, and feel her tremble and snort in her flight—that is railroading. There is a thrill and challenge about it which suits a fellow's spirit and makes him feel like a strong man at his post. I envy the engineers, with their overalls and dinner pails. They lead the life."

As he finished speaking we heard the distant roar of an express train, and then the long screech of the whistle and the short blasts of triumph. Enthusiasm leapt into his eyes. He seemed a different man as he listened.

"That's the 999," he remarked. "She pulls the fast mail. Does it on schedule, easily, runs into Buffalo on the stroke of her hour, without the loss of five seconds, nine times out of ten. She was built at Dunkirk a year ago. Struck a gait on her trial run which easily won her the mail. And it's no work for her to pull ten cars through the wind."

He smiled at his own fervor and pointed to a picture on the wall. "There she is, as proud as a peacock."

"You are an odd genius, Jack. Why don't you learn to like your craft? You are successful—enviably so. Those engineers envy you and your job."

"Well, it's funny," he rejoined, leaning back in his chair for a chat. "You know the old man feels he has wasted his talents in bagging a few millions."

The "old man" was the boss, president of the affiliated interests, and a man of national repute as a financier.

"He told me one day in a confidential mood that he meant to be a lawyer in his youth, and had never quite conquered that early predilection. He gives more attention to the legal problems of this business than any other phase of it, you know. I have seen him many a time gloating over a nice question of law until the dusk drove him home. He said his passion for books had never had a chance. Business cares had crowded them out of his life. Sometimes he reads on the train, but only in snatches. Operating details is not to his liking. He would much prefer the quiet life of a student. 'It's a strange world of compromise,' the old man said, reflectively."

"And in this connection our general counsel, Judge Brown, always wanted to be a plumber. His wife tells amusing tales about the judge's plumbing stunts at home. He tinkers from cellar to garret—mends pipes, solders the kitchen utensils. While he was on the bench she often had to chase him upstairs in time to change his clothes for court. The law is a dire necessity with the judge—a mere means of getting bread. To be a plumber would satisfy his tinkering bent—and his ambition in life. So says his wife; and I think she is right."

John Benson.

Spotted Him.

A chemist who for many years was the manager of a concern in Massachusetts, manufacturing various high-grade explosives, recently revisited the place of his former employment.

During a talk with his old friends of the institution he made enquiry with reference to a certain colleague by the name of Jenkins.

"By the way," said the chemist, "what has become of Jenkins? Fine fellow."

"Fine chap, indeed!" agreed the foreman, "and very skillful in the use of chemicals. But a little absent-minded—Jenkins. See that discoloration on the wall over there?"

"Why, yes; but what has that to do with Jenkins?"

"That is Jenkins."

Making His Choice.

"Why did he marry the widow after courting her daughter?"

"He concluded that he would rather have the girl as a stepdaughter than the widow as a mother-in-law."

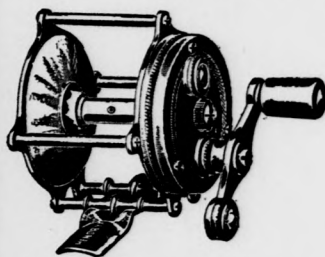
Bryan and Bissell Plows

They sell themselves—try it and be convinced.

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

Fishing Tackle and Fishermen's Supplies



Complete Line
of
Up-to-Date Goods

**Guns and Ammunition
Base Ball Goods**

FOSTER STEVENS & CO.

Grand Rapids, Michigan

YOU CAN BANK BY MAIL

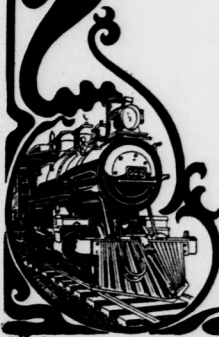
What are you going to do when you are old and have saved nothing? One dollar makes the start then it comes easy—start today in

The Old National Bank

50 Years at No. 1 Canal St.

Grand Rapids, Michigan

Assets Over 6 Million Dollars





The Lasterville Retailers' Club Meets Again.

The Lasterville Boot and Shoe Retailers held their first after Easter meeting in our store.

The club hadn't been meeting very regularly during Lent, partly because church interfered quite a good deal, and partly because old Mr. Laster and old Mr. Ball were both on the sick list, and a meeting of the club without both of those popular old-timers with us would be a pretty lonely affair.

Old man Izensole doesn't let his religion interfere much with his business, although, as I have said before he isn't at all a bad sort of a man. He says religions were made to help man in his business as much as in anything else, and were never intended to interfere.

But it was a great old after-Easter meeting we had.

Mr. Laster said that we'd hark back to first principles, and have our Easter eggs cooked in the good old way. Mr. Ball is an enthusiastic hen man. Has a nice brood on his lot out near Foote street, on South Main, where he has an acre of land and a nice house for his poultry, with runs and everything up to date. He feeds all expensive, clean foods, and the eggs he gets are wonders. He brought down four dozen eggs all laid that day, and the day before, and they were beauties now, I tell you. We weighed the lot, and, in a paper bag, the four dozen tipped the scales at just two ounces less than seven pounds. Every egg a great big, clean pure white or delicate brown, and looking good enough to eat shell and all.

Mr. Laster scrambled them on top of the stove, using buttered letter paper just as he used to in his old country store days for those of us who preferred our eggs that way, and those of us who had them boiled had them from the little tea kettle which sits always on back of the stove to furnish a little moist air to the store.

We didn't have to use shoe horns to eat with, for Mr. Laster flexed the old time scheme enough to borrow a dozen or so spoons from the Home Kitchen, around the corner.

We hadn't been together in so long that there were all sorts of things to discuss, white goods and tan for the coming summer, with the prospects and the dangers. There are always two dangers connected with these goods. One is that you will get overstocked on a season when they don't sell, and the other is that you will understock and then be unable to get them when the season opens. And the funny thing about it is that one part of the country will be howling for white or tan, and another part of the country will be howling because the shoe wearers have a whim and won't wear them.

George Skiver, who is a fertile lad when it comes to economic shoe

ideas, thought it wouldn't be a bad plan to have an exchange column in the Recorder so that the retailer in Du Bois, Pa., who has too many whites could put in a note like this:

HERE'S WHITES.

I have for exchange, four dozen canvas oxfords, women's, and three dozen children's, two and a-half dozen men's. Will exchange for similar goods in black, or sell at cost, less discount, and 5 per cent extra. Who wants 'em? Speak quick. Tyrone Punxsutawney & Bro., DuBois, Pa.

And right below it might be another yelp from Ironton, Ohio, like this:

WE WANT WHITES QUICK.

Who's got 'em at a bargain?—men's, women's and misses'. Quote sizes, styles, maker and lowest spot cash price. Marietta Bellaire & Sister, Ironton, Ohio.

Another one might read:

TANS FOR BLACKS OR WHITES.

We have two dozen pairs men's tan oxfords, strictly new goods; cost \$2.25 net. Will sell for \$2.10 C. O. D., with privilege of examination. They're dandy goods, but they don't sell here. Would take white or black goods in exchange if desired. Write quick. First come, first served. Adrian, Hudson & Co., Flint, Mich.

Then we talked over the matter of window displays for summer goods and at this point old Izensole stated plainly and pointedly as follows, viz.: "De tam flice unt de sunshine costs fife per cent. damage on every summer window trims."

At which everybody voted "aye."

And then everybody told a story about hard customers, and this is the one that Georgie Skiver told:

I've only been in the shoe business five years, as you all know, but it seems to me that I've had enough experiences to fill a Nick Carter library, but last Thursday night I had a customer that capped them all for mystery. Everybody had gone home, for it was my night to close up. Some friends of mine from the shops came in early in the evening while I was busy, and I asked if they couldn't come in a little later. They showed up at about 10 o'clock, just as I was getting ready to put out the lights. I was showing them shoes for a good hour, and sold \$9 worth for spot cash before they left, about 11.

I was ten minutes, about, putting up stock so that everything would be easy for Lott Stringer, who opens up. "Yes, I think I see you," interjected Lott, who was present.

Well, I did that time, anyway, and I was just going to close up. I had

REEDER'S

GRAND RAPIDS, MICH.



OXFORDS

The time for oxfords is here. We have them.

Prices 80c to \$2.25

Fine Line White Canvas Oxfords

Dressing for White Shoes 75c Doz.



We are State Agents
GEO. H. REEDER & CO.
Grand Rapids, Mich.

"Opportunity"



It is said that Opportunity never knocks twice at the same door. This may be her calling card on you.

Hard-Pan Shoes

For Men, Boys and Youths
wear like iron

are sold to but one dealer in a town—nothing but good honest leather and good honest work is put into every pair. Here is an opportunity to secure a credit for good judgment and the confidence of your customers.

You've been saying tomorrow about as long as it is safe. Send for a sample pair today.

Hard-Pan Shoes have **our** name on the strap of every pair.



The Herold-Bertsch
Shoe Co.

Makers of Fine Shoes

Grand Rapids, Mich.

fixed everything all right, and had gone back and shut off the lights at the electric switch. Just as I did so the front door opened quietly and I heard some one step in. I immediately turned the electric switch again, but the lights did not respond. I twisted the button around several times, but something had happened to the wires in those few seconds, and no light came. "I can't seem to make the lights work," I said. "Perhaps you'd better come in to-morrow."

Not a word from the front of the store; just a faint rustle as of somebody moving around a little.

"Hello, there!" I cried as cheerily as I could, but there was no answer, just a little shuffling of feet. My, but I was scared.

I felt around in my pocket for a match, but I don't smoke, and, of course with the electrics everywhere, I have no use for matches so I didn't find one.

I never realized before how dark the inside of a shoe store could be. Usually, there is a little light in the street that shines in the front, but this particular night everybody seemed to have closed up, and the street lights on the corners at either end of the block didn't seem to be working. Anyway, I couldn't seem to see a ray of light outside, besides I had pulled down the big curtains in the show windows so that the early morning sun wouldn't get a chance at the window trims, and that made it worse still.

I actually couldn't see my hand before my face. I know, because, scared as I was, I tried it. I didn't dare go forward. I'd no idea what would happen to me, and every second or so I snapped that electric button, hoping that the light would come back again.

I'm devoted to my employers, but I wouldn't have gone forward in that dark store if somebody had lugged off the whole stock. As I said, I just didn't know what to do and feeling a chair close by my legs I dropped softly into a seat there and waited, listening with all my ears, and straining my eyes in the effort to see something in the darkness. No sooner had I dropped into the chair than a strange voice came from the front of the store. A queer, weird, strained, little wizened up, squeaky rasp of a voice that made my flesh creep, a voice like you might expect from an owl in the woods at 2 o'clock in the morning, if an owl could talk, and the voice said: "Have you shoes for the dead?"

Imagine that coming at such a time!

"Yes," I said, "burial slippers."

"N-o-o-o-o-o, N-o-o-o-o-o! Not tho-o-o-o-ose, not those—foot coverings for the dead who walk."

"Who wants them?" I cried.

"I do; I want them."

"Who for?" I asked in desperation. There was no reply.

"Who for?" I repeated.

And then the voice that came was so horrible and despairing and ghastly that it froze my blood.

"For- the- feet- of- the- one- who- speaks," it said.

And then there was a sound like the wind blowing through the iron door of a vault, and from everywhere in the store came little moaning sobs, and something brushed across my hair like the wing of a bat, and the voice away in the front of the store kept repeating over and over, in a kind of monotonous chant, "Shoes for the dead who walk. S-h-o-e-s for the d-e-a-d who w-a-l-k!"

Just at this instant Willie Fitem turned off the electric lights and the store became dark as pitch, while George let out a fearful whoop, Lott Stringer tipped over a boxful of iron chains and old junk, and all three of them groaned and moaned in chorus.

Well, the effect was funny. You wouldn't have believed it. Willie turned the lights on in about twenty seconds. Old man Laster was just picking himself up from where he had tumbled off a shoe box, old Izensole stood in the middle of the floor wringing his hands and teetering up and down, old Mr. Ball raised up from behind the counter, with a sheepish look on his face, John Tanner and old man Kipp and Sam Hyde were crowded in a bunch by the door trying to find the handle, and Frank Instep and Charlie Oaks were down on the floor on their knees. Another fellow had tipped over in his chair, and everybody that hadn't done anything else had jumped up and it was the most confused looking convention you ever saw.

At first everybody was hot at Georgie, but it was too good a joke to keep mad about.

We shoe men in Lasterville do sure have good times together.—Ike N. Fitem in Boot and Shoe Recorder.

The Worst Yet.

"Is this the best wurst you can send me?" asked the lady who walked into the meat store with a package of that edible in her hand.

"Madam," answered the meat man, "it is the best wurst we have."

"Well, it is the worst wurst I ever saw."

"I am sorry to hear that. The best I can do is to try to send you some better wurst from to-day's lot, but, as I said, that is the best wurst we have at present. I am sure, however, that the wurst we are now making will not be any worse than this, and it ought to be better. I assure you that as soon as I get the wurst you shall have the best of it. We never gave anyone the worst of it so long as we have been in the wurst business, and you may be sure that when we give you your wurst it will be the best, for our worst wurst is better wurst than the best wurst of our competitors."

But the lady, whose eyes had taken on a stare of glassiness, was seen to throw up her hands and flee from the place, for she was afraid the worst was yet to come.

Still Government by Consent.

The Englishman—I understand you Americans elect all your rulers by ballot.

The American—Yes; all but our wives.

Silent Talkers



Our shoes exercise a persuasive influence on their wearers that's always sure to bring them back for another pair.

There are two causes for this. One is fit! They are always comfortable. And the other is that our shoes last a great deal longer under severe hard usage than the ordinary every day variety.

In fact our trade-mark is a symbol for a line of shoes that has for years repeatedly withstood every hard wear test.

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

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?

H. C. Dodge.

Rouge Rex Shoes

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

HIRTH, KRAUSE & CO.
GRAND RAPIDS, MICH.

MERCANTILE MORALITY.

It Should Be Scrupulously Lived Up To.*

We came into the world under the jurisdiction of the great law that none of us liveth unto himself. We were blessed with our existence upon the condition that we should be the bearers of the general burdens reciprocally, and reciprocally we should be the helpers of the common joy. We have one Father. One God has created us. His will, thus imperative on us all, has been communicated in the Holy Scriptures.

Not wholly without value are the teachings of natural religion to the man who has time and talent to absorb those teachings. But, by results which partake a good deal of the humiliating, have they been found practically unavailing.

Christ's teachings were ultimate and absolute law. All His deliverances were final. Let them once be ascertained by us and neither remonstrance nor appeal remains. He that doeth what Christ has enjoined will do the right thing. By as much as our doings and our devisings accord with His injunctions shall we be moral persons—moral throughout the different relationships of life. The general including the particular, we shall be moral in our mercantile relationships by as much as our mercantile devisings and doings accord with the injunctions of Christ. Mercantile morality is not of a different nature from domestic or literary or clerical or judicial morality. It has no code which is generically its own code, no sanctions which are exclusively its own sanctions, no vocabulary which is prescriptively its own vocabulary. Mercantile morality is nothing more nor less than morality in matters mercantile, the adoption of principles in business which are in harmony with the one general standard, the pursuit of conduct in business which is in subordination to the one general law.

Let us take some ordinary instances for illustration:

You are familiar with the acts of buying and selling. You have commodities in possession which are ready for transference to those who want them, on their transference to you of a specified amount of the current coin of the realm. You are, say, the seller. But suppose, now, that you were the buyer of those commodities, would you not desire that they should be truthfully described as to the kind of them and equitably charged as to the value of them and punctually delivered, with a statement to the effect that they are really of a particular material—the statement being false would naturally seriously mislead you—and an assurance that, according to the present condition of the market, they will certainly get dearer—the assurance being dishonest would injuriously deceive you? Then would you not also wish a representation to the effect that you have the given quantity—the representation being untrue would fraudulently involve you in inevitable loss—and an averment to

*Sermon delivered at the church of the Good Shepherd by the venerable William Connor.

the effect that your purchase was duly on its way—the averment being mendacious would entail upon you complicated wrong? Not thus—however plausibly it might be accomplished—not thus would you like to be cheated by others. Then not thus are others to be cheated by you. In selling them that which they want you are to be as those who buy, or if you are the buyer, you are to be as the one who sells. In that case would you not like to have your honest word taken about the worth of a thing? Would you not wish to have your time, which is your property, saved from needless interruption? Would you not desiderate the kindly conclusion of the negotiation exactly on the specified terms? All haggling and fencing about the price would annoy you. All intimations about your being "well up in sharp practice" would offend you. Why should a purchaser of your commodities either impugn your veracity or reflect upon your conscientiousness or deprive you of your due or threaten, if you will not render your commodities at a lower rate, that he will go elsewhere? You would resent this as so much wrong done to you. Then take care not to perpetrate the wrong. The improprieties that would displease you are precisely the improprieties which you are to avoid.

Then another point: Necessity is continually arising for the introduction of persons to one another by those to whom they are mutually known. "I would employ you," is the reply to an applicant, "if I knew you to be trustworthy;" or "I would give you credit," or "I would render you the help you ask," or "Get from some competent person an adequate recommendation and I will be your friend." To a great extent these introductions and recommendations have become absolutely necessary. Without them society would presently get to a deadlock. Imperative on us all is the obligation, both in asking and in giving these letters, to speak the truth. What is wanted from the referee should be spoken out, and what is known to the referee should likewise be spoken out. Entirely are we in this matter in one another's hands. The sense of honor is the only thing on which we can rely. How anxious are we, when receiving recommendations, not to be imposed upon either by a false or by an imperfect representation. Not at all unwilling should we be for friendship to do its best in the best way, but of the determination to serve his friend at your expense, you would have the referee beware. You assent. Then beware of such like determinations yourselves. If you know a man to be insolvent resist the temptation to conceal his insolvency. If you know a man to be incompetent refuse the request to palliate his incompetency. If you know a man to be untrustworthy hold out bravely against all inducements to keep his untrustworthiness in the background. The reference having been made to you and you having accepted it, stand fast by your purpose to treat with most scrupulous respect the confidence which has been

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.

**MICHIGAN
SHOE CO
DETROIT**

BALLOU BASKETS ARE BEST

A Conundrum For You

Why are Ballou Baskets like hard boiled eggs?

Because they can't be beaten.

STOP GUESSING

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



BAMBOO DISPLAY BASKET

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

BALLOU BASKET WORKS, Belding, Mich.

Store and Shop Lighting



600 Candle Power Diamond Headlight Out Door Lamp

made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

reposed in you. Ah, yes, my friends, if aught was made imperative by the teachings of Jesus Christ it was the payment of tribute with the utmost love for honor and integrity. It is written, "Render unto all their dues, tribute to whom tribute, custom to whom custom, fear to whom fear, honor to whom honor. Submit yourselves to every ordinance of man for the Lord's sake."

There is an old saying we have, "All is not gold that glitters." All is not dross that is enwrapped in the obscure. Many a transaction has been blamed which, had all been known, would have been approved and admired. I know there has come upon us an insatiable passion for style and show, for the pomps and vanities of the world, for the elegant cottage or the splendid mansion, for the handsome or gorgeous equipage, for the entertainment by whose splendor the fashionable may be attracted and for the pursuits which will introduce us to men of rank. Some one will say: "Why should I not secure for my family the comfort of our own carriage? Why should not my sons be educated at one of the great schools? Why should not my daughters acquire the accomplishments which distinguish the aristocracy, the elite? Why, in a word, should I be debarred from the mode of life for which my neighbors are distinguished?" One answer to this challenge is the very simple one, "You can not afford that mode of life." To this, unhappily, comes the rejoinder, "Then I will afford it." And hence comes his disobedience to our great law, in respect to his profession or his trade. Fair profits are not sufficient for his ambitions, his artificial necessities. Were he strictly honest he could not maintain appearances. Shut him up to rigid integrity between man and man all around and either the position which he longs to fill is unattainable or, presuming it to have been attained, it must be ignobly given up. Ignobly, in all conscience, style and show notwithstanding, is such a man's position kept—his assistants wronged, his customers cheated, his creditors cajoled, his country robbed. Of course, these remarks apply to the overanxious and overreaching man. If our sacred books say that the extortioner is the canker of ill-gotten wealth—is a subpoenaed witness against the men who have fraudulently become wealthy—let us say so. If they say that the unrighteous shall not enter the Kingdom of God let us say so, commending ourselves, by the manifestation of the truth, to every man's conscience in the sight of God.

Finally, in your business select only such men to deal with as you can trust implicitly and then, taking their word and warrant for their goods, give them what they ask, generously mindful of our fine old adage, "Live and let live." Dishonesty, in the long run, is disastrous. Integrity, in the long run, is advantageous. Gains unfairly gotten are radically tainted with the corruptible. Gains honorably gotten are essentially surcharged with the vital and the pure. Mercantile fraudulency bears the porten-

tous ban of the Lord God Almighty. Mercantile morality becomes more and more resplendent with the manifested approbation of the Lord God Almighty. "The curse of the Lord is in the house of the wicked, but He blesteth the habitation of the just."

Facts as To Accidents.

One of the most important tables ever compiled by the Inter-state Commerce Commission has been supplied by Secretary Moseley to Senator Tillman, who procured its printing as a public document. It is a list of collisions and derailments where the employees had been on duty an excessive number of hours and a list of personal injuries to employees due to having been at work excessively long.

These are railroad reports and not the results of investigations by the Commission and they do not include personal injuries that had no obvious connection with the condition of the employee. The facts disclosed by this tabulation are startling.

Eight railroad men were killed and thirteen injured as the result of accidents caused by overwork. In one case a man who had been on duty thirty-two hours was sent out flagging and went to sleep on the track. In nine other cases in this list of personal injuries men had been at work continuously for twenty hours or more.

In collisions and derailments due to lack of sleep or exceptional fatigue thirty-five persons were killed and 147 injured. In one case the man had been at work forty-eight hours. In nine cases men had been at work twenty-four hours or more—one was forty-seven and a half hours at work and another was thirty-eight—and in several other instances men had been at work more than twenty hours.

Good Report from Owosso.

Owosso, May 22.—The Woodward Furniture works received one order for \$15,000 worth of furniture from one customer in the east last week. Business is good there.

J. M. Story will close his spoke factory within the next month. This has been a poor season with him, not being more than one-quarter of year previous. The reason was that last winter there was so little snow that logs could not be drawn out from the woods.

Fox & Mason's Furniture factory, in Corunna, is running full time and many hours into the night to get out a big rush of orders. This firm formerly exported, but now has more than it can do to fill home orders.

The Owosso Sugar Co. has 12,000 acres of beets under cultivation and is bringing large forces of workers here to work in the fields.

The Easy Position.

"What I want," said the constituent, "is a nice, easy position." "My friend," answered Senator Sorghum, "give up the idea. When an easy position is discovered so many people are after it that a man has to fight ten hours a day to get it and twelve hours a day to hold on to it."

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, overhauled 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.

"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.

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.



How to Procure a Position as Salesman.

It ought to be the easiest thing in the world for a good salesman to secure the position he wants, because the task calls into play the same faculties he has to use in selling goods. In applying for a position a salesman's experience and ability are his line, his references and personality, his samples and prospective employers, his trade. Employers appreciate this fact, and when engaging salesmen are guided very largely by the impression a man makes on them, believing that if he sell their goods. However, many men with excellent selling records fall down miserably when it comes to selling their own ability. They may be able to get some sort of a position (in these days of prosperity any good salesman can), but they do not get the opportunity for which they are best fitted or which pays them all they are capable of earning.

Frequent change of either employers or lines is the most serious mistake any salesman can make. On the road to-day are many men who might be earning twice what they are if they had stuck to one line, but they allowed a slight increase in salary to tempt them to change, and have lived to rue the day. Acquaintance in a given territory, familiarity with some high grade line, and the confidence of the trade are a salesman's assets and every change lessens their value.

Of course times will come when changes are necessary, but they should be made only after the most careful deliberation and with a view to establishing a connection that will be permanent. In making a change the salesman will consider carefully the standing of firms, how they treat their customers, if their goods are well known, and how much advertising they are doing. No salary should be large enough to tempt him to take out through a territory where he is known a line of unreliable goods and thus destroy the confidence of his old customers in his good faith. It is better to stay where you are unless you can make a change that will result in your permanent betterment.

Having considered carefully the advisability of a change, every effort should be made to find a new position before resigning your present one. In the eyes of almost every employer the man at work has a value at least 25 per cent. higher than one out of a job. To be able to say "I am now employed and am giving satisfaction," supplementing this with good reasons for desiring a change, has proved the open sesame to many a first class opportunity.

Through their wide acquaintanceship salesmen are in a better position to hear of opportunities than

perhaps any other class of men. Then, too they have open to them firms handling the same line as their own. Sales managers are always glad to consider men in the employ of their competitors, and if your work has been above the average, you may be surprised to see how much they know about you.

A method for marketing ability is through one of the high grade agencies, especially if you are employed, as these organizations act confidentially until they have a new position ready. A brief statement of your qualifications in the want columns of the daily papers or trade publications will often bring good results. Unless you have unlimited time it will hardly pay you to follow up the "Salesman Wanted" ads, as so many of these are from small or unreliable firms not worth the consideration of a high grade man.

So much depends upon a salesman's personality that an interview is almost always necessary to secure a position. The way for this interview usually has to be paved by a written application, and here is another stumbling block. Salesmen are notoriously poor letter writers. All their force and fluency seem to vanish when they try to put ideas on paper. One Chicago sales manager, who hired a number of men every year, claims that not one salesman in a hundred knows how to write a proper letter. If more of them had this knowledge, he says it would insure prompter consideration, and often save the expense of a trip to Chicago before being engaged.

Whether you use the machine yourself or not your applications should always be typewritten. A sales manager is a busy man, and is more apt to consider first letters printed in clear typewriter than those written in long hand.

To put your case clearly and concisely is not the easiest thing in the world, and you may have to rewrite your application several times, but before it leaves your hand it should be in the best possible shape. It should be in the form of an abstract of your qualifications, and should above all things be brief, not spreading out over half a dozen pages what could be said just as well in as many lines. It should state your age, nationality, education, married or single, and give a concise record of your life and experience up to date.

The record of your experience is most important and should include a definite description of all the positions you have ever held with the names of firms, dates, duties performed, salaries received and reasons for each change. Any gaps in the records are sure to be disastrous, as if you do not say what you were doing from June, 1900, to December, 1901, the employer may think you were out of a job or in jail during that period.

In stating your education you can be extremely brief. If you can sell goods, the average firm does not care whether you are a university graduate of whether your training was limited to five or six years in a

little red school house. The best education a man can get is that acquired on the road, and results achieved there are what count.

Testimonials and references are valuable only to back up a man's appearance, personality and statements. Too many testimonials are often ruinous. A salesman was being favorably considered by a large manufacturing concern when the president asked concerning his testimonials. He promptly pulled out nineteen letters, of which ten were from men for whom he had worked in the past five years. Although all spoke glowingly of him in general terms this settled the matter, and negotiations were promptly called off. Always have copies of your testimonials typewritten (never printed, as this indicates that you are constantly applying for a position) and never allow the originals to leave your possession.

Letters of recommendation should be as brief as possible for one positive statement of what a man has done is worth a dozen glittering generalities. One of the best testimonials I ever saw read like this:

"Mr. Blank was in our employ three years, giving thorough satisfaction. He is one of the best salesmen we have ever known, and we were sorry to lose him."

It is often better merely to mention the names of firms from which you have letters and of other responsible persons to whom you can refer if desired. Former employers are the strongest references you can give, teachers are the next best, friends, relatives and acquaintances carry the least weight.

Once inside the employer's office, you are face to face with the most difficult part of your task, and the part on which it is hardest to give advice. In order to win out you will have to keep cool, think quickly and bring your best judgment into action. Above all, talk on the subject, don't talk too much and don't introduce unnecessary personalities. The employer is considering you and he will not care to hear your wife's opinion or any other foreign matters. What you are expected to give is a frank, concise, conservative statement of your experience, education and ability—no more, no less.

To do this you cannot prepare too carefully for the interview. You may not always be able to use the information you gather in advance, but you want to have it on tap for you can often appeal to a firm's pride by showing a knowledge of the business, and thus materially help your chances. Whenever possible, learn something about the personality of the man you are to see, so that you can adapt yourself to his whims.

A young man, now advertising manager for one of the largest mercantile concerns in the East, owes his position to thus priming himself in advance. On Monday morning he answered a want ad calling for a competent advertising writer, and an interview was appointed with the head of the firm for 9 o'clock the next day. The following 24 hours were strenuous ones for this young man. The afternoon he spent in looking up the

firm's advertising matter; the evening in talking with friends about the firm's business; the wee small hours in thinking out ideas and catch phrases. He did not sleep at all, but when he went to his interview he had a good general knowledge of the firm's business, and as a result he landed the position.

Last, but not least, attend carefully to your personal appearance. This advice may sound childish, but hundreds of men have failed to secure goods positions solely through neglect of it. A smoothly shaven face, clean nails, neat neckwear, fresh linen, well polished shoes—these are essentials, and are better than expensive clothing lacking them. If you cannot go to an employer without the fumes of tobacco or liquor on your breath, you had better not go at all, for ninety-nine times out of a hundred they will prove fatal to your chances. With neatness in your dress, a cheerful face, and nothing about you to suggest the down-and-out man, you have the way well paved for a fair consideration of your merits.

You should have a definite idea as to what you are going to put on your services. There are two kinds of salesmen working on commission basis—those who are too capable to even consider a salary, and those who are not capable enough to be considered for one. By all odds the best method of remuneration both for the salesman and the employer is salary and commission. Under this arrangement a salesman is sure of enough income to tide him over while he is establishing a trade, while the commission offers him an incentive to work hard and increase his earnings.

No matter how good your selling record may be a firm is taking some chance in hiring you, and it is only fair that you should share the risk. It is a poor firm that will not advance all a man's traveling expenses and part of his income for the first month or two, and it is also a poor man who is not willing to show what he can do by working on a straight commission basis or a small salary for a short time.

One of the best salesmen in the country secured his chance with his present employer to whom he had been persistently making applications for six months by saying: "See here, I know I can sell your goods, and to prove it I am willing to work a month for nothing. All I want is a sample case and my traveling expenses." This offer landed the job, and the first year this man sold more goods than any other salesman in the company's employ.

Over confidence often leads a man to say that he can fill a position before he knows what it really is. In fact, this is a trap frequently set by employers to catch the unwary applicant. The kind of man they want is one who says, "From what I know of the position I believe I can handle it, but I would not like to say so definitely until I know more about the work."

Intelligent inquiries about the duties

of a position are always more effective than empty boasts.

Don't be discouraged if you fail to secure the first position for which you apply. Employers are by no means infallible and often make serious mistakes in their judgment of men. Every application you make is giving you experience that is bound to increase your chance of success at the next trial. If you are persistent you will sooner or later surely find the place you want.—Chas. J. Hapgood in Boot and Shoe Recorder.

The English as Jam Eaters.

The English people as a race are extremely fond of jams, and the amount consumed in a year in the United Kingdom is enormous. One reason for this is that jam is cheap in England, partially owing to the fact that for years the manufacturers have enjoyed the cheapest sugar in the world. The bounty-paying countries of Europe have been taking money out of their own pockets so that the Englishmen might have one of their favorite dainties at a very low price. Jam is not served as a regular peace ration in the British army, but it was liberally furnished to the British troops during the South African campaign, as is shown by the official figures. According to Mr. Brodrick, the war minister, no less than 34,582,762 pounds of jam were consumed by the army during the war. Of this enormous total, 28,656,362 pounds were sent out from the United Kingdom and 5,926,400 from the colonies. According to the statistics, the favorite jams with Tommy Atkins are, in order of preference, gooseberry, apricot, marmalade and plum. Only some 200,000 pounds of peach jam were consumed and about 2,400,000 pounds of strawberry. The London Express, in commenting on the enormous amount of jam used—no less than 15,438 tons—says that one of the largest factories in the United Kingdom turns out about a ton a day, and yet it would take forty-two years for this factory, running every day in the year, to supply the amount used in South Africa in three years. A ship of 3,000 tons carrying capacity is not by any means a small vessel, and yet it would have taken five such vessels loaded to their capacity with nothing but jam to have carried out the supply needed; while it would have taken fifty-one trains, each of a carrying capacity of 300 tons, to have brought the jam to the front. Taking an average of the British forces in South Africa, and figuring that every man was allowed an equal amount of jam each day, this would mean 138 pounds per man for the campaign. As this lasted two years, seven months and twenty days, or, say, 960 days, this would mean a consumption of about 2 1/2 ounces per day per man. A man who served through the whole campaign and had his fair share of jam each day would, therefore, have eaten possibly his own weight in jam during the Boer war. The English should no longer be called a nation of beef eaters, but a nation of jam eaters.

The discreet person never knows anything.

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.	oz. of	Size	Per
120	4	1 1/4	10	\$2 90
129	4	1 1/4	9	2 90
128	4	1 1/4	8	2 90
126	4	1 1/4	6	2 90
135	4 1/2	1 1/4	5	2 95
154	4 1/2	1 1/4	4	3 00
200	3	1	10	2 50
208	3	1	8	2 50
236	3 1/4	1 1/4	6	2 65
265	3 1/4	1 1/4	5	2 70
264	3 1/4	1 1/4	4	2 70
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGURS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. 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.	7 c.	6 c.	6 c.	4 c.
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	8 c.	7 c.	6 c.	6 c.
BBB, 1 in. 1 1/8 in. 1 1/4 in. 1 3/8 in.	8 c.	7 c.	6 c.	6 c.
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer	65			
Socket Framing	65			
Socket Corner	65			
Socket Slicks	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
EXPENSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	28			
List 12 13 14 15 16 17				
Discount, 70.				
GAUGES.				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3	dis. 60 & 10			
HOLLOW WARE.				
Pots	50 & 10			
Kettles	50 & 10			
Spiders	50 & 10			
HORSE NAILS.				
Au Sable	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c 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 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/2 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb 13	
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each..	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	60
3/4 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	
	Per gross
Pints	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 Joz.
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 26
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 50
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	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	7 00



Weekly Market Review of the Principal Staples.

Ginghams—With half a score of the leading manufacturers of standard staple ginghams and fine dress ginghams completely sold up for the fall season at sellers' own figures, the statement that this class of fabric is in a stronger position than it has been for years goes without dispute. Not only has the demand from the cutters-up and jobbers been strong and well sustained throughout the expired term of 1906, but export sales have reached generous proportions and the figures which buyers have paid for export goods have been higher than those ever before obtained. Now that spinning grades of cotton are 40 to 50 per cent. higher than they were a year ago, the prices named by manufacturers on their spring of 1907 styles seem attractive to many buyers, and the forward business that is being booked is regarded as exceptionally strong.

Carpets—At first buyers hesitated after the advances were announced, but after due consideration they have gone in rather heavily on goods of this description. Axminsters have sold well, as have body Brussels and tapestries. Ingrains are as dull as usual, and the trade seems to be rather dubious as to whether the manufacturers who have advanced their ingrain prices will be able to secure the advance or to sell enough to keep their plants running at anywhere near full time.

Rugs—Another busy week has been experienced by first hands in the carpet market, and much satisfaction is expressed over the very large orders that have been booked for the coming fall season. In spite of the fact that the present time is about the busiest of the year in the retail carpet division of the market, many buyers have been here during the week from out-of-town houses, while the city trade has also been well represented in the salesrooms of carpet agents. Past experience has shown the retail buyer that in order to secure prompt deliveries he must place his orders early in the season. Many mills, it is stated, are still working on spring orders which have not been delivered, and for which buyers will still have to wait a considerable period. This statement is especially true regarding rugs. The business of the past season was unusually heavy, and the consumption of rugs throughout the country has been phenomenal.

Mercerized Worsteds—Mercerized worsteds are still being reordered in large volume, showing that the demand continues unabated. It is this class of manipulated fabrics especially that are getting the bulk of the business reported on such goods. The cancellations that have been reported in the market on mercerized worsteds have been on

those lines, in which the use of substitute materials has been so flagrant that the cloths were utterly impossible. This has been due in a large measure to the great demand for worsteds, to supply which at popular prices many manufacturers without experience in making this class of goods came into the market. The chief fault found with the lines of mercerized worsteds on which orders were cancelled, is in the imperfect finishing of the cloth. The better lines of mercerized worsteds have met with no cancellations.

Dress Goods—The dress goods market is still doing some present business, but the attention of the market is chiefly centered in the coming season. In this market as in the men's wear there is a strong feeling that gray will again be the prevailing shade. The uncertainties of demand in this market are causing some dress goods manufacturers to consider very seriously the entering of the men's wear market. As one agent remarked, it is decidedly disconcerting to be prepared to meet a demand on certain lines and then at the last moment the call suddenly develops along entirely different lines, which the mills were practically unprepared to meet; the demand changes so suddenly that prophecies as to what will be demanded on the reordering business are worthless. The good initial business done on the initial orders can not always be taken as a criterion of the popular demand. An example of this is the case of the tourist cloths which recently had such a vogue; while they still continue to be sold, the high demand has very appreciably fallen. Without any attempt at prophecy the general belief is that fancy woollens, especially in the darker shades, less pronounced in checks and plaids, will be taken on the reorders, and also it is believed that broadcloths will again prove good sellers.

Underwear—The outlook for a new season is generally based upon the condition of affairs at the closing of the present season. That is, if high prices now rule and are paid by the buyers, it is fair to assume that the new season will be one of as high proportionate prices and if business is now brisk it will continue so during the next season. But it is not always safe to base one's conclusions by analogy. That is, the coming season is not bound by the rules governing the present one. It is undoubtedly true that there is yet to be placed a considerable volume of fall orders. The demands of consumers will be much greater than the supply of goods now in jobbers' hands or ready to be delivered to buyers will fill. There is now and has been for some time more or less of a paucity of most grades and kinds of underwear. In retail realms at this time even goods of many kinds are scarce, as is well known. At the same time, many of the largest mills have on their books, and are busily engaged in manufacturing more goods than in some cases the production of those mills will warrant being taken. In many cases it is intended to run the mills on this 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's goods for several weeks beyond the time usually allotted to this season, and in other cases mills are so busy that they will give all of the time usually devoted to the manufacture of spring goods to the manufacture of this season's garments.

Hosiery—The spring season now on hand is not a bad one with retailers and many lines of these goods are shorts; nor are there supplies in jobbers' hands to fill the demands. Stocks of these goods are not held by manufacturers in any great amount and buyers are in some cases making an extra effort to find goods for immediate delivery. The new season approaching is being looked forward to by manufacturers with interest. Buyers have already in some cases placed orders of considerable volume for these goods, and that with a general opening of the season orders will not be slow in coming to the front is felt to be true. Here, as in the underwear market, deliveries have not in every case been satisfactory and the manufacturers are here also as much bothered in the deliveries to them of yarns and in the paucity of operatives as are the makers of underwear, both of which in a measure account for the delayed deliveries. There are some sellers who feel that the earlier their lines are shown, the better it will be for them. This feeling is based upon the assumption that nothing will arise to upset prices. And even in an unsettled market orders on the books are better than those which are yet to be taken. On the other hand, however, buyers, unless they are in fear of not being able to secure goods, have no inducement to operate early, for they, on the whole, do not look for higher prices than those which will be quoted at the opening of the lines, and therefore they will not perhaps operate heavily from the first.

Two Vexatious Types of Feminine Store Patrons.

Written for the Tradesman.

There are some sorts of customers who are exasperating to a degree. A woman will approach your counter, and you may have the best intentions in the world as to showing her every courtesy due the purchasing public, and yet you may make a perfect fizzle so far as her leaving any of her money with you is concerned.

There is one penurious old woman who comes in our store frequently and whom I regard about as the Devil does holy water. She always tries her hardest to beat me down and as I must charge one price to all she is able to give me a bad quarter of an hour every time she comes in sight. She is a woman of mammoth proportions and if she were only as gracious in her manners as she is ponderous in person life would be a bit of Heaven when she comes near. She puffs up to my counter, plants herself firmly on one of the revolving stools, to its imminent danger of collapse, be it said, and begins her attempts to wheedle me into making an exception in her case as to standing out for the price. I think this beating down process has become

a habit or system with her for she invariably goes through with the same rigmarole. I often wonder at her persistence. If she accomplished anything by her haggling tactics there might be some palliation, perhaps, for her disagreeable harangues. But I never give in—as I said, it's against our orders—and so we have the squabble all for nothing. And I have a fit of nervousness to overcome when she lugs off her superfluous avoidupois to, perhaps, harry some other poor unfortunate.

Why don't such people try and imagine how they would feel were our situations in life reversed and try to treat us poor clerks to an exhibition of the application of the Golden Rule?

Then there's another class of buyers who manage to stir up matters in our quarters, though this sort of people are not quite so common as the beat-you-down kind. These are the ones you don't know whether you are suiting or not, in spite of your best efforts to be nice to them. The trouble is they are so very non-committal that you want to take them by the shoulder and shake them.

There's a mighty pretty girl who often comes to my section, which, just now, is women's dress trimmings. I pay the strictest attention to what this young lady enquires for and then I trot out maybe a dozen trimmings for her. But she has the most non-responsive way with her you ever could imagine, so that I can never be quite sure whether I am pleasing her taste in accessories or whether I am way off in finding what she is hunting for. I spread out the goods in the most favorable fashion and think to sell her several dollars' worth. Does she buy? Not a bit of it, and I have all my pains for nothing. She turns over the trimmings with not the ghost of a comment either for or against them, her face the meanwhile presenting the imperturbable front of a graven image. I'd much rather she ran down the goods, then I would have something to go by, something tangible to lay hold of. But that calm, passive way the girl has is enough to make a fellow want to throw a brick at her! If she wasn't the prettiest girl in the world I'd be tempted to give her a chunk of my mind.

These are but two of the types of store patrons who make life a bed of thorns for the long-suffering clerk. Of course, we "can't say anything," as that would only drive these people to other trading places, so we have to just "grin and bear it" and exert ourselves to the utmost to overcome their peculiarities.

A. Clerque.

Seen With the Unaided Eye.

When any one with normal eyesight stands at right angles to a ray of sunlight it is easy to see floating dust particles which are not discoverable with the aid of the strongest microscope. What is seen by the unaided eye is not the particle of solid matter but the cone of light reflected from it and occupying a much greater space.

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. MNFG. CO.,
19 Market Street, Grand Rapids, Mich.
Citizens Phone 3437.



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

Heystek & Canfield Co.

The Leading Jobbers of

Wall Paper & Paints

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

Buffalo Oil, Paint & Varnish Co.'s Paints

Complete line of

Painters' Supplies

Wholesale, 56 and 58 Ionia St., across from Union Depot
Retail, 75 and 77 Monroe St.

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

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

25,000 TELEPHONES

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

STOCK ON SALE

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

For further information call on or address the company at its office in Grand Rapids

E. B. FISHER, SECRETARY

FOOTE & JENKS

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

Sold only in bottles bearing our address

FOOTE & JENKS
JAXON
Highest Grade Extracts.

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JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS GLASS
EXTRACTS

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.

Some Essential Principles for Successful Salesmanship.

As a general rule the "Boys on the road" are a class of men that, in my opinion, are more anxious to learn better methods of doing their business than most men. We are living in a very progressive age, which means keener competition all round. Sometimes we find the goods win business for a salesman, other times personality scores, and with the most successful salesman we find all combined with scientific salesmanship have the "pull." Now let us take the most successful salesman for an example and by closely studying his methods we may learn some points that will help us in our daily search for orders.

The first thing that will meet our eye in the successful salesman is the small amount of talk he has when calling upon a buyer for the first time, and we come to see how he introduces his line. He does not do all the talking, but he simply endeavors to get the buyer interested in a quiet manner. The buyer being so used to salesmen's chatter is likely to treat all salesmen the same. This salesman knows that, so adopts different methods from the general run of salesmen. It is a mistaken idea among salesmen to think that a fluent tongue will get the business. It is not so. Silence is golden at times.

There is a time to not say too much or you are likely to annoy the buyer and he will cut you off short.

Now we know that a salesman must do most of the talking because it is he that is selling the goods, and buyers as a rule are good listeners. But the most essential point in salesmanship is using judgment in talking. The successful salesman is one part talk and nine parts judgment. He uses the nine parts judgment in finding out when to use the one part talk. Do not talk for the sake of talking. The buyer has something else to do with his time, and the house pays you to get orders. Use your talk as a means of creating the interest of the buyer. You will then be using judgment in talking.

The next we see in the scientific salesman is that he never runs down his competitors' goods, and he does not allow others to run his down. The buyer always thinks he is buying his goods right, but at the same time is open to be convinced that there is something better in the market, and it is up to you to show him that yours is better. There is a way of doing this with tact.

A good salesman is like a good cook

—he can create an appetite when the buyer is not hungry. This is the science of salesmanship. Tact is the essence. A tactician can pull the sting out of a bee without getting stung. He never vexes his customer and he always makes inferiority feel equality. He is so agreeable that you can not be disagreeable to him. Hundreds of good customers are lost through the carelessness on the part of salesmen, when by using tact they would still be customers.

Another thing that is essential in dealing with a buyer is, if you make a mistake—don't make a second one. If it is a mistake own up to it. A mistake sprouts a lie, and a lie breeds distrust. If the buyer has no confidence in you, you might as well give up calling upon him, for you will do no more business with him. It's an easy matter to get the confidence of your house, or the confidence of your customer; but to be a successful salesman you must have both.

Some salesmen take it easy when business is good, but this should not be so, as orders are easy to get then. Other salesmen lose heart when business is bad, but this is also the time to push as your house needs orders most and will appreciate your extra energy.

One thing above all others I would say which will help a man to success and that is the straight deal. Be honest with your customer whatever it costs. You will find it pays best in the end. I have known all sorts of dishonest means adopted by salesmen in getting orders, but very few do any good for themselves by such methods. No, if your customers have proved you "straight" it will take a good man to push you out.

There are a good many salesmen who never think of future orders, but work only for the present. Of course the right way is to work for the present with an eye to the future. Don't send a man three dozen when he orders one dozen. There is nothing that spells "ruin" quicker. A dealer likes to have his order come in exactly as it was given. If your house makes a mistake, try and put it right and your customer will value you all the more for it.

Another thing that is very essential is to gain a thorough knowledge of your goods. You will then be in a position of knowing what you are talking about. It is always wise to become acquainted with the manufacturing end of the business, as this piece of knowledge comes in handy in pointing out the defects in your competitors' goods, if there be any.

In conclusion I believe the principles of successful salesmanship may be summed up under three methods.

First. The method of not talking at random but in using judgment in the talking.

Second. "Tact," of which the essence is careful judgment.

Third. The "straight deal."

I am confident by careful attention to these three methods that whoever applies them will win success. If there is any other of my brother salesmen who has a better way, then it's

for him to let us know about it.—John Fenton in Boot and Shoe Recorder.

Why Rapid Speech Succeeds in Business.

Talk fast but sparingly in business. Preserve immense silences. Never inject business into hours of relaxation and never waste time in affirming unquestionable statements that have been made.

These pieces of advice are a crystallization of the experience that some successful business men in Chicago have had, and each of the apparently slight bits of counsel has roots running way down into psychology. The advice is part of a business system that it has cost a great deal in experience to build up but that is free to any one who wants to use it.

The advice to talk fast in business is on the face of it good advice. In smaller and slower towns and under more deliberate business conditions men could afford to weigh each word and to coin their thoughts into conversation slowly. Chicago is too fast for that. It being necessary to do things speedily in Chicago, it is best to ornament that speed with all the ulterior advantages that may be. Talk fast, use plenty of gestures, learn and practice some of those intense, concentrated tones that the most successful lawyers employ. The man to whom you talk is flattered by your earnestness and is often swept off his feet by the torrent of your argument.

Between these periods of high power talk keep long silences. It is a truism that an empty barrel rolling down hill makes much noise. Men do not love the chatterbox. The fact that in business it is wise for you to talk fast and to throw your whole self into the matter at issue is a great argument in favor of spending much of your remaining time keeping still. Then the party of the second part feels that your natural manner is that of reticence, but that the matter at issue is of so much importance that in dealing with it you have been shaken out of your habitual manner and have given rein in eager, impetuous conversation, and with many gestures, to your real convictions.

Additional weight is given to the utterances of the man who does not waste his time affirming that which is already known to be true. Avoid commonplaces. If it is a rainy day and a man says "What a rainy day" in your presence you lose force by adding "Yes, indeed, it is a rainy day." Rather preserve an attitude of reticence, as if the subject of rain was farthest from your thoughts and that you were engaged in thinking of topics much vaster and more important than the weather. You don't have to be rude in doing this. Just economize on words.

When a party of men are gathered together it is the most silent in the party, he who has been the audience rather than the entertainer, whose utterances receive the most consideration when they are given. Even if you have thought of something

that would add to the value or interest of the conversation hold on to it until the talk has become general except insofar as you are concerned. Then the bloom of novelty having been worn from the rest of those present do you step forward with your little speech. It is ten to one that some one present will think that you're pretty close to a great man—first because of the self-control you have exercised in not entering the conversation before, and second because of the fictitious value that has attached itself to what you did say simply because you didn't say it just when it popped into your mind, but because you treasured it for production at the psychological moment.

Anybody who is in business should study those about him. Having made the study he will find that much of the success others attain is available to him. Let him talk fast when there is matter of importance afoot. Be not afraid of gesticulation. But in hours of idleness keep silence.

Lawrence Weaver.

Unnoticed.

The following fragment of conversation was overheard in a park last Sunday morning between two well-dressed ladies:

"Did you notice that girl who looked at us so pointedly just now?"

"No, dear. Which one?"

"It was just as we were passing the Achilles statue."

"Oh! Do you mean the one in a gray Eton jacket with blue silk revers and a strapped skirt to match, a blue hat with a big bow of green velvet, pale gray kid gloves stitched with black, a pale blue silk flounced underskirt, high-heeled patent leather shoes, a spotted veil and a blue parasol?"

"Yes, dear, that was the one."

"No, then, I didn't notice her; in fact, I hardly looked at her."

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

PROOF VS. TRUTH.

Their Relations in the Law Courts of the Land.

The most famous question ever put by a judge from the seat of judgment was "What is truth?" That it should have gone unanswered, if honestly propounded, had been astonishing; but the silence is well explained if we read into the question a nearer and more pertinent meaning: "What have I—a judge—to do with truth?" Is such a reading far fetched? Assuredly, from that day on, it is often at the seat of judgment that the greatest pains have been taken to let the question go unanswered. "What is proof?" has stood for a substitute. It is not always the same thing.

The highest form of certainty as often as not is that of which the law can take no cognizance. That is its misfortune, and lies in the nature of things. But that the processes which the law allows should so often resolve themselves into a sustained effort to separate proof from truth is a fault which ariseth from a depraved practice. Every day, under our present legal system, some of the most brilliant intellects of this country are occupied in endeavoring to evade the truth and extract not truth but proof from browbeaten witnesses; and every day honest witnesses see their own honesty turned to confusion because the law forces them to submit to hostile enquiry not directed to the elucidation of truth.

That is the darker side of a system which undoubtedly exists only because we believe that, in the main, it serves the cause of justice. We may be mistaken, and may come some day to a remedy—to a perception, perhaps, that a judicial form of cross examination may be more effective for the discovery of truth than the method to which we are now committed. Meanwhile, it may be interesting to note the kind of shortcoming which the lay mind constantly detects in the working of the system, and more particularly that branch of the lay mind which makes its business the study of humanity.

Recently such students may have seen in the papers a confession of murder which stood out from other reported confessions so often found false by reason of a quality which must have aroused their professional interest. Those students knew that that confession was true. In the sequel the man who made it was discharged; no corroboration of his story could be found. How, then, am I to explain a certainty which stands without proof? I will put the case reversed: Supposing I had committed a murder of which I could give no proof beyond my own word: I know that there are certain minds—students of humanity—whom I could convince; and I know well that those are the minds which—were my confession false—I should find most difficulty in convincing.

It is not always so. In the most celebrated criminal case, short of murder, of the last twenty years, the expert lay mind—expert, I mean, in the human, not the judicial sense—

was left in no doubt as to the guilt of the defendant. Yet his conviction was secured by perjured evidence, and the most false witness given in the case was that which could least be shaken by cross examination. There, then, out of a double failure, halting truth and dubious proof arrived at a common end, but one that should not satisfy the legal conscience.

Not long ago the public mind was occupied by a case of criminal conspiracy so foolish and fantastic in all its details that lunacy seemed, at first sight, the only explanation. But no such thing could be proved, nor was it even put forward as a defense. I am not for suggesting that loss of liberty was not the right penalty for the offense; but I must refuse to see in it either criminal intent or mental aberration of the kind which we mean when we use the term lunacy. The man was merely a romancer, whose motives happened to be hatred—an extreme example of that class which finds entertainment in talking to itself.

Love and hate work upon similar lines; the lover is prone to indulge, when absent from his mistress, in the construction of imaginary situations—even to arrange for her reception the room which he knows she will never enter, and so in a thousand ways and acts to make her presence felt. Thus in a private theater of his own he enacts the drama of his emotions; it helps him to live, it helps him to love; and we do not call him mad for it.

Within my recollection the most thorough setback to the skill of the cross examiner has come from these types of witnesses—from the man of honor, of unblemished reputation, but no memory, from the man of business, of fine ability but no principles, and from the off-scouring of humanity with no prospects and no shame. I can think now of individual and illustrative cases, and in each case the witness' defeat carried him to triumph; lack of memory, lack of principles, lack of shame, gave to each witness a self-possession from which he could never be disturbed; each was able to tell the truth as he saw it, and the wrecking efforts of cross examination were of no avail.

But is it well, human nature being what it is, that the browbeating of honest witnesses should find encouragement under our legal system? Men are quick to see when the claims of law and morality are opposed; and the processes of the law are not held in quite such sacred regard in these days, when newspapers give detailed reports, as was the case in times past. The witness who stands upon his oath to speak the truth deduces a shady sort of moral when he perceives that truth is not the primary object in the mind of his cross examination. Physical torture has been ruled out as a means for extracting evidence; but another sort has been substituted, and its publicity has weakened the popular sense that law means justice.

Laurence Housman.

It is quite natural that skeptic should rhyme with dyspeptic.

BOSSISM.

Young Man Who Learned in School of Experience.

Written for the Tradesman.

There was once upon a time a curly-headed grub-shover and the way he could epitomize would make a Spartan blush. His father and mother departed this life while he was yet of an impressionable age and naturally he came up with a perverted idea of everything—everything except the value of money. His pugnacity was developed in newsboys' rows and he was cultured under the shade of such municipal evils as fail to come within the vision of the city fathers. His eyes were angelic, his brow was noble and imposing, and it was plain to see that Nature had fashioned him for the ministry; but in lieu of Christian example and biological inspiration he was obliged to draw from the school of observation, with the result that he idealized the financier. With this ideal in view he commenced to save his pennies, studying the cross examinations in insurance scandals and endeavoring to emulate the shrewdness and finesse of witnesses. He progressed rapidly and his one desire was to behold a living example. Election was dawning about the time he started in quest of his ideal and his conception of the same was rather vague. He was not long in finding the article, and was awe-inspired by its corpulency, jewels and philanthropy. It was holding forth to a few auditors in a low brew parlor and was spending money so lavishly that the cash register sounded like sleigh bells. As the subject of this sketch entered he was called to the bar, given the glad hand, initiated in drinks and incidentally whispered a name. He was nonplussed and consequently his face was as blank as the personals of a corporation in their annual sworn statement. His irresponsiveness was noticed, his age asked and upon being found lacking, he was requested to eliminate himself at once. He left the premises with an aching heart and upon regaining his garret home struck a pine-knot and commenced to dwell on the Wonderful Things of the World. Being gifted with a good deduction he soon put two and two together and concluded that his birthright was wanted. A great light broke upon him and he saw that affluence was not reached by saving the pennies but by rounding up the dollars and further he remembered that the Article aforementioned bore none of the marks of the laboring man. The result was he got wise, returned to the haunt referred to, requested the privilege of carrying a campaign sign, which was readily granted, together with the ownership of a crisp one dollar bill, and started on his career with the speed of a rocket. He was fascinated by the din and excitement, did all kinds of super jobs and might have saved a little for a rainy day had he realized that elections are periodical and that pensions are not paid in the interim. But he was ignorant of these facts, with the consequent necessity of pushing grub during the dull days. His ardor was not dulled, however, and be-

tween calls of ham an' eggs sunny side up he worked his intellect and decided his position was Boss. He commenced to work the cheerful stunt early and as the majority of voters were of his taste he soon "had them coming," and was a promising ward nominee when the critical period dawned. His potency was felt—as was also his price—and he dropped out of the race with a snug sum, having jollied the boys along and seen that the dummy was elected. His efforts being attended with such flattering success he decided to enlarge his acquaintance, and as a result when his hair commenced to silver he was It. As a pastmaster of statistic contortions he "had them all coming," and he was wise in the bonus line. It was at this juncture he decided to take unto himself a sixth wife. He was successful in engaging himself and Yellow Journalism began to talk. It was up to him to give his geneological tree in order that the Sunday edition could give a pretty romance of the oncoming nuptials. So he hired a biographer and furnished him with funds and instructions to ferret out of the ancient lore. All the office aspirants distinctly remembered a witty saying, a brave deed or some other thing noble in his life. By elaborate synthesis he was proven a relative of Napoleon, Plato, Aristotle and Aristophanes; it was also proven that his forty-fifth grandfather defended the port of Thermopylae. He was a god in print, a mythology in himself. The poor subscribers read his life with awe, and it was a favorite theme in Bible classes. He died beloved and respected, for he lived in a city where the people were as impervious to non-partisanship as a duck to water.

Moral: Look to your laurels and the biography will take care of itself; but don't try the Boss gag, it's too old.
Ford Edward Shaw.

The Heroin Habit.

Dr. Sollier states that he has met with many cases of heroin addiction, and that this addiction is far more difficult to treat than that of morphine. In fact, the effects of the habitual use of heroin are such that the drug can not be withdrawn at once, as can morphine, but it is found necessary to give the patient large doses of morphine before treatment can be begun. In Dr. Sollier's opinion heroin should be entirely thrown out of the pharmacopoeia, and he is inclined to believe that dionin will soon prove itself equally as dangerous as heroin.—Chicago Clinic.

Ionia Standard: B. M. Hawley has gone to New York to resume his travels for the National Sweeper Co. The business came to a sudden stop about six weeks ago by the burning of the company's factory at Marion, Ind. It has now been purchased by the Domestic Sewing Machine Co., which will carry on this branch under the old name of the National Sweeper Co.

C. M. Drake (W. R. Brice & Co.) is in town for a day or two and will call on the creameries represented by his house in this vicinity.



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. Mar... Detroit; W. A. Hall, Detroit.

Some Don'ts for Drug Clerks.

Don't be afraid that you'll do more than some one else.

Don't be afraid of hard experiences; they are the dearest but best teachers.

Don't sit still when the front door opens—it's your move.

Don't let your customers come to you—walk up to them.

Don't be afraid to open the door for a lady.

Don't wait on customers in your shirt sleeves.

Don't sing, hum or whistle while waiting on customers.

Don't fail to be polite to your customers.

Don't act as if you knew it all and the customer nothing; rather have it the other way.

Don't be afraid of a strict employer; you may be able to learn many things from him.

Don't go about the store with a "groutch on." Wear a pleasant countenance. It pays.

Don't think your employer a "groutch." He may have his faults; so have you, as well as the rest of us.

Don't refuse to listen to common sense.

Don't smoke while in the store.

Don't spit on the floor.

Don't sit on the counters—use the chairs; they're made for that purpose.

Don't dream while you're at work; keep your wits together.

Don't over-estimate your ability. Have confidence in yourself, but be careful.

Don't ask for higher wages; let the "boss" take care of that. Show him that you are worth more and you'll get it.

Don't allow people back of the prescription counter unless it's absolutely necessary.

Don't let things accumulate on the prescription counter.

Don't pound on the prescription counter; it harms the scales.

Don't put away prescription scales until you have cleaned them.

Don't leave dirty towels around on the cases or on the prescription counter.

Don't stand on the edges of drawers.

Don't set bottles too close to the edges of shelves.

Don't send out a "refill" without washing the bottle and writing a new label if necessary.

Don't neglect the windows; they are the store's best advertisement.

Don't fail to push old goods before you sell the new. Gather all the selling points you can, and it's just as easy as selling new goods.

Don't fail to be reliable, industrious and accurate in your work; and prove yourself loyal to your employer's interests at all times. J. I. Malec.

Define Disease by Odor.

The acuteness of the sense of smell is far greater in many of the lower animals, dogs, for example, than in man, and they employ it in guiding them to their food, in warning them of approaching danger and for other purposes. The sphere of the susceptibility to various odors is more uniform and extended in man, and the sense of smell is capable of great cultivation. Like the other special senses, it may be cultivated by attention and practice. Experts can discriminate qualities of wines, liquors, drugs, etc. Diseases have their characteristic odors.

Persons who have visited many different asylums for the insane recognize the same familiar odor of the insane. It is not insane asylums alone, but prisons, jails, work-houses, armies in camp, churches, schools and nearly every household that have characteristic odors. It is when the insane, the prisoners and the soldier are aggregated in large groups or battalions that their characteristic odor is recognized. Most diseases have their characteristic odors and by the exercise of the sense of smell they could be utilized in different diagnoses.

For example, favus has a money odor, rheumatism has a copious sour-smelling acid sweat. A person afflicted with pyaemia has a sweet nauseating breath. The rank, unbearable odor of pus from the middle ear tells the tale of the decay of osseous tissue. In scurvy the odor is putrid, in chronic peritonitis musky, in scrofula like stale beer, in intermittent fever like fresh baked brown bread, in fever ammoniacal, in hysteria like violets or pineapple. Measles, diphtheria, typhoid fever, epilepsy, phthisis, etc., have characteristic odors.

Dr. Pierce's Sales and Profits.

In the proceedings in the \$200,000 libel suit brought by the World's Dispensary Medical Association of Buffalo, Editor Bok said that shortly after he had published the article containing what purported to be a true analysis of Dr. Pierce's Favorite Prescription he learned that a mistake had been made, as the medicine contained none of the harmful ingredients the Ladies' Home Journal had charged it did.

Mr. Curtis, the publisher, said he believed the retraction the Journal printed was worth \$1,000,000 to Dr. Pierce as an advertisement.

Dr. Lee H. Smith, Vice-President

of the Dr. Pierce Medical Co., testified that the sales from May, 1903, to May, 1904, amounted to \$971,550.92; from May, 1904, to May, 1905, \$752,935.97; decrease, \$218,614.95. Sales from May, 1903, to December 31, 1903, were \$585,735.41; and from May, 1905, to December 31, 1905, \$447,655.98; decrease, \$138,080.43. Total decrease in twenty months, \$356,694.38.

Dr. Smith also testified that the profits of the business were about \$193,000 in 1903; about \$78,000 in 1904. And a loss of about \$38,000 was suffered in 1905. The total sales in 1900 were about \$1,250,000, and about \$1,000,000 in 1903.

The Druggist's Allies.

The physicians are the natural allies of the druggist. The druggist is the natural ally of the physicians. You can do much to keep your allies in theory your allies in fact by the simple and inexpensive method of mailing a little market report in the form of a typewritten or mimeographed letter the first of each month to every doctor within reach of your store. Tell him of important changes in prices of goods he uses. Tell him of good new things in the way of pharmaceuticals and make him an inviting price on some leader of your own every time. You will get results.

Study Other People's Windows.

Study the store windows in the nearest large city to you. If you have no business that takes you to the business centers make it your business to go for the purpose of studying store windows. You may be as full of ideas as an egg is of meat, and yet the other fellow will think of things that never occurred to you. Study the methods of every live merchant whose business is within reach.

He Held To the Point.

The girl asked the polite salesman if he had good cheese.

"We have some lovely cheese," was the smiling answer.

"You should not say lovely cheese," she corrected.

"Why not? It is," he declared.

"Because" — with boarding-school dignity — "lovely should be used to qualify only something that is alive."

"Well," he retorted, "I'll stick to lovely."

The Drug Market.

Opium—Is quiet at unchanged price.

Quinine—Is dull at the late change.

Morphine—Is steady.

Nitrate Silver—Continues to advance on account of higher price for bullion.

Short Buchu Leaves—Are getting scarce and are advancing.

Oil Pennyroyal—Is scarce and high.

Oil Peppermint—Is very firm.

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.

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.

PILES CURED

...without...

Chloroform, Knife or Pain

Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids

Booklet free on application



Fireworks

Fire Crackers, Flags, Torpedoes Salutes, Cannon Crackers

Most complete line carried anywhere—over 400 items. **Balloons, Lanterns, Festooning, Pistols, Cannon, Paper Caps, Blank Cartridges, Bomb Canes and Ammunition.** All the New Fireworks Novelties. **Exhibition Displays Our Specialty.** Muslin and Bunting Flags for

Memorial Day. All orders filled complete from our own warehouse.
Prompt Shipments—Liberal Terms—Prices Right. Send for quotations and order blank.

Fred Brundage, 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 Arsnit	10	2	Salacin	50	4				
Magnesia, Sulph.	20	3	Sanguis Drac's..	40	50				
Magnesia, Sulph bbl	1	14	Sapo, W	12	14	Oils			
Mannia, S F	45	60	Sapo, M	10	12	Whale, winter	70	70	gal.
Menthol	3	30	Sapo, G	10	12	Lard, extra	70	70	85
Morphia, S P & W2	35	2	Seidlitz Mixture	20	22	Lard, No. 1	60	60	65
Morphia, S N Y Q2	35	2	Sinapis		13	Linseed, pure raw	45	45	48
Morphia, Mal.	2	35	Sinapis, opt		30	Linseed, boiled	45	45	48
Moschus Canton.	2	60	Snuff, Maccaboy,			Neat's-foot, w str	65	70	70
Myristica, No. 1	25	30	DeVoes		51	Spts. Turpentine		Market	
Nux Vomica po 15		30	Snuff, S'h DeVoe's		51	Paints		bbl. L.	
Ox Sepia	25	28	Soda, Boras	9	11	Red Venetian	1	2	3
Pepsin Saac, H &			Soda, Boras, po.	9	11	Ochre, yel Mars	1	2	3
P D Co		1	Soda et Pot's Tart	25	23	Ocre, yel Ber	1	2	3
Picis Liq N N 1/2		2	Soda, Carb	1	2	Putty, common	1	2	3
gal doz		2	Soda, Bi-Carb	3	5	Putty, strictly	1	2	3
Picis Liq qts		1	Soda, Ash	3	5	Vermillion, Prime			
Picis Liq, pints.		60	Soda, Sulphas		2	American	13	15	18
Pil Hydrarg po 20		50	Spts, Cologne		60	Vermillion, Eng.	75	80	85
Piper Nigra po 22		18	Spts, Ether Co.	50	55	Green, Paris	14	18	18
Piper Alba po 35		30	Spts, Myrcia Dom		2	Green, Peninsular	13	16	16
Pix Burgum		8	Spts, Vinyl Rect bbl		00	Lead, red	7	7	7
Plumbi Acet	12	15	Spts, Vi'l Rect 1/2 b			Lead, white	7	7	7
Pulvis Ip'c et Opli	1	50	Spts, Vi'l R't 10 gl			Whiting, white S'n		90	95
Pyrethrum, bxs H			Spts, Vi'l R't 5 gal			Whiting Gilders'		90	95
& P D Co. doz		75	Stychnia, Cryst'l	1	1	White, Paris Am'r		21	25
Pyrethrum, pv	20	25	Sulphur Subl	2	4	Whit'g Paris Eng			
Quassiae	8	10	Sulphur, Roll	2	3	cliff		1	40
Quino, S P & W.	20	30	Tamarinds	8	10	Universal Prep'd	1	10	20
Quina, S Ger.	20	30	Cerebenth Venice	28	30	Varnishes			
Quina, N. Y.	20	30	Theobromae	45	50	No. 1 Turp Coachl	10	21	20
						Extra Turp	1	60	71

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

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

ADVANCED

DECLINED

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	Sal Soda
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	Seeds
	Shoe Blacking
	Snuff
	Soap
	Soda
	Spices
	Starch
	Sugar
	Syrups
T	Tea
	Tobacco
	Twine
V	Vinegar
W	Washing Powder
	Wicking
	Woodenware
	Wrapping Paper
Y	

ARCTIC AMMONIA

Doz.

AXLE GREASE

Frazer's

11lb. wood boxes, 4 dz. 3 00

11lb. tin boxes, 3 doz. 2 35

3 1/2 lb. pails, per doz. 6 00

15lb. pails, per doz. 7 20

25lb. pails, per doz. 12 00

BAKED BEANS

Columbia Brand

11lb. can, per doz. 90

21lb. can, per doz. 1 40

31lb. can, per doz. 1 80

BATH BRICK

American

English

6 oz. ovals 3 doz. box. 40

16 oz. round 2 doz. box. 75

BROOMS

No. 1 Carpet

No. 2 Carpet

No. 3 Carpet

No. 4 Carpet

Parlor Gem

Common Whisk

Fancy Whisk

Warehouse

BRUSHES

Scrub

Solid Back, 11 in.

Pointed Ends

Stove

No. 3

No. 2

No. 1

Shoe

No. 8

No. 7

No. 6

No. 5

No. 4

No. 3

BUTTER COLOR

W. R. & Co.'s, 15c size. 1 25

W. R. & Co.'s, 25c size. 2 00

CANDLES

Electric Light, 8s.

Electric Light, 16s.

Paraffine, 6s.

Paraffine, 12s.

Wicking

CANNED GOODS

Apples

21lb. Standards

Gallon

Blackberries

21lb. Standards

Standards gallons

Beans

Baked

Red Kidney

String

Wax

Blueberries

Standard

Gallon

Brook Trout

21lb. cans, speed.

Clams

Little Neck, 11b. 1 00

Little Neck, 21b. 1 50

Clam Bouillon

Burnham's 1/2 pt.

Burnham's pts.

Burnham's qts.

Cherries

Red Standards

White

Corn

Fair

Good

Fancy

French Peas

Sur Extra Fine

Extra Fine

Fine

Moyen

Gooseberries

Standard

Hominy

Standard

Lobster

Star, 1/2 lb.

Star, 1 lb.

Picnic Tails

Mackerel

Mustard, 11b.

Mustard, 21b.

Soused, 1 1/2 lb.

Soused, 21b.

Tomato, 11b.

Tomato, 21b.

Mushrooms

Hotels

Buttons

Oysters

Cove, 11b.

Cove, 21b.

Cove, 11b. Oval.

Plums

Plums

Marrowfat

Early June

Early June Sifted

Peaches

Pie

Yellow

Pineapple

Grated

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

Standard

Russian Caviar

1/2 lb. cans

1 lb. cans

Salmon

Col'a River, talls

Col'a River, flats

Red Alaska

Pink Alaska

Sardines

Domestic, 1/2 s.

Domestic, 1/2 s.

California, 1/2 s.

California, 1/2 s.

French, 1/2 s.

French, 1/2 s.

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

Bordeau Flakes, 36 11b.

Cream of Wheat, 36 21b.

Egg-O-See, 36 pkgs.

Excella Flakes, 36 11b.

Excella, large pkgs.

Force, 36 2 lb.

Grape Nuts, 2 doz.

Malta Ceres, 24 11b.

Malta Vita, 36 11b.

Mapl-Flake, 36 11b.

Pillsbury's Vitos, 3 dz.

Ralston, 36 21b.

Sunlight Flakes, 36 11b.

Sunlight Flakes, 20 lgs.

Vigor, 36 pkgs.

Zest, 36 small pkgs.

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

Steel Cut, 104 lb. sacks

Monarch, 60 lb. sacks

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

3

Ideal	@14
Riverside	@12
Warner's	@13
Brick	@12
Leiden	@15
Limburger	@12
Pineapple	@40
Sap Sago	@19
Swiss, domestic	@14 1/2
Swiss, imported	@20

CHEWING GUM

American Flag Spruce	50
Beeman's Pepsin	55
Edam	90
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	55
Largest Gum Made	55
Sen Sen	90
Sen Sen Breath Perf.	50
Sugar Loaf	50
Yucatan	50

CHICORY

Bulk	5
Red	7
Eagle	4
Frank's	7
Schener's	6

CHOCOLATE

German Sweet	22
Premium	28
Vanilla	41
Caracas	35
Eagle	28

COCOA

Baker's	35
Cleveland	41
Colonial, 1/2 s.	33
Colonial, 1/2 s.	33
Epps	42
Huyler	45
Van Houten, 1/2 s.	12
Van Houten, 1/2 s.	40
Van Houten, 1s	72
Webb	28
Wilbur, 1/2 s.	41
Wilbur, 1/2 s.	42

COCOANUT

Dunham's 1/2 s.	26
Dunham's 1/2 s. & 1/4 s.	26 1/2
Dunham's 1/4 s.	27
Dunham's 1/4 s.	28
Bulk	13

COCOA SHELLS

20lb. bags	2 1/2
Less quantity	3
Pound packages	4

COFFEE

Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Common Santos	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	19

Maracaibo

Choice

Mexican

Choice

Fancy

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

6	7	8	9	10	11
Meal Bolted 2 65 Golden Granulated 2 75 St. Car Feed screened 20 50 No. 1 Corn and Oats 20 50 Corn, cracked 20 00 Corn Meal, coarse 20 00 Oil Meal, old proc. 30 00 Winter Wheat Bran 20 00 Winter Wheat Mid'g 21 00 Cow Feed 20 50 Oats No. 2 White 36 No. 3 Michigan 35 1/2 Corn Corn 52 1/2 Hay No. 1 timothy car lots 10 50 No. 1 timothy ton lots 12 50 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per pail 38 30 lb. pails, per pail 65 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 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, 23 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 85 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. 832 Tourn't whist. 2 25 POTASH 48 cans in case Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 16 00 Short Cut 14 00 Short Cut clear 14 25 Bean 13 00 Pig 20 00 Brisket, clear 15 00 Clear Family 13 00 Dry Salt Meats S P Bellies 10 1/4 Bellies 10 1/4 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. 13 Bacon, clear 11 California Hams 7 1/2 Picnic Boiled Ham 13 Boiled Ham 15 1/2 Berlin Ham, pressed. 8 Mince Ham 9 Lard Compound 6 1/4 Pure 8 1/2 80 lb. tubs, advance 1 1/4 60 lb. tubs, advance 1 1/4 50 lb. tins, advance 1 1/4 20 lb. pails, advance 1 1/4 10 lb. pails, advance 1 1/4 5 lb. pails, advance 1 3 lb. pails, advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7	Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet 1/4 bbls. 1 10 1/4 bbls., 40 lbs. 1 85 1/4 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/4 bbls., 40 lbs. 1 50 1/2 bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 45 Sheep, per bundle 70 Uncolored Butterine Solid dairy 10 Rolls, dairy 10 1/2 @ 11 1/2 Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef, 2 00 @ 2 50 Potted ham, 1/4s 45 Potted ham, 1/2s 85 Deviled ham, 1/4s 45 Deviled ham, 1/2s 85 Potted tongue, 1/4s 45 Potted tongue, 1/2s 85 SCREENINGS Fair Japan 4 Choice Japan 5 1/2 Imported Japan 6 Fair La. hd. 6 1/2 Choice La. hd. 6 1/2 Fancy La. hd. 6 1/2 Carolina, ex. fancy 6 1/2 @ 7 1/2 SALAD DRESSING Columbia, 1/4 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 85 Snider's, small, 2 doz. 1 85 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 1/4s 3 00 SAL SODA Granulated, bbls. 85 Granulated, 100lb. cs. 1 00 Lump, bbls. 80 Lump, 145lb. kegs 95 SALT Common Grades 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 28 10 1/2 lb. sacks 1 90 56 lb. sacks 30 28 lb. sacks 15 Warsaw 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock 56lb. sacks 20 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 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 3 75 Round, 100lbs. 3 75 Round, 40lbs. 1 75 Scalped 12 50 Trout No. 1, 100lbs. 7 50 No. 1, 40lbs. 3 25 No. 1, 10lbs. 90 No. 1, 8lbs. 75 Mackerel Mess, 100lbs. 13 50 Mess, 40lbs. 5 90 Mess, 10lbs. 1 65 Mess, 8 lbs. 1 40 No. 1, 100 lbs. 12 50 No. 1, 4 lbs. 5 50 No. 1, 10 lbs. 1 55 No. 1, 8 lbs. 1 28 Whitefish No. 1, No. 2 Fam 100lb. 9 50 4 50 50lb. 5 00 2 40 10lb. 1 10 60 8lb. 90 50 SEEDS Anise 10 Canary, Smyrna 5 1/2 Caraway 9 Cardamom, Malabar 1 00 Celery 15 Herp. 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 Rappie 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 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 10 Dome, oval bars 2 85 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 2 85 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 10 LAUTZ BROS. & CO. Acme soap, 100 cakes. 2 85 Naphtha, 100 cakes. 4 00 Big Master, 100 bars. 4 00 Marseilles White soap 4 00 A. B. Whisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. Jaxon, 16 oz. 2 40 Lautez Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-se. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 4 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapallo, gross lots 9 00 Sapallo, half gro lots 4 50 Sapallo, single boxes. 2 25 Sapallo, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes. 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/4 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, Amboyne 22 Cloves, Zanzibar 16 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-10 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 15 Pepper, Singp. white. 25 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Cloves, African 15 Ginger, Cochinchina 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 @ 12 6lb. packages 5 @ 12 40 and 50lb. boxes. 2 @ 3 1/2 Barrels @ 2 1/2 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Barrels 23 Half Barrels 25 20lb. cans 1/4 dz. in case 1 70 10lb. cans 1/2 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 32 Regular, choice 36 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 43 Nibs 22 @ 24 Siftings 9 @ 11 Fannings 12 @ 14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsieck 66 Boat 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 33 Chips 21 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 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 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me'm 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 45 No. 2 Oval, 250 in crate 40 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 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 25 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 60 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 3/4 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 3/4 Wax Butter, short c't. 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 Ciscos or Herring. @ 5 Bluefish @ 10 1/2 Live Lobster @ 35 Boiled Lobster @ 35 Cod @ 10 Haddock @ 8 Pickrel @ 10 Pike @ 8 Perch, dressed @ 12 1/2 Smoked, White @ 14 Red Snapper @ 8 Col. River Salmon @ 14 Mackerel @ 15 1/2 HIDES AND PELTS Hides Green No. 1 11 1/2 Green No. 2 10 1/2 Cured No. 1 12 1/2 Cured No. 2 11 1/2 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1 13 Calfskins, cured No. 2 11 1/2 Steer Hides, 60lb. over 12 1/2 Pelts Old Wool 60 @ 1 40 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 Cases Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Olde Time Sugar stick 80 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 Loaf 8 1/2 Leader 9 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 12 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 13 Eureka Chocolates 13 Quintette Chocolates. 12 Champion Gum Drops 8 1/2 Moss Drops 9 Lemon Sours 10 Imperial 9 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Molasses Chews 12 Molasses Kisses 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. 1 00 Dark No. 12 1 00 Bitter Sweets, ass'd 1 25 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 65 G. M. Peanut Bar 50 Hand Made Cr'ms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries. 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 18 00 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 Almonds, California sft. 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 per bu. Ohio new Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts .6 @ 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 Fancy, H. P. Suns, Roasted 6 1/2 Choice, H. P. Jumbo 6 1/2 Choice, H. P. Jumbo Roasted 7 1/2

Special Price Current

AXLE GREASE



Mica, tin boxes....75 9 00
Paragon55 6 00

BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Doz.
Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



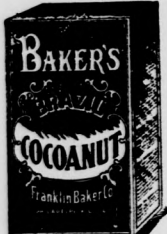
G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 1/2 @ 8
Hindquarters7 1/2 @ 9 1/2
Loins10 @ 14
Ribs9 @ 13
Rounds6 1/2 @ 8
Chucks5 @ 6
Plates4 @ 4
Livers3 @ 3

Pork

Loins@ 11 1/2
Dressed@ 7 1/2
Boston Butts@ 9 1/2
Shoulders@ 9
Leaf Lard@ 9

Mutton
Carcass@ 9
Lambs@ 12 1/2

Veal
Carcass7 @ 9

CLOTHES LINES

Sisal
60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..1 50

Jute

60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s. B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

CONDENSED MILK



4 doz. in case

Gail Borden Eagle6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

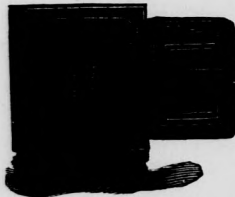
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 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's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman
Coupon
Books

Made by

Tradesman Company

Grand Rapids, Mich.

We sell more 5 and 10
Cent Goods Than Any
Other Twenty Whole-
sale Houses in the
Country.

WHY?

Because our houses are the recog-
nized 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.

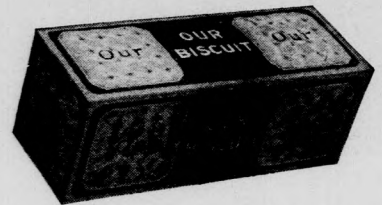
Because we aim to make this one
of our chief lines and give to
it our best thought and atten-
tion.

Our current catalogue lists the most com-
plete 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

"Quality"



Best 5c package of Soda
Biscuit made

Manufactured by

Aikman Bakery Co.
Port Huron, Mich.

Always Something New

When our custom-
ers want some-
thing fine they
place their order
with us. The best
line of chocolates
in the state.

Walker, Richards & Thayer
Muskegon, Mich.

Coupon Books

are used to place your business on a
cash basis and do away with the de-
tails 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 informa-
tion.



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.

1,200 shares of stock in a well-equipped property of merit. You can get this on the easiest kind of easy payments and a bonus of 800 shares free. Send \$2 a month for 6 months and the stock is yours. \$24 cash buys 4,500 shares. Our literature will interest you. Address J. D. Johnston, Secretary, Box 161, Newport, R. I. 773

For Sale—Stock of general merchandise with fixtures. Will sell at invoice. Doing fine business. Good farming country. Address Mrs. M. C. Golden, Dennison, Mich. 770

Start a mail-order business; we furnish everything necessary; only a few dollars required; new plan, success certain; costs nothing to investigate. Milburn Hicks, 358 Dearborn St., Chicago, Ill. 768

Wanted—Agents to sell stock in a Gold Mining Company, that is run on strictly honest principles; will bear closest scrutiny. Fair commission. Address Jos. B. Papenbrock, Bradford Block, Cincinnati, Ohio. 767

For Sale—First-class stock of groceries and meats; will invoice \$4,500; excellent location; on 18th east of Main; daily receipts \$200. Also two fine drug stocks, doing a good business; terms reasonable. Excellent dry goods stock, doing a good business; will sell at a discount. Abel Realty & Investment Co., 1413 East 18th St., Kansas City, Mo. 766

For Sale—General merchandise stock of the Bonner Mercantile Co. Well assorted stock, doing business of \$100,000 to \$125,000 per year. Excellent established business, brick store and warehouse. Best opportunity in the Northwest. Address W. C. Spottswood, Deer Lodge, Mont. 765

Good General Agents—Men or women, to appoint agents on the road. Expense salary. Dr. C. H. Berry Co., Chicago, Ill. 764

For Sale—Steam heated hotel, newly furnished; property of heirs; must be sold. Lock Box 23, Scottville, Mich. 763

For Sale—Clean stock merchandise, consisting of dry goods, shoes and groceries; invoice \$6,500; can be reduced; counter sales \$21,000; also big poultry and produce business; pretty village of 800; best of schools and churches; public hall and library, by Carnegie; no saloons; good German and English trade; cash trade. Money-maker for someone. Address Hartzler & Son, Topeka, Ind. 762

For Sale—Splendid grocery business in one of the best cities of 14,000 inhabitants, in State; good reasons for selling. Box 252, Pontiac, Mich. 761

For Sale—National cash register, used only two weeks. Machine cost \$375, will sell for \$340. All the latest improvements and labor saving devices. L. H. Wood, Fulton, Mich. 760

Haight's perfect egg tester. A great money-saver. Price \$150. Address Haight Egg Tester Co., Oswego, Ill. 759

For Sale—Dray line, \$700 cash. Pays \$3,000 per year. Up-to-date grocery stock, at sacrifice. Ill health. New bazaar store. Will sell or trade for farm. Kinne Bros., Owosso, Mich. 758

For Sale—General stock of merchandise, invoicing \$5,000. Eleven miles from county seat on Wabash R. R. Doing good business. Lock Box E, Hamilton, Ind. 757

For Sale—Drug store doing good business in hustling Indiana town. Reason for selling, have other business. Address Lock Box 198, Hamilton, Ind. 756

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Martin, care Michigan Tradesman. 755

For Sale—In the growing hustling town of South Boston, Va., general stock of dry goods, notions, clothing, shoes, hats, etc., all new goods; best location in town; rent moderate; excellent opportunity for quick cash purchaser. Address Box 202, South Boston, Va. 769

For Sale—My business block and stock of goods, on corner opposite bank. Also soda fountain and supplies. Phone 78. Mail address, M. H. Barnes, Lake City, Mich. 772

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—New store. New stock groceries and hardware. Best location. Jno. W. Curtis, Whittemore, Mich. 774

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

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—The finest saw mill proposition in the South-to-day, controlling absolutely 500 million feet of the finest long-leaf 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 saw-mill 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

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—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—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

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

Wanted—To buy for cash, general stock or stock clothing or shoes. Address Lock Box 435, Galesburg, Ill. 682

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

For Sale—This complete plant and established business at great sacrifice. Address National Undermuslins Co., Indianapolis, Ind. 751

For Sale—Hearse and embalming outfit. Cheap. Address No. 750, care Tradesman. 750

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

Good opening for flour mill. Special inducement to right party. For particulars, address Box 3, Crystal, N. D. 703

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—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—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 liberal discount. Clare Hardware Co., Clare, Mich. 684

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

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. Feyreisen & Co., 12 State St., Chicago, Ill. 548

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

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

Wanted—A position as manager of a general store. Six years' experience. Would accept position as bookkeeper. Best of references furnished. Address No. 754, care Michigan Tradesman. 754

Wanted—Position as shoe clerk or manager. Fifteen years' experience. Address No. 681, care Michigan Tradesman. 681

HELP WANTED.

Wanted—Experienced man, not over 35 years of age, to take charge of dry goods and shoe departments in general store. He must be sober and used to dealing with country trade. Steady job to right parties. State wages expected and where last employed. Address No. 771, care Michigan Tradesman. 771

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

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.

ANDRE'S FIASCO.

Collapse of Grand Ledge Cold Storage Co.

With the experience of the Hager failure, at Lake Odessa, some years ago staring them in the face, the Tradesman did not apprehend that the shippers of the Middle West would ever be caught by such a game again, but the Lake Odessa episode appears to have met an exact counterpart in the career of the Grand Ledge Cold Storage Co., which was the name under which Wm. Andre conducted his operations. He began some weeks ago in offering one-half cent above the market for both butter and eggs. The Tradesman insisted upon an explanation, whereupon Andre called at the office and said he had positive buying orders from the East which justified him in pursuing the course he had taken and he actually produced correspondence in substantiation of his statements. A week or two later he began offering above the market and the Tradesman again questioned his motives and insisted upon his giving valid reasons for his action.

In the meantime the Tradesman learned, incidentally, that he was using the name of this paper as a reference, whereupon he was peremptorily informed that he must discontinue same at once, and a day later he was notified by telephone that he must cease or he would be exposed as a fraud in the columns of the Tradesman and prosecuted for misuse of the Tradesman's name.

Ten days ago Andre again sent out cards, offering to pay one and one-half cents above the market, and the result was about what could be expected, especially in the case of those shippers who do not have facilities to make proper credit enquiries.

Butter and eggs came into Grand Ledge like a deluge. Instead of putting the goods into cold storage, as it was expected he would do, he re-shipped them East immediately and on Wednesday night of last week he and his associates worked all night assembling the shipments and sending them East in carlots. The next morning he drove to a railway point on another line of road and disappeared and, so far as the Tradesman's information goes, nothing has been heard from him since.

It appears that Andre formerly did business with the Loan & Deposit Bank and that this institution held securities on his real estate by either deed or mortgage on an alleged claim for \$11,600. The property is valued by Andre and others at \$25,000, so that it is possible there may be an equity for the creditors in the property. Some months ago Andre transferred his account to the Grand Ledge State Bank, which he used as a reference. In some cases the Bank sent out letters in answer to enquiries recommending Andre to the consideration of shippers. The Bank officers wrote that he carried a cash balance ranging from \$2,000 to \$4,000 and was considered good for a reasonable amount.

Among the creditors which have

been brought to the attention of the Tradesman are the following:

An Ohio shipper	\$3,300 00
Another Ohio shipper	2,400 00
Wm. Wright, Kingsley	1,800 00
Eli Lyons, Lakeview	2,800 00
Lahuis & Co., Zeeland	800 00
Geo. J. Nagler, Freeport	600 00
Rutger & Tien, Graafschap ..	37 20
Gerrit Slenk, Filmore	350 00
Cass Wener, North Holland ..	134 85
Boven & Co., Reeman	112 53
Nicholt & Reinberg, Reeman ..	222 00
H. Kamp, Brookside	65 00

A Grand Ledge correspondent of the Tradesman writes as follows:

Grand Ledge, May 22—I have yours of yesterday and would say in reply that Andre's failure is "bad enough." You have the general run of the story from the State dailies, which, in the main, is practically correct. On March 31 he started in on his campaign with a deposit of less than \$2,000 in the Grand Ledge State Bank. On April 2 he sent out something like 3,000 postal cards, giving quotations on eggs and butter, the cards being sent to merchants in Michigan. From that time until May 7 he sent out from 2,500 to 3,600 cards weekly, giving the Tradesman, the Grand Ledge Bank and the Bank of Linden as references. The batch of cards sent out April 30 and May 7 had the Tradesman omitted as reference. After the first two weeks the cards were sent to merchants in Michigan, Indiana and Wisconsin.

The cards would lead a person to believe that he intended placing receipts of butter and eggs in cold storage, but this was not done, each shipment as soon as received being placed in a car and, as soon as a car was made up, sent on to New York. Returns from New York were deposited in the Bank up to the last week and used for remitting to country merchants. May 12 he sent out checks to all shippers, but on the Monday following he drew his balance from the Bank and continued to cash the checks received from shipments to New York. About Thursday of last week a deluge of checks commenced to arrive, but as there were no funds available they were protested. Up to last night about \$16,000 in checks were protested. It is not thought that Andre got away with more than \$10,000, as many cars of eggs were stopped before and after reaching here.

Another correspondent writes as follows:

Grand Ledge, May 22—The business men of Grand Ledge feel that they have received a very bad black eye as the result of the swindling campaign of Wm. Andre. We recall the fact that when Hager went wrong at Lake Odessa, some years ago, the name of Lake Odessa was a byword for many years in the minds and mouths of the business public and we have no reason to expect any different treatment for Grand Ledge in view of what has happened in this town during the past week.

Andre did his banking business for several years with the Loan & Deposit Bank, but about two months

ago he made a deposit of \$1,700 in the Grand Ledge State Bank, and from that time on confined his banking operations to that institution. I am assured that his daily balance seldom went below \$2,000, and that it occasionally reached \$4,000, making him one of the best customers on the books of the Bank. This naturally influenced the Bank to write some letters to enquirers, recommending Andre in stronger terms than were either wise or prudent. I am assured by the officers of the Bank that no one connected with the institution authorized Andre to use the name of the Bank as a reference, and Cashier Moore assures me that the same is true of the Bank of Linden, which he owns and which Andre also used on his postal card quotations. I could not understand how the Tradesman could permit its name to be used as reference, but when I learned, two or three weeks ago, that the editor had written and telephoned Andre, threatening him with prosecution if the name of the Tradesman was not immediately withdrawn from his quotations, I understood then that the name was used without authority and that, in all probability, the exposure of Andre and his methods would appear in the Tradesman as soon as the editor was fully convinced that Andre's methods were not strictly honest.

As regards Andre's whereabouts, no one seems to be informed. The day before he drove to Delta and took the train he sent his wife and child to Battle Creek, where it is supposed they are stopping with relatives. Opinion is divided as to whether Andre will be likely to return. Those who take into consideration his excitable temperament and erratic way of doing things believe that he will be unable to keep away from the scenes of his early trials and triumphs, while others predict that he is so badly scared over his own actions that he will never show his face again in Grand Ledge.

Regarding the amount Andre owes, I have only a superficial knowledge, but, from all I can learn, I think it will reach \$20,000, and possibly exceed that. The largest creditors are two Ohio houses, whose claims aggregate \$5,700, and a Montcalm county merchant, whose claim is \$2,800, and a Kingsley shipper, whose claim is \$1,800.

Ovid Business Men Felicitate Each Other.

Ovid, May 22—As has been the custom for the past two years, The Men's Century Club, organized among the business men, gave an annual banquet Friday night, at the I. O. O. F. Hall, and about one hundred and twenty-five were present. The wives or friends of the members were invited, and a most enjoyable evening was spent.

The hall was prettily decorated, and carnations and vines were used with a pretty effect. Throughout the evening, Atkins orchestra furnished music. A sumptuous four course supper was served, eight young ladies assisting.

Rev. J. F. Fryer was toastmaster,

and after the supper, F. R. Everett was called upon to respond to the toast, The Powers That Be, and his response was met with great enthusiasm. After this, a cornet solo was given by C. E. Cowen and Principal C. J. Brosnan then spoke upon The Public School, and especially the Ovid schools were referred to. The Incomparable Importance of the Church by Rev. W. B. F. Brown was certainly appreciated and in this, he brought out many excellent examples of the great things accomplished only through the church. After a solo by Arthur Morse, F. W. Redfern responded to the toast A Forward Look and this proved very pleasing to the company. The last toast was to The Gentler Sex and this was thoroughly enjoyed, especially by the ladies.

Mr. Fryer proved a very efficient toastmaster and he introduced nearly every speaker with an original poem or sketch, and those who were called upon responded in an excellent manner.

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

Buffalo, May 23—Creamery, fresh, 17@19½c; dairy, fresh, 15@18c; poor, 10@12c.

Eggs—Fresh candled, 18c; at mark, 17½c; fancy white, 18½c.

Live Poultry—Broilers, 25@28c; fowls, 13@14c; 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.

The Boys Behind the Counter.

Flint—Christy Germer, who for the past two years has been clerk in the hardware store of Algie & Miller, has resigned his position to accept a similar one with Foster, Stevens & Co., of Grand Rapids.

Charlotte—H. G. Clintsman has resigned his position as salesman with R. C. Jones & Co. and left Saturday night for Grand Rapids to enter the employ of the Morse Dry Goods Co. Mr. and Mrs. Clintsman have made many friends during their two years' residence here, who will regret their departure.

BUSINESS CHANCES.

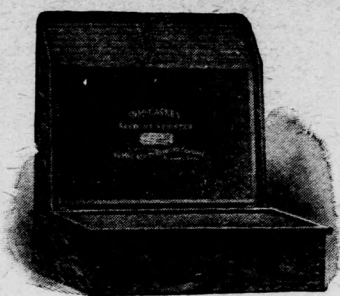
1,000 Acres Hardwood—1,000 acres hardwoods, on and extending along railroad for mile and quarter, 6,000 feet per acre, white oak, ash and red gum. Price, \$8 per acre. Address Albert Haas, Atlanta, Ga. 779

For Sale—One of the best and largest drug stores in a western city of 50,000 people. Good location, good business. Clean stock, full prices. Good reasons for selling. Address P. O. Box 109, Pueblo, Colo. 778

For Sale—Small stock of general merchandise. Good location for party with small capital to build up large business. Owner wishes to retire. Will discount. Address S. J. Doty, Harrietta, Mich. 777

Brick store building, 2 stories, 30x60, with basement full size. Two rooms on first floor, 8 nice living rooms on second floor. Cold storage building, brick, 18x32 with wing 13x16. Ice-house, 16x24. Barn 20x32, corn crib 20x32, chicken picking house, 16x20. Nice dwelling house 18x32 with wing 16x20. Building all in A1 condition. Are occupied at present by owner who wishes to sell as he is going into a bank. Sold with or without stock. Buildings \$4,250, about ½ cost. Hagaman & Sharp, Grant, Mich. 776

To Rent—Corner store, 40x60. Best location furniture, hardware or general store. Brown, Constantine, Mich. 775



The Name Has Been Abused

System means a great deal. Some people use the word "system" without realizing what it means, or by using it influence people into believing something that is **not true**.

* * * * *

A **complete** system takes in **every** detail from **A**—to—**Z**.

Such is the **McCaskey Account Register System**.

First—It is a **strictly one writing** system.

Second—A positive **check** on **all credit** customers and clerks.

Third—A record, a credit, and a receipt for **all money received** on account.

Fourth—A record of **every** invoice, showing at a glance **amount of discount and discount day**.

Fifth—A record of all bills that are **paid** either by **cash** or **check**.

Sixth—The total amount of stock **purchased**.

Seventh—The total amount **sold**.

In the above we have only mentioned a few of the essentials. The **users** of the McCaskey System say it does **more**. It does not pay to be satisfied with methods that are **narrow** in practicability.

Our **catalog** for the asking.

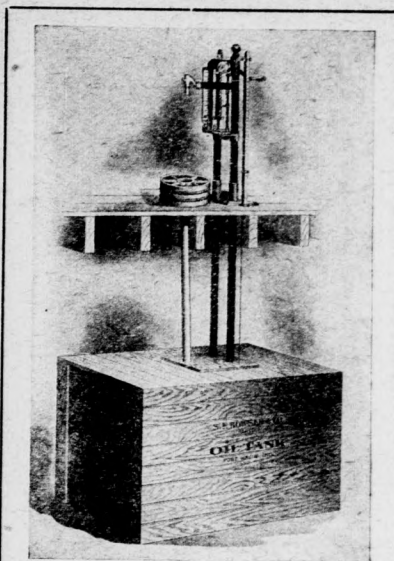
The McCaskey Account Register Co.

Alliance, Ohio

Mfrs. of the Celebrated Multiplex Carbon Back Duplicating Sales Pads; also Single Carbon and Folding Pads.

AGENCIES IN ALL PRINCIPAL CITIES

A SUMMARY OF BOWSER ADVANTAGES



Out No. 1
Cellar Outfit—One of Fifty.

All metal unbreak-
able gallon pump

Galvanized steel
tank

Brass valves

Self-measuring de-
vice

Anti-drip nozzle

Computer

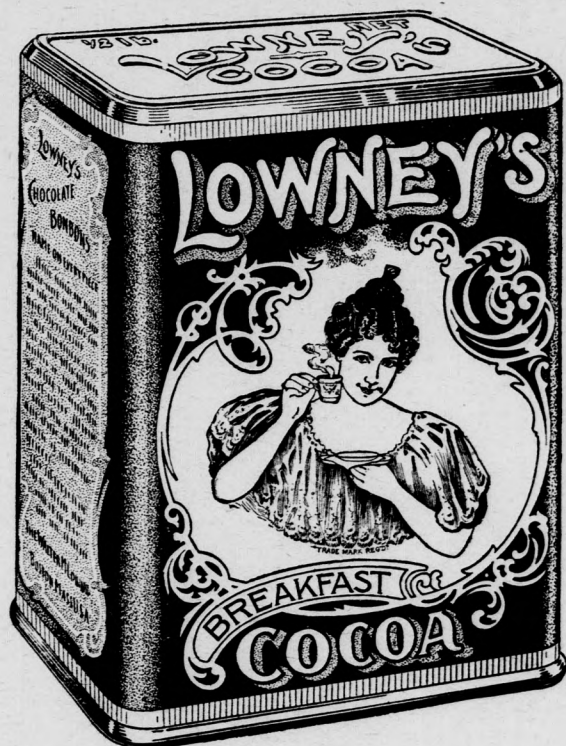
Float indicator

Combined, they give you a **self-measuring, self-computing oil outfit**, with which at one operation you can pump and measure gallons, half-gallons or quarts as desired directly into your customer's can without the use of funnels and measures. You can handle any kind of oil, including gasoline, in a safe, clean, convenient and economical manner, without evaporation, leakage or waste, without drip, without odors. At a glance you can tell how much oil remains in the tank and just what quantity is emptied into it.

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S. F. BOWSER & Co., Inc.

FORT WAYNE, IND.



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

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.



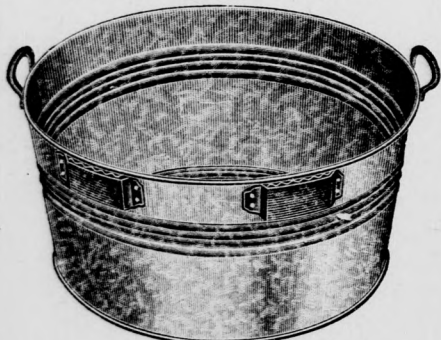
TRADESMAN COMPANY, Grand Rapids

Visit Us During "Merchants' Week"

On June 5, 6 and 7, the Wholesale Dealers' Association of Grand Rapids will extend the glad hand to all Michigan and Indiana merchants, and we cordially invite our friends to visit this city during these days and to make this store their **Headquarters**. We will do everything possible to make your visit a pleasant and profitable one. **One and one-third fare on all railroads.** Ask for **Merchants' Week certificate** when you buy your railroad ticket.

Galvanized Tubs

Without Wringer Attachment
For Your Bargain Day Special.



Note Our Large Sizes

No.	Size in.	Price doz.
1	20 1/2 x 10 3/4	\$4 30
2	22 x 11	4 80
3	24 x 11	5 60

"BIGGEST EVER"

Assortment of all silk plain taffeta

Ribbons

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. 16, 22, 40, 60, 80.

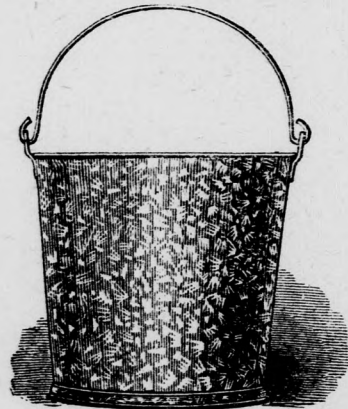
A total of 15 10-yard pieces in the following popular shades: **Maize, National Blue, Navy, Turquoise, Lilac, Nile Green, Cerise, Violet or Ophalia.**

Regular Price \$10

Closing Out Price \$7

Galvanized Pails

For Your Bargain Day Special



8 quarts, per dozen	\$1 18
10 quarts, per dozen	1 38
12 quarts, per dozen	1 65
14 quarts, per dozen	1 85

"Insurance"

Gasoline Stoves

are absolutely safe.

Secure the Agency

Ask for
Catalog and Prices.

Galvanized Sprinklers

With Zinc Roses

4 quarts, per doz.	\$2 55
6 quarts, per doz.	3 10
8 quarts, per doz.	3 75
10 quarts, per doz.	4 35
12 quarts, per doz.	5 00

Galvanized Oil Cans

With Spout

1 Gallon, per doz.	\$1 40
2 Gallon, per doz.	2 25
3 Gallon, per doz.	3 25
5 Gallon, per doz.	4 10

Galvanized Oil Cans

With Nickel Plated Faucet

3 Gallon, per doz.	\$3 85
5 Gallon, per doz.	4 50
Home Rule Pump Cans	
3 Gallon, per doz.	\$10 50
5 Gallon, per doz.	11 50

"Leonard" Cleanable

Refrigerators

Insure best results at
lowest prices.

Ask for
Catalog and Prices.

Grand Display of Imported Decorated China For the Holidays



Our new samples for the coming season are now on exhibition and embrace the choicest offerings from the best makers in

GERMANY, AUSTRIA

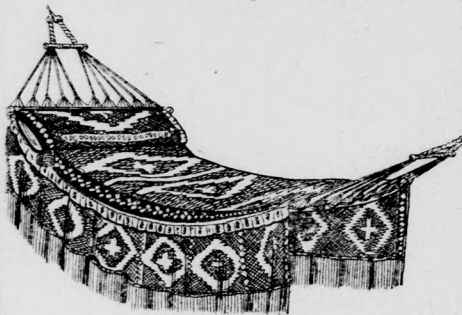
ENGLAND

JAPAN AND FRANCE

Every merchant should see our line and place his orders **now**. Our china **always** sells and pays a snug profit.

Hammocks

A Very Choice and Large Line



Our line for this season is the very best we have ever shown as regards variety, high-grade quality of material and beauty of design and colorings.

We have them from

\$3.75 up to \$48 per dozen

Ask for catalog.

Ask us for lists of

5c and 10c Notion Assortments	
5c Assortments	\$14 45
10c Assortments	23 88
5c and 10c Bazar Assortments	
5c Assortments	\$34 71
10c Assortments	59 92

Try Our Double Coated

"French Granite" Enameled Ware

For Your Bargain Day Specials
Guaranteed First Quality



Our "French Granite" enameled ware is absolutely the very best **first quality double coated** ware ever quoted at anywhere near the extremely low price we are asking. Every piece is made of heavy sheet steel, double coated with a beautiful **grey mottled** enamel, labeled and trade-marked. Absolutely free from culls and seconds.

12 quart Rinsing Pans, per dozen	\$2 50
14 quart Dish Pans, per dozen	3 50
12 quart Water Pails, per dozen	3 85
6 quart Preserve Kettles, per dozen	2 25

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