

Tainted Money

E. V. COOKE

I decline your double-eagles, which are jaundiced on their face;	Haven't you got a fortune somewhere which is rather isolated,
I decline your silver sinkers, which are leproused and base;	Which could be formaldehyded, germicided, fumigated?
I will not take your bank-notes, which are verdigrised and green;	Isn't there any way to get amnesty or dissolution
But haven't you got a New York draft that's reasonably clean?	So a man might get the money without touching the pollution?
Just a paltry hundred thousand that you got by hilling beans	For I will not take the money which is greasy in its feel,
And tucked away securely in your honest working jeans,	I will not take your millions of Amalgamated Steal;
Or a half-forgotten million that you earned by digging ditches	I will not take your money which came back to you by freight,
Which has since been segregated from the balance of your riches?	But haven't you got a little bit you made in something straight?

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Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
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Guaranteed to meet the requirements of the food laws
of Michigan, Indiana, Ohio and other States

Sold through the Wholesale Grocery Trade

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Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JUNE 6, 1906

Number 1185

Commercial Credit Co., Ltd.

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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made every where for every trader.
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H. W. NOBLE & COMPANY
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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.

3 1/2 Per Cent.

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ELECTROTYPES

DUPLICATES OF

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

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DELUSION DISPELLED.

There is a somewhat popular delusion in relation to the men who, here and there all over Michigan, are the proprietors and managers of general stores in very small villages or who, in towns approaching the population and dignity of cities, are carrying on business as druggists, grocers, boot and shoe dealers or hardware merchants.

This delusion holds up pictures of men coarsely, carelessly clad with hair and beard too long and with a general air of indolence and timidity born of limited horizon and opportunity. No better proof of the fallacy of this conceit can be provided than that which is so emphatically in evidence in Grand Rapids to-day, the second day of Merchants' Week, by grace of the five hundred or more merchants from all over Michigan who are the guests of the Wholesale Dealers' Committee of the Board of Trade. Well dressed, alert, thoroughly informed as to current affairs in all parts of the world, keen and sure in their knowledge and appreciation as to business conditions and "up to snuff" in every particular, they are proving their value as congenial guests and all 'round good fellows.

And the comical feature of the thing is the seemingly unconscious attitude of those people who hold fast to the dead and gone delusion referred to, and their utter failure to appreciate the fact that the "country jakes" get any amount of fun out of their self conceit and ignorance—for it is nothing less than ignorance.

Ignorance of the influence of daily papers delivered morning and afternoon at every point in the State; ignorance of the influence of trolley cars stopping at nearly every cross roads every hour; ignorance of the influence of the telephone with its neighborly home talks and its long distance chats; ignorance of modern business methods, all of which have combined to bring hamlets, villages

and cities together as one, sharing alike all conveniences, information and possibilities.

And there is another fact not to be forgotten: Beyond all question not one in ten of those who love to pose proudly and patronizingly before those whom they call "country jakes" could succeed in handling the volume of business which is so successfully attended to by the average country merchant, by the men who are to-day the honored guests of Grand Rapids. The country merchant, as a rule, has a far greater variety of business interests on his mind than has the city man who makes a specialty of some one or two lines; his responsibilities very often include, besides the purely mercantile, affairs in agriculture, stock raising, lumbering, manufacturing and active participation in local public affairs. Invariably when you find a country merchant so loaded, you will find an enthusiastic, intelligent, hard-working man who rarely gets rattled, seldom gets tired, works systematically and effectually and, with it all, is a capital judge of human nature and so can afford to smile pityingly, as he does, upon the chap who lives in the city and coddles the dream that because of that fact he is precisely "It."

THE POSTAL CONGRESS.

Although it has attracted but very little attention, the meeting of the Congress of the Universal Postal Union, which was held recently at Rome, and which has but just adjourned after sitting for thirty days, has accomplished a great deal of very useful work. Although it has handled no political problems, it has brought about without friction some important changes in the relations of the various nations, all of which tend to cement a better understanding and facilitate international trade and comity.

The Congress did not succeed in adopting the universal penny post, as had been hoped, nor even in arranging for a universal stamp, as the sentiment of national pride and loyalty was opposed to any such form of breaking down of national distinctions, but the Congress did adopt alternatives which promise to accomplish very much the same purposes which were aimed at. It doubled the weight of the letter which will be carried in the foreign mails for a single—five-cent—stamp, and it agreed further that for letters weighing more than the initial unit, instead of an additional five-cent stamp, one costing three cents will be required. Thus a double-weight letter addressed to foreign countries will cost eight cents instead of ten, a triple-weight letter eleven instead of fifteen. This is a considerable concession, and while the universal "penny"—two-

cent—rate is bound to come, the advantages of the concession referred to will be appreciated until the greater reform shall be gained. In lieu of the universal stamp the Congress has devised a scheme which is in effect the same thing, but it avoids the obstacle which has heretofore seemed insuperable to the postal experts who essayed the solution of the problem. There will be issued through the post-office a coupon exchangeable in any foreign country represented in the Universal Postal Union, for postage stamps of the denomination required for foreign letters.

By means of the coupon system a resident of one country can inclose return postage, and he can even use the coupons for remitting insignificant sums which it would not pay to remit in the usual way by exchange or by postal money order. In this way the coupon will serve identically the same purpose as the universal postage stamp without in any way wounding the amour propre and national sentiment of any country in the Postal Union by depriving it of the employment of its individual stamps on foreign postage.

While the work of the Congress was not sensational, it has been eminently useful, and that is all that could possibly have been expected of it.

JUDICIAL DIGNITY.

In the opinion of the Tradesman Judge Hess, of the Police Court, was entirely within his rights and elevated himself in the estimation of the people when he declined to go before the Board of Police and Fire Commissioners and enter into any arrangement having for its object the rigid enforcement of the present law against automobile drivers along technical lines. Judge Hess has taken a broad and liberal view of the situation and he has been very generally commended for so doing.

Since the publication of certain facts connected with the conduct of the automobile squad in last week's Tradesman a large number of circumstances have been brought to the attention of this paper, proving conclusively that the enforcement of the law so far this season has been largely based on personal grounds; that certain men have been repeatedly apprehended and arrested, while other men, going at identically the same pace, have been permitted to pass unnoticed. This is especially noticeable in the case of a certain prominent citizen who has never been asked to appear in Police Court, although his machine is known to be the fastest in the town and who easily sets the pace for all other automobile owners in the city.

There really isn't much choice between a has-been and a going-to-be.

HELD INVALID.

Transient Traders' Act Declared Unconstitutional.

Through the influence of the Grand Rapids Board of Trade a new act was placed on the statute books during the last session of the Legislature, generally known as the Transient Traders' Act. It was entitled House Bill No. 735 and Act No. 399 and was confidently expected to enable the merchants to shut out transient traders unless they paid a license fee ranging from \$10 to \$25 a day, according to the size of the town. The full text of the act is as follows:

Section 1. A transient merchant, within the meaning of this act, is any person or corporation who shall engage in, do or transact any temporary or transient business in any township, city or village in this State, in the sale of goods, wares and merchandise, and who, for the purpose of carrying on such business, shall hire, lease or occupy any building or room, including rooms in hotels, for the exhibition and sale of such goods, wares and merchandise. This act shall apply to and include principals and their agents and employees, and to persons forming a copartnership: Provided, That any city or village council may, by a two-thirds vote of all the members elect, suspend the provisions of this act in any specific instance or case.

Sec. 2. It shall be unlawful for any transient merchant to engage in, do or transact any business in the sale of goods, wares or merchandise, without first having obtained a license therefor as hereinafter provided. Such transient merchant desiring to engage in, do or transact business in this State shall file an application for a license for that purpose with the clerk of the township, city or village in which he desires to do business, which application shall state his name, residence, the building or room in which he proposes to do business, and the length of time for which he proposes to do business. If such transient merchant proposes to transact business in a township, city or village having a population of more than one hundred thousand as shown by the last preceding United States census, he shall pay to such clerk, at the time of filing said application, a license fee of twenty-five dollars per day for the first ten days or any part thereof for which application is made; if such transient merchant desires to transact business in a township, city or village having a population of not less than forty thousand nor more than one hundred thousand, as shown by the last preceding United States census, he shall pay to such clerk, at the time of filing said application, a license fee of twenty dollars per day for the first ten days or any part thereof for which application is made; if such transient merchant desires to transact business in a township, city or village having a population of more than twenty thousand and less than forty thousand, as shown by the last preceding United States census, he shall pay to such clerk, at the time of filing said application, a license fee of fifteen dollars per day for the first ten days or any part thereof for which application is made; if such transient merchant desires to transact business in any township, city or village containing a population of less than twenty thousand as shown by the last preceding United States census, he shall pay to such clerk, at the time of filing such application, ten dollars per day for each day after said ten days, during which he proposes to transact business.

Sec. 3. Upon the filing of the ap-

plication and the payment of the license fee provided for in the last preceding section, such clerk shall issue to such transient merchant a license to do business as such, at the place described in his application and for the length of time for which payment shall have been made, and such license shall entitle such transient merchant to do business at the place and for the time therein specified. No license shall be good for more than one person, corporation or copartnership, nor for more than one building or room. At or before the expiration of said license, it may be renewed for a definite time by said clerk, on application being made for such renewal and the payment of the license fee at the rate hereinbefore provided.

Sec. 4. No transient merchant shall advertise, represent or hold out that any sale of goods, wares and merchandise is an insurance, bankrupt, insolvent, assignee's, executor's, administrator's, receiver's or closing out sale, or a sale of goods, wares and merchandise damaged by fire, smoke, water or otherwise, unless he shall have first obtained a license to conduct such sale from the clerk of the city, village or township in which he proposes to conduct such sale. The applicant for such license shall make to such clerk an application therefor in writing and under oath, showing all the facts in regard to the sale which he proposes to conduct, including a statement of the names of the persons from whom the goods, wares and merchandise so to be sold were obtained, the date of delivery of such goods, wares and merchandise to the person applying for the license, and the place from which said goods, wares and merchandise were last taken, and all the details necessary to fully identify the goods, wares and merchandise so to be sold. Such application shall also specify whether the applicant proposes to advertise or conduct said sale as an insurance, bankrupt, insolvent, assignee's, executor's, administrator's, receiver's, or closing out sale, and if such application shall show that said proposed sale is of the character which the applicant desires to conduct and advertise, said clerk shall issue a license, upon the payment of a fee of one dollar therefor to the person applying for the same, authorizing him to advertise and conduct a sale of the particular kind mentioned in the application.

Sec. 5. Every person making a false statement of any fact in the application provided for in the last preceding section shall be deemed guilty of perjury and shall, upon conviction thereof, be imprisoned in the State prison for not less than two years and not more than ten years.

Sec. 6. Every person who shall in any manner engage in, do or transact the business of a transient merchant, in selling goods, wares or merchandise, without having first obtained a license therefor as required by this act, or who shall continue such business after the time limited in a license obtained therefor shall have expired, and any transient merchant who shall sell or expose for sale any goods, wares or merchandise contrary to the provisions of this act, or who shall advertise, represent or hold forth any sale of goods, wares or merchandise to be insurance, bankrupt, insolvent, assignee's, executor's, administrator's, receiver's or closing out sale, without first having complied with the provisions of this act, shall be deemed guilty of misdemeanor and shall, upon conviction thereof, be fined in a sum not less than fifty dollars and not more than five hundred dollars, or shall be imprisoned in the county jail for not less than ten days nor more than thirty days, within the discretion of the court.

Sec. 7. Should any transient merchant do any business in selling goods, wares and merchandise without first having obtained a license therefor as provided by this act, the amount which should have been paid

by such transient merchant, pursuant to the provisions of this act, shall be a first lien in favor of the city, village or township in which such business shall be done, upon all goods, wares and merchandise of such transient merchant within said city, village or township, and the Treasurer thereof may enforce the payment of the same by levy upon and sale of such goods, wares and merchandise in the same manner as payment of delinquent taxes upon personal property is enforced under the tax laws of this State.

Sec. 8. All license fees collected under the provisions of this act shall be immediately paid by the person collecting the same into the general fund of the city, village or township entitled to same.

Sec. 9. The provisions of this act shall not apply to sheriffs, constables or other public officers or other court officials selling goods, wares or merchandise in the course of their official duties.

The first time the act was tested was in Grand Rapids, as the result of an action against Ellis & Matsuhira, who opened a so-called Japanese novelty store on Monroe street. The transients contested the payment of the license fee on the ground that the act was unconstitutional, making such presentation of facts in connection therewith as to justify Judge Stuart in holding the law invalid. His reasons for holding the act invalid, as handed down yesterday, were as follows:

This matter came before the court on a motion to quash the proceedings for the reason that the act is unconstitutional and on the argument three objections were made as follows:

1. That the title is not broad enough and violates Section 20 of Article 4 of the Constitution in that the title provides for licensing "transient merchants," and in the body of the act the term "transient merchants" is by definition enlarged to cover any person carrying on a "temporary" business without regard to whether or not the person carrying on such a business is a transient merchant within the ordinary and generally accepted meaning of that term.

2. That the provisions of the Act are unreasonable, especially as to the fees charged, which amount to \$20 a day in the city of Grand Rapids for the first ten days and \$10 thereafter; and

3. That by the proviso inserted in the first section authorizing the Common Council at its discretion to suspend the operation of the act in any particular case, the law is unequal in its operation.

After a careful consideration of the arguments presented and an examination of the authorities cited, I am obliged to grant the motion to quash the proceedings and dismiss the case. I have hesitated to do this, more particularly as the act is a general act which applies to the State at large and especially for the reason that it was, no doubt, intended to protect regular merchants from competition with persons who go about from place to place and do not have to

assume the burden of taxation which falls upon local merchants.

In regard to the first point the case of Manufacturing Co. vs. Wayne Circuit Judge, 58 Mich., 380, is cited, which involved the validity of a law entitled, "An Act to prevent deception in the manufacture and sale of dairy products and to preserve the public health," in which it was held that it is not competent to use one title and explain in the body of the act that it means something else. The constitutional rule requiring the title to contain the object of the act would be a farce if there were any power in the Legislature to give new meanings to language.

Under the second objection many cases were cited holding that \$5 and \$10 a day was an unreasonable fee for licensing a business of this character. The fee in this case can not be sustained as a tax, but is only to license and regulate. It is to protect the community from imposition and fraud, rather than to provide revenue, and, as there can be but very little expense connected with licensing and regulating persons who rent a store or a room in a hotel in which to do business of this character, which is not of a disorderly character, the amount provided to be charged is open to the criticism that it is an unreasonable license fee and is in restraint of trade. In fact, I doubt if the framers of this law would dispute that it was intended to limit the number of dealers of this kind, or, if possible, to put them out of business.

In the case of Brooks vs. Mangan, 86 Mich., 576, which involved a peddler's license in Bay City, the fee of \$5 per day was held to be unreasonable.

In Saginaw vs. the Circuit Judge, 106 Mich., 32, while decided on the ground that the ordinance discriminated against non-residents, the court clearly intimated that the fee of \$10 per day was unreasonable.

In Ottumwa vs. Zekind, 95 Ia., 622, a license fee of \$250 per month, less than \$10 per day, was held plainly unreasonable.

In Sipe vs. Murphy, 49 Ohio State, 536, an ordinance requiring a license fee of \$25 per day for selling goods at auction was held unreasonable.

In Peoria vs. Guggenheim, 61 Ill. Appeals, 374, \$200 per month was held unreasonable.

In Carrollton vs. Bazett, 159 Ill., 284, a license fee of \$10 per day was held to be unreasonable.

The third point raised was on account of the proviso in the first section giving the power to the Common Council to determine who should pay and who should not pay, thus making it possible to discriminate between persons doing the same kind of business, citing Matter of Frazee, 63 Mich., 396, and State vs. Conlon, 65 Conn., 478.

Many other cases have been cited tending in the same direction, from which I have been obliged reluctantly to dismiss the case.

The matter will now be taken to the Supreme Court on a mandamus, so that the exact status in the matter will be definitely determined in a short time.

A dash of indifference is often all that separates mediocrity from genius.

Now Is the Time

we can handle your small shipments of fancy fresh gathered eggs at good prices for you.

We do not have to sell at any old price to clean up—if we are unable to sell for what we value them at, we run them through the Candling Dept. and you get the benefit.

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.

Why Some Men Fail in Business.

"Failed in business" is one of the most striking of the phrases in the news of the world to-day. Whether the concern be large or small, the significance of the words catches the eye as few other phrases do. Yet an enormous number of all the new ventures in the business world fail, or else drag out a precarious existence, which for the venturers may be worse than failure.

What is this "failure in business" which is so common and yet which so sharply arrests the attention of everybody? It would be impossible to assign any one great common cause for these failures. Incapacity on the part of the management would not do, for the reason that the world is full of failures which could not possibly have been foreseen by the human mind.

It is an old style generalization which has pointed out dishonest methods in business as the cause of all failure. Taking the proposition literally, it has suffered some discredit in these later years of materialism. But dishonesty has so many forms and expression in these days that the young man especially should not be too sure that he has marked them all in any given proposition of failure.

It is undue greed which prompts dishonest methods in business. As a recognized truth, any opportunity which appeals to the dishonest business man as a short and crooked means to this one end of acquisitiveness is an accepted weakness. Al-

most any conventionally honest person looking on will recite the adage, "Honesty is the best policy"—and frequently will doubt the utterance before it reaches his own ears!

But this doubter forgets that dishonesty in business—as elsewhere in human endeavor—carries more than its concrete evidence and its concrete penalty. The particular form of a certain dishonest act may be merely an effect far removed from the incubating causes and psychological lack of reasoning on the part of the offender. As a cause for business failure, the concrete act of dishonesty may even be insignificant as compared to the state of mind which gave the action force and effect.

Accompanying almost any form of sharp venture on the part of the dishonest man is a certain smug sense of cunning within him which gave him the first assurance of success in his move. Cunning always is the offensive weapon of the ignorant, just as suspicion is ignorance's defensive measure. As cunning appears to bear fruits, this lowest form of personal vanity will grow upon the egotist practicing it. In some way it will lead him to an overreaching situation before he is done.

Not long ago the news of the failure of a big poultry farm was announced. The proprietor's announced reason for the failure was that a lack of capital pressing him had forced him to a compromise of 60 cents on the dollar of his debts. On the other hand, charges were made that the operator of the farm, and the

city retail business in connection with it, had been buying eggs and chickens from cold storage plants and selling them to the public as the "special" products of the farm at special prices.

Taking this case as an example it might appear that the chief cause of the failure lay in the fact that persons buying these products at fancy prices and finding them below standard had fallen away as customers. In all probability, however, the real cause of the failure lay in the operator's self-satisfaction with his own cheap cunning.

In the first place, a person who is so ill balanced as to imagine that he can deceive for long the class of patrons which such a business logically would attract is a fool. Being the fool that his cunning shows him, in how many other ways in his business did he apply the same fool's practices? And as a fool, how little could he have appreciated any of the possible best interests which his touch with the world could have suggested? This business as started by this particular man was of that class which requires time for its upbuilding. In that required time, too, it exacted the squarest of business methods in all dealings. In the nature of its trade, one dozen eggs in stale condition would have cost the house the one customer who made the purchase. Yet the operator took this risk!

It is useless to deny there are at least two grades of dishonesty for commercial purposes. The fool

comes by his degree without semblance of schooling; the careful, studiously dishonest one, who has a studied plan for an immediate coup and is willing to risk getting away with the immediate fruits of his crookedness, is the man who "succeeds" for the time being, and it is he who has brought such questioning of the philosophy, "Honesty is the best policy."

But the young man who already may have his doubts whether in all cases a strict adherence to honest dealings really is the best policy must at least take careful measure of himself before he decides that honesty isn't necessary, and that he has a promising substitute in sharp practices. If his scheme is to pick up 100 bank notes of \$10,000 denomination, and he has figured to a certainty that he can escape with the package, he knows that he will have a sudden fortune of \$1,000,000 in a moment. But if in any attempted line of business which shall call for exploiting as an individual in competitive fields that young adventurer decides that he has a short and crooked route to success, he is in almost certain line for that startling news phraseology, "failed in business."

John A. Howland.

Heaven gives a man less than he expects and more than he needs—even of misfortune.

A credulous woman is the easiest thing in the world to deceive—except a credulous man.

Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



Movements of Merchants.

Manistee—J. E. Rumbell will soon open a new grocery store here.

Coldwater—Frank Walters has opened a new grocery store at this place.

Port Huron—A new grocery store will soon be opened by Robert French.

Calumet—Henry Fliege will succeed Hall & Williams in the meat business.

Muir—L. H. David will soon open a store at Hockaday and will be succeeded in business here by Miles R. David.

Wyandotte—John G. Liddle has embarked in the shoe business with his son under the style of J. G. Liddle & Son.

Ann Arbor—Anna Spathels has purchased the grocery stock of the W. F. Ludholz estate and will continue the business.

Casnovia—C. F. Martin & Co. will open a hardware store. They will continue to conduct their lumber and brick yard as heretofore.

Belleville—H. D. Morse and Wm. C. Barton have purchased the general merchandise stock of Dr. F. D. Whitacre and have taken possession.

Menominee—J. K. Pangborn, formerly engaged in the blacksmithing business, has discontinued same and opened a grocery store at the same place.

Lowell—W. A. Gibbs has purchased the interest of L. A. Bruner in the Lowell Roofing Co. and will continue the business with Byron Frost.

Hubbell—The stock and fixtures of the Hubbell Co-operative Society have been sold to the former manager, T. C. Corbeil, Jr., who will continue the business.

Marquette—H. A. Martin has disposed of his bazaar stock to Nellie B. Smith, who will continue the business. The dry goods department has been closed out.

Litchfield—U. J. Ackley, of Central Lake, has purchased the grocery stock of J. O. Shepard and will take possession as soon as the goods can be invoiced and transfer made.

Morley—Chas. E. Hawley, dealer in hardware and implements, has sold an interest in his business to Elroy Moore, which will be conducted in the future under the style of C. E. Hawley & Co.

Sault Ste. Marie—Thomas McBride and John P. Connolly have purchased the harness shop of H. McDonald & Co. and will continue the business under the style of the McBride-Connolly Harness Co. Mr. Connolly will assume the management of the new store.

Detroit—The wholesale and retail coal, ice and builders' supplies business formerly conducted by Wm. T. Bowen has been merged into a stock company, under the style of the W. T. Bowen Coal & Supply Co. The corporation has an authorized capital stock of \$10,000, of which amount

\$5,500 has been subscribed and paid in in cash.

Turner—The banking business formerly conducted by A. H. Phinney & Co., under the style of the Turner Bank, has been merged into a stock company under the style of the State Savings Bank of Turner. The corporation has an authorized capital stock of \$20,000, all of which has been subscribed.

Berrien Springs—Frank B. Ford has sold his meat department to Pennell & Lybrook, his hardware department to Horan & Wilson and his grocery department to Ridson & Graham. Horan & Wilson will conduct their business under the style of the Wilson Hardware Co. Mr. Ford is retiring from trade on account of ill health.

Manufacturing Matters.

Oscoda—The mill firm of Hull & Ely has signed a contract with Selig Solomon to cut the latter's logs, and will cut about 6,000,000 feet this season.

Munising—The Superior Veneer & Cooperage Co. is putting in a camp at Sampson, preparatory to summer logging. The logs will be handled by trucks.

Ontonagon—The sawmill of James Bowles started last week, and it is manufacturing 30,000 feet daily. The heading factory will be started in two weeks.

Chatham—Hall & Nevius recently installed a sawmill at this place. The firm has several million feet of pine and hardwood on lands in Alger county and is now engaged in cutting it.

Three Oaks—The Lee Wall Bracket Co. has been incorporated with an authorized capital stock of \$10,000, of which \$6,550 has been subscribed, \$500 being paid in in cash and \$6,050 in property.

Detroit—The Lawrence Corset Co. has been incorporated to manufacture corsets, with an authorized capital stock of \$50,000, of which amount \$25,000 has been subscribed, \$1,000 being paid in in cash and \$24,000 in property.

Big Rapids—The Big Rapids Wagon Seat Co. has begun work on a batch of wagon seats, made from a design by C. F. Karshner, and for which letters patent are pending. Thos. H. Coughlin is the business manager.

Detroit—A corporation has been formed under the style of the Mexican Crude Rubber Co. for the purpose of manufacturing crude rubber. The authorized capital stock of the new company is \$200,000, of which amount \$155,000 has been subscribed and paid in in cash.

Detroit—A corporation has been formed under the style of the Witchell-Sheill Co. to manufacture boots and shoes. The corporation has an authorized capital stock of \$50,000, of which amount \$32,560 has been subscribed, \$15,000 being paid in in cash and \$17,560 in property.

Jackson—The Fashion Ladies' Garment Co. has filed articles of association with the county clerk in the sum of \$10,000. It is divided into 1,000 shares of \$10 each and \$1,000 is paid in. The stockholders are Her-

man C. Kamp, Herbert G. Bray and Floyd A. Burns. The object of the corporation is the manufacture and sale at wholesale and retail of ladies' and gentlemen's wearing apparel and ladies' and gents' furnishing goods. The business is to be conducted in this city.

Calumet—The Tyoga Lumber Co. has purchased from Daniel W. Powell and associates, of Marquette, 4,000 acres of timber lands contiguous to the company's holdings in Alger county. The lands are not in a solid block, but are close together, and are easily reached by logging roads leading to the Tyoga sawmill. Estimates show 60,000,000 feet of hemlock, pine and hardwood, which will be sufficient to give the purchasers several years' cut for their mill at its present capacity. The total holdings of the Tyoga Company amount to 7,000 acres. The mill has a daily capacity of 50,000 feet, exclusive of the shingle and tie mills. The by-products plant will be started as soon as the machinery can be installed.

Owes Over Seven Thousand Dollars.

Anna L. Joyce, milliner at 128 Monroe street, has uttered a trust mortgage for \$7,060.08, securing twenty-two creditors for the following amounts:

Corl, Knott & Co.	\$1,319 60
Fisk & Co.	1,532 41
Reed Brothers	1,000 00
Theo. Ascher	566 59
Kimmerlee & Davis	214 25
Hemsheimer Bros.	273 56
American Paper Box Co.	20 63
Maier Bros.	79 03
Sinclair & Rovney	811 00
Mitchell Moddy	9 00
Kate McLaughlin	235 00
E. B. Joyce	150 00
Hart & Co.	243 91
Sommerset Kalicher & Soomth	42 50
E. M. Cummings	9 00
Gage Bros.	290 85
J. Bomberger	11 50
Columbia Hat Co.	26 25
Peoples Savings Bank	150 00
Evening Press	25 00
Herald	25 00
Daily News	25 00

Hon. Peter Doran is named as the trustee of the mortgage. The stock has been appraised at \$2,500.

Geo. McManus, Michigan representative for Dibble & Warner, of East Hampton, Mass., has formed a co-partnership with Peter S. Boter, for seven years salesman for J. N. Trompen & Co., under the style of P. S. Boter & Co., to conduct a clothing business at 16 Eighth street, Holland. Mr. McManus will continue his road work for the present and shortly remove to Grand Rapids from Detroit so as to be nearer his business venture.

The stock of hardware and agricultural implements of Otto J. Kuhn, bankrupt of Belding, has been ordered sold by the Referee on Friday, June 15, at 2 o'clock. The Referee orders that the stocks of hardware and agricultural implements be offered separately. William J. Wilson, of Belding, the Trustee, has made an inventory of the stocks and will conduct the sale.

Uttered a Trust Mortgage.

Beers Brothers, dealers in hardware and implements at Ravenna, have uttered a trust mortgage, securing their creditors to the amount of \$1,940, as follows:

Scotten Tobacco Co., Detroit.	\$ 9 60
Peninsular Stove Co., Detroit.	5 01
Art Stove Co., Detroit.	1 26
F. E. Meyers & Bro., Ashland, Ohio	1 38
Ashland Steel Range Co., Ashland, Ohio	9 56
Hume Grocery Co., Muskegon	516 67
Sparta Milling Co., Sparta.	8 93
Moore Plow & Implement Co., Greenville	10 38
Voigt Milling Co.	20 23
Clark-Rutka-Weaver Co.	115 69
H. Leonard & Sons	25 17
International Harvester Co.	8 50
Wm. Brummeler & Sons	5 71
Kuppenheimer Cigar Co.	5 50
Jennings Manufacturing Co.	3 75
Bateman Mfg. Co., Grenloch, N. J.	23 00
Parks Mfg. Co., Lowell.	6 00
Iroquois Cigar Co., Flint.	8 25
Bucher & Gibbs Plow Co., Canton, Ohio	17 50
H. Van Eenenaam & Bro., Zeeland	6 00
Phelps & Bigelow Wind Mill Co., Kalamazoo	2 10
Ohio Cultivator Co., Bellevue, Ohio	5 67
F. W. Squires, Bailey	21 88
Lehr Agricultural Works, Fremont, Ohio	2 81
M. C. Barnoski, Ravenna, rent of store from April 1, 1906, at \$10 per month	

Notes.

Bucher & Gibbs Plow Co.	\$ 20 39
Coopersville State Bank	117 88
Reed Mfg. Co., Kalamazoo	21 00
Roderick Lean Mfg. Co., Mansfield, Ohio	19 20
Clark-Rutka-Weaver Co.	343 81
F. W. Squires	227 63
H. J. Van Zalingen, Muskegon	200 00
John Youngs, Ravenna	150 00

J. J. Rutka is named as trustee. The stock is appraised at \$1,700. The partners have waived their exemptions and turned over everything to their creditors.

Failure of Cadillac Shoe Dealer.

Carl Herman Hedberg, shoe dealer at Cadillac, has uttered a trust mortgage on his stock, securing his creditors as follows:

Herold Bertsch Shoe Co., G. R.	\$491.91
Rindge, Kalmbach, Logie & Co., Grand Rapids	61.00
J. Miller & Co., Racine, Wis.	257.45
Racine Shoe Co., Racine, Wis.	270.00
Waldron, Alderton & Melze, Sag.	213.90
LaCrosse Knitting Works, LaCrosse, Wis.	35.24
Michigan Shoe Co., Detroit.	75.00
Pillsbury Howe Shoe Co., West Derry, N. H.	244.80
Western Shoe Co., Toledo, O.	412.00
V. Schorner Boot & Shoe Co., Milwaukee	132.00
Fitzpatrick Shoe Co., Stoughton, Mass.	141.00
Packard & Field, Brockton, Mass.	56.40
Continent Shoe Co., Chicago, Ill.	186.50
Whittemore Bros., Boston, Mass.	27.00
Brown Shoe Co., St. Louis, Mo.	137.75
George Hurst, Cadillac.	673.93
People Savings Bank, Cadillac.	400.00
Hathaway, Soule & Harrington, Boston, Mass.	130.55

Fred. E. Walther, of the Herold-Bertsch Shoe Co., is named as trustee of the mortgage. The stock inventories \$3,432.62 at cost price. Geo. Hurst, whose claim is \$673.92, is the former owner of the stock and sold same to Hedberg & Mohl.



The Produce Market.

Asparagus—Home grown fetches 65c per doz.

Bananas—\$1 for small bunches, \$1.25 for large and \$1.75 for Jumbos.

Butter—Creamery is in strong demand and large supply at 20c for extra, and 19c for No. 1. Dairy grades are in moderate demand and ample supply at 15c for No. 1 and 12c for packing stock.

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

Celery—Florida commands \$1.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—60c per doz. for home grown hot house.

Eggs—Local dealers pay 14c f. o. b. shipping point. Receipts are still large, but the storage demand tends to prevent any accumulation.

Green Onions—Evergreens, 10c; Silver Skins 15c.

Green Peas—\$1.25 per bu. box.

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

Lemons—The market is strong at \$5@5.50 for either Messinas or Californias. There are tales of a short crop in California and this, coupled with the fact that the season of largest consumption is not far distant, creates a very firm feeling. Offerings of Sicily lemons in New York will be very large during the coming week and the strength of the market will be severely tested.

Lettuce—8c per lb. for hot house.

Onions—Texas Bermudas, \$1.50 per crate for Yellows and \$1.75 for Silver Skins.

Oranges—California navels have advanced to \$5@5.25; Mediterranean Sweets have moved up to \$4.25@4.50.

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—Old stock has advanced 20c per bu. during the past week, being now quotable at 90c. The present remarkable strength of the market is due to the falling off in receipts and the low supplies on hand. Stocks are pretty well cleaned up throughout the country. Northern Michigan shippers who struck the market just when prices were low and the feeling weak became discouraged and ceased shipping, thus sending the market up again. New potatoes from Texas are 25c per bu. cheaper and are moving freely, although the crop is small in comparison with former years. The price at present is \$1.50 per bu.

Poultry—There is very little doing in the poultry line at present. Receipts are light and so is the demand. There are not such large receipts of

good broilers as usual. Many of the young roosters are coarse and staggy and the demand seems to be nearly all for hens. Large fat hens are up ½c a pound.

Radishes—12@15c per doz.

Strawberries—Benton Harbors command \$1.75 for 16 qt. cases. Missouri fetch \$2.75@3 for 24 qt. cases.

Tomatoes—\$3.25 per 6 basket crate.

Wax Beans—\$1.75 per bu. box.

Merged Their Business Into a Stock Company.

Hirth, Krause & Co. have merged their mercantile and manufacturing interests into a stock company under the style of the Hirth-Krause Co. The corporation has an authorized capital stock of \$350,000, of which \$250,000 is common and \$100,000 preferred. At the time of filing the papers \$30,000 preferred and \$192,000 common had been issued. The stockholders of record and the amount held by each are as follows:

G. Adolph Krause	\$53,500
E. T. Hirth	63,600
Samuel Krause	17,700
Otto A. Krause	18,000
Oscar Hirth	21,500
Frederick Hirth	47,700

All of the above subscriptions are for common stock with the exception of Frederick Hirth, which is for \$30,000 preferred and \$17,700 common. The arrangement provided for leaves \$128,000 of the stock still in the treasury, which will be ultimately placed among the traveling salesmen and other employes of the house. All of the stockholders of record are directors with the exception of Frederick Hirth, who will retire from active participation in the business. The officers are as follows:

President—G. Adolph Krause.

Secretary—E. T. Hirth.

Treasurer—Samuel Krause.

The property merged into the corporation includes the wholesale shoe finding establishment in this city, the shoe factory at Rockford and a controlling interest in the water power and electric plant at the latter place.

The business was established by G. Adolph Krause and Frederick Hirth in 1883 under the style of Hirth & Krause and was then located at 118 Canal street. When the firm outgrew these quarters the business was moved to 12 and 14 Lyon street, where it remained until 1898, when the present commodious block on South Ionia street was erected and occupied. The business of the house has been constantly expanding in volume, the aggregate of sales last year having been 25 per cent. greater than the year before. So far this year the sales have increased more than 25 per cent. over the corresponding period of last year. The house has always enjoyed good credit and excellent management and there is no reason to doubt that the experience of the past will be repeated in augmented velocity in the future.

It is easy to lead people wrong; it is hard to lead them back. It is easy to create a wrong impression; it is hard to eradicate that impression.

It is easy to convince ugly girls that pretty clothes are frivolous.

The Grocery Market.

Coffee—On Brazilian grades the general drift of the market for some time past has been towards liquidation, with strong bearish predictions on the part of many who consider themselves to be experts through their connections with speculations in futures, but whose knowledge is more in the nature of general gossip than by any connection with the actual coffee market itself. The liquidation, while temporarily resulting in lower values, is not hurtful to the position, as the coffee is gradually passing from outsiders into the hands of the actual coffee trade, who not only consider present prices low enough to warrant a larger interest than they have taken heretofore but also to release hedges that have been put out against merchandise. Negotiations are proceeding in the Brazil Congress on the question of valorization, and it is now presumed that the law will be accepted with some compromise as to the rate of exchange. The Brazilian national credit, as well as that of the leading states, has always been high, and there will be no trouble about negotiating a loan for the financial part of it to an extent sufficient to put valorization on a practicable basis.

Tea—The demand moves along in the average seasonable way, there having been no developments of any important character. Advices from Japan received during the week state that the market for new teas there has advanced 1c per pound since the opening, and the price is upheld steadily on that basis. Spot prices are unchanged throughout.

Canned Goods—Rumors are ripe regarding a further advance in the syndicate's price on spot tomatoes, but as yet no announcement has been made. Although jobbers are not much inclined to renew their stocks of spot goods, they report an increased demand from the retail trade, and while the movement in that direction is rather below the normal for the season, owing to the comparatively high prices, it is still of good volume, confirming the impression that in most cases that branch of the trade has been working on light stocks for some time. They are disposed to buy cautiously, however, so as not to be caught with a surplus of goods should there come a break in the market. In this policy they seem only to be following the example of the jobbers. Spot corn of good quality is not plentiful and with a steady demand from consumers the market is strong, with an upward tendency. Advices from Maryland are to the effect that owing to the cold spring there is a very poor stand in most fields and a great deal of replanting will have to be done. The Maine crop also has been set back by cold and wet weather and similar conditions are said to prevail in New York. Pea packing on a small scale has already started in Baltimore, but the cost of raw stock is so high as to be almost prohibitive, and it is not expected that the factories will be well under way until the coming week. Spot peas of desirable quality are reported to be closely cleaned up and hence business

is kept within very narrow limits. The demand has been accelerated by the news from the South and Central West of a probable heavy shortage in this season's pack, owing to prolonged drouth and ravages of pea lice. The demand for spot salmon of all kinds is increasing with the approach of the season of largest consumption, and as supplies of all descriptions are light and well controlled, the market has a strong tone. Domestic sardines are reported to be in good demand, and with a light pack to date, owing to the scarcity of fish, the market is firm and tending upward. Canned fruits of all descriptions are in an unusually strong position, the indications being that the market will be bare of all the favorite varieties before the new season's goods are ready for distribution.

Rice—Supplies continue to diminish steadily under the demand, although the latter is of the hand-to-mouth order. The market remains very firm on all grades, with prices interesting to the retail trade in small supply.

Dried Fruits—Currants are in light demand at unchanged prices. Raisins are dull, both loose and seeded, spot and futures. The trade are hoping for even lower prices on raisins, although the packer can scarcely afford to sell any cheaper under present circumstances. Apricots on spot are in light demand and very scarce. All prices on futures have been withdrawn, owing to the damage done to the crop. Armsby was quoting as much as 13c for choice apricots f. o. b. coast. The demand for citron, even at 18@20c in a large way, is good. Prunes on the coast are reasonably strong on a 4½c basis, but the market in the East is about ¾c below that. Futures are unchanged on a 3c basis for Santa Claras, and about 2¾c below that for outside brands. The demand is light. Spot peaches are very scarce and dull. Nothing to speak of is doing in futures, although in New York some sales have been made at the high prices named a few weeks ago. As the raw fruit is commanding a high price in California, future peaches may not decline as they were expected to do.

Syrups and Molasses—Sugar syrup is in fair demand. Prices are unchanged. Molasses is unchanged and in light demand. Glucose has remained unchanged during the week, and although still firm seems less certain to advance than some time ago. Compound syrup is unchanged and in fair demand.

Fish—The new sardine season is about to open, a few new goods having already been offered. The demand for sardines is fair at unchanged spot prices. Salmon is steady and unchanged. Cod, hake and haddock are dull and easy. Mackerel has been quiet and unchanged, with the new season about to open.

C. D. Crittenden was 39 years old Monday and his better half treated him to a surprise by inviting a household of his business associates to join him at dinner. The affair was a very happy one.

WINDOW TRIMMING

Holidays Do Not Receive Attention as Formerly.

Decoration Day came and went and in but few windows was to be seen anything that bore even a faint suggestion of remembrance of the day on which we decorate the graves of our Nation's heroes. Time was when there was scarcely a store in town but got up elaborate trims commemorative of this occasion. I heard of one striking window which was the most talked of of any containing a hint of this important day. It was a dry goods store which attempted a most realistic scene. One of the big windows was laid out to represent a cemetery, the entire floor being of grass. There was a mound of the real sod, supposedly the grave of a soldier. A large cross was at the head, near which stood a beautiful dummy lady enshrouded in the deepest of "widow's weeds." Large flags were draped in the background and, if I am correctly informed, there were three stacked army muskets at one side of the grave, while flowers and little flags lay on top. The window was in everybody's mouth, crowds flocking to see "that widow in the cemetery!"

The next day interesting to all is Graduation Day. 'Tis easy enough for the young men to pick out their conventional clothes, but with the young ladies it's very different. Custom has settled down to sheer white Swiss for Commencement dresses, in place of thin silk. Of course, the simpler these are the more appropriate they seem for the young girls who have finished the High School work. In my opinion, mothers make a mistake in allowing the graduating gown to be loaded down with trimming.

The dry goods stores have already begun to show dainty goods appropriate for this event. And other stores are putting forward books, jewelry, etc., as proper and acceptable presents for the young people who have reached this mile-stone in their life's journey.

The Millard Palmer Company has a whole section of a window especially devoted to books of this character.

Those people who like to study the beginnings of things will enjoy looking at the four original drawings by F. C. Yohn for Frances Hodgson Burnett's new book, "The Dawn of a To-morrow." Such pictures are always a lodestone that helps materially to sell any book put on the market, and this company is wise in bringing them before the reading public so often as it does.

Many people, in going away to a resort for the summer, want good literature to take along, to improve themselves or to pass time away when otherwise it would hang a trifle heavily on their hands; but they will hesitate to pack up books or maga-

zines of which they "feel choice," as these are liable to go a-lending and perhaps never return to their owner. Such a contingency may be forestalled by laying in a stock of cheap-bound books of a good character, and then if one is "lost, strayed or stolen" its disappearance is not a matter of much moment—only a few cents. When such works as Sir Walter Scott's Kenilworth may be purchased for 7c no one need go away for the heated term illy supplied with first-class reading matter. A Palmer placard with this and similar books says:

Summer Reading
7c
4 for 25c

Such advertising is "taking Time by the forelock."

A "fancy work" window always spurs on the ladies to fresh endeavor in this sort of pastime, and the result to the merchant is seen in augmented sales of embroidery silks and other embroidery material. Quite a quantity of the handsome Oriental-looking "jewel work" is again seen. A new kind of waste basket is coming to the front. It is made of extremely stout round splints, such as are used for the common old-fashioned kitchen clothesbasket, only larger in diameter—a contrast to the weak flimsy affairs dignified by the name but of no practical use where a raft of healthy children are on the tapis. It comes in solid colors, and should prove a boon to the office man or householder who wishes something that will stand wear and tear.

The Ten Cent Store can show "a little of everything in stock," which is no objection with this class of merchandise, as its profits are made up by selling "a little here and a little there," and a great variety of stuff must be shown in order to attract the description of trade catered to by such a store. However, I do think that the present care-taker of the windows puts a trifle too much in at times—so much as to confuse and weary the eye. This is the only criticism I would make on his usually excellent windows. This week are to be seen samples of the following articles: Shoe laces (ticketed 5c per doz.), tacks, currycombs, lawn seed and trowels, meat choppers, cooking spoons, lemon squeezers, pancake turners, ice picks, tin pans and pails, corkscrews, flower holders, flatiron handles, can openers, hinges, carpet claws, nippers, picture wire, com-mode pulls, sewing machine cans and sewing machine oil, shoe blacking, glue, paste brushes and various other sorts, sofa covers, bead necklaces, stick pins, souvenir cards (of which quite a specialty is made by this enterprising management), crumb trays, pocketbooks, doilies, dresser scarfs, hose and hose supporters, fancy stocks, underwear, gloves, ribbons (real pretty, too, Dresden pattern and all that), artificial flowers, handkerchiefs, "and then some," as the small boy says, demonstrating truly that "Variety is the spice of life."

There is to be observed a return to the old-fashioned weaves in summer silks for shirt waist suits, even more grandmotherly combinations of shades appearing than we saw last year—changeable blue and gray, giving the underlight of a passing cloud on a sunshiny day, and pink and gray, reminding one somehow of the leaves of a foliage plant with the dew still lingering. Little checks are seen, just like the scraps one runs across in old, old books.

"Original packages," especially of foreign goods, are appreciated by the majority of persons, most of us liking to see the way in which other people than Uncle Samuel put up their wares for transportation. A special sale is going on in one establishment of inexpensive Jap cups and saucers, and the open dishes are displayed alongside the unpacked stacks, which look like little rollers wound with coarse straw of a greenish tint. An entire sidewalk showcase is given up to this exhibit.

Dealers make a mistake by not showing oftener to a curious public the way in which they receive their stock. Even an ordinary dry goods box containing calicoes, hosiery or what-not would be a revelation to many, and a row of such, tilted so the contents might be seen from the street, would bring people to a standstill in front to see "what it all meant." These should be placarded somewhat as follows:

This Is the Way
We Get Your Goods
Drop in and See Them
On the Shelves

A windowful of bright hammocks has this for a card:

Summer Comfort
at
Small Expense

Something new in this line is a stationary frame holding a hammock for infants. The hammock is like a half-cylinder in shape, but so small that a baby, unless a very tiny one, would have to be tied in to keep it from falling out; not so utilitarian as would seem at the first glance.

The new styles of shoes are claiming much notice from the Fair Sex. One can hardly start out to match up a costume with all the accessories and not be able to find shoes to go with it. There are charming little oxfords in a small green and white check, with the buttonhole pieces in patent leather and the holes large enough to use ribbon lacings. Some have patent leather vamps and white canvas at the top, and patent leather and dull finish are used in all sorts of ways together. Gay red oxfords strike the eye, and soft-finished black leather uppers with red heels are another fancy. The choice of heel shapes seems to be about equally divided between French, Cuban or Military and low. It goes without saying that the sensible ones taboo the first-named and that the frivolous ones wouldn't be seen dead in the last-mentioned.

Good advice seldom profits a man as much as a good scare.

Stove Manufacturers Booking Big Orders.

In addition to booking heavy orders for the regular line of summer goods, many of the leading hardware manufacturers report an unusually early demand for all descriptions of stoves. In all sections of the Central West business in stoves is reaching large proportions, and, notwithstanding the fact that extensive supplies were carried over by the jobbers from last year, the stocks in the hands of these middlemen are being rapidly exhausted, so that they are compelled to call upon the manufacturers for supplementary orders. Many of the leading stove makers have built additions to their old works, while numerous new concerns have entered this branch of the hardware business and are planning to swell the output materially with their production. While the bulk of the business is now in oil and gas stoves, the demand for all classes of heaters is increasing every day. Prices of all kinds of stoves, despite the higher cost of raw materials, are being held at substantially the same figures as those prevailing last year.

As a result of the increased cost of refined copper, however, the prices of copper sheets have been advanced by the manufacturers $2\frac{1}{2}$ to $3\frac{1}{2}$ c per foot, and most manufacturers of tinned wire are also raising their prices slightly. Poultry netting and fencing are not selling as freely, as most of the largest consumers have already covered their requirements, but there is still a good demand for nails and wire cloth.

The export business in hardware is also increasing, and many manufacturers are taking care of their foreign trade, even when they could very easily dispose of all of their products in the home markets. As almost all sections of the country are in a prosperous condition, it is expected that the present activity in builders' hardware and mechanics' tools will continue throughout the summer months.

Dictionary Girls.

A sad girl—Ella G.
A nice girl—Ella Gant.
A rich girl—Mary Gould.
A sweet girl—Carrie Mell.
A nervous girl—Hester Ical.
A warlike girl—Millie Tary.
A musical girl—Sarah Nade.
A clinging girl—Jessie Mine.
A smooth girl—Amelia Rate.
A lively girl—Annie Mation.
A great big girl—Ella Phant.
A flower girl—Rhoda Dendron.
A profound girl—Metta Physics.
An uncertain girl—Eva Nescent.
A muscular girl—Callie Sthenics.
A geometric girl—Hettie Rodox.
A clear case of girl—E. Lucy Date.
A disagreeable girl—Annie Mosity.

Nobody ever complains that the wages of sin are too low.



IT'S A MONEY MAKER
every time, but you will
never know it if you never
try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

MEN OF MONEY.

They Do Not Forget Old Friends or Foes.

That men who have the quality of getting there are tenacious of memory as well as of purpose frequently is shown by incidents in the lives of millionaires.

In 1869 a young country school teacher was made superintendent of schools in Columbia City, Ind. He saved money, bought a little property, speculated, was supposed to be doing well, and finally left town suddenly with \$2,000 worth of debts behind him. In 1885 he turned up in Seattle. He bought the Daily Post Intelligencer, organized a stock company, and in a short time was paid \$8,000, which he at once put into the plant. He became interested in almost everything—railroads, mines, street railways, financial institutions and politics. Then came the panic of 1893 and he again met failure before he had stopped to think of success. He disappeared into the Orient and it was predicted by all except a few who believed in him that he would never be heard from again.

This was Leigh Hunt, who is today believed to be worth at least \$15,000,000. His first return was temporary. He had just sold his interest in gold and silver mines in Corea for \$6,000,000 and he stopped work to make the trip to Seattle, first publishing that on a certain day he would be there and pay off the claims against him. In one day he paid out more than a million dollars. He had a list of every man he owed and he paid the claim according to his own books, with interest, and in some cases with compound interest. More, he looked up every person who had invested money on his advice and had lost and made good the consequences.

Friends were helped who had been loyal to him, and then, when he was through, he went back to Columbia City. To settle his \$2,000 claims he paid out more than \$12,000. For a claim of \$100 he would pay \$250 and in addition he made generous presents to friends of his boyhood. At different times he has taken thirty young men from Columbia City and made them bosses and superintendents in his mine in Corea. His brother has been superintendent of the works.

When Leonore F. Loree was ousted from the Rock Island lately it recalled a story of another kind of settling of old scores which happens as often but less frequently is brought to light. Years ago when W. B. Leeds was a passenger conductor on the Vandalia, with Daniel G. Reid, they were discharged by Loree. General Manager of the road. Some one had discovered and told that their incomes averaged about \$500 apiece a month. This seemed too much from Loree's point of view, and he let them both go.

They went to Muncie and opened up their first little tin factory, and then got into the gas business with the Moore brothers. The Moores acted as patrons for the young men, who made money rapidly. Later they were all such heavy holders of Rock

Island stock that they practically controlled it, Leeds being at this time the heaviest stockholder.

All this time Reid and Leeds had not forgotten Loree. They induced him to leave the Baltimore and Ohio, of which he was President, and take the presidency of the Rock Island at a salary of \$75,000. He was to have a guarantee of \$500,000 and a contract stating that he could not be discharged. In case of death his salary was to continue to his widow. The bait naturally was sufficient to draw him from the Baltimore and Ohio, and his success reached the spectacular.

Nine months after his acceptance of the presidency there was a meeting of the directors. Loree, Leeds and Reid were present. It was Loree's policy to make changes in the road and he had practically appointed a new staff since he had become President. He had discharged even firemen and crossing men, and nobody had objected, and he had come to the meeting expecting to make other changes.

First he proposed a man for general superintendent and it was allowed to pass. Then he proposed a man for general manager who had been on the Pennsylvania.

"You can't have him," said Reid.

This was the first intimation that Loree had of trouble.

"Why, he's the most important man I've got," said Loree.

"You can't have him," Reid answered.

"I've got him in the building now waiting to hear from me," said Loree.

"Well, he doesn't get it," Leeds put in.

"But he's quit another job to take this," said Loree.

"He doesn't take this," persisted Leeds.

Loree grew angry. "If I can't have the men under me that I want," he said, "I'll resign."

"It's accepted," said Reid and Leeds, both at once.

It went. Loree tried to prevent being jobbed, but as he had resigned in the presence of all the directors it stuck. He talked of starting suit against the road, but he never brought it.

Rockefeller never forgets to reward those whom he considers enemies or friends. Strange cases of his deafness to appeals for help when men have gone to him in a crisis have been credited to a former grudge. Also in rewarding those whom he considers faithful he has pursued the hidden hand policy. Several times a chain of apparently natural circumstances leading to the enrichment of a friend has been traced to the planning of the oil king.

His first teacher in the old country school house was Miss Waity Soule, who afterward became Mrs. Schoolmaker. As a boy John was devoted to this teacher, and the largest apples in the Rockefeller cellar found their way to her desk. When fortune smiled he did not forget her and had her looked up by his agents in the quiet and effective way that is identified with the Rockefeller investigations. It was found that she

was active in church and missionary work, and he placed large sums of money at her disposal. In her later years she lost her husband and small fortune, and he gave her a generous pension until her death.

James J. Hill's faculty for remembering the friends of less affluent days is shown time and again.

Several years ago a pioneer jobber of St. Paul failed. He was old, with a dependent family, and practically destitute. But he had given Mr. Hill a clerkship in a time long past, and Mr. Hill advanced to his old employer the means to take care of himself and family and to travel in search of health. This was kept up as long as the old man lived and his family were provided for afterward. Prominent among the men in his offices at St. Paul always have been sons of friends of his boyhood in the neighborhood of the tiny Canadian town in which he was born.

Stillwell has a way of looking up men who encouraged him ten years ago. One day he took several European financiers, among them a couple of English noblemen, into the little office of an old fellow solicitor. He introduced him to his party as the man who made him by encouraging him when everybody else considered him an impractical dreamer. He has hunted out many old friends and put them in the way of better things. One day he came across one who was selling subscriptions for books. He gave him a trial as a negotiator of bonds and then sent him to London to handle a big bond issue under conditions that promised success.

G. R. Clarke.

Safe.

Rev. Silently Buttin—My little man, why are you not in school?

Little man—My ma said for me to run out and play, so I ain't goin'.

Rev. S. B.—But suppose the teacher licks you?

Little man—She won't, 'cause ma can lick the teacher.

Rev. S. B.—How do you know?

Little man—'Cause me can lick pa.

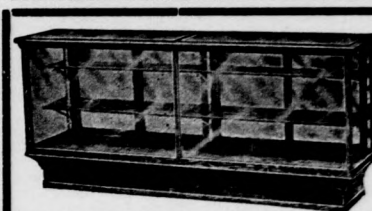
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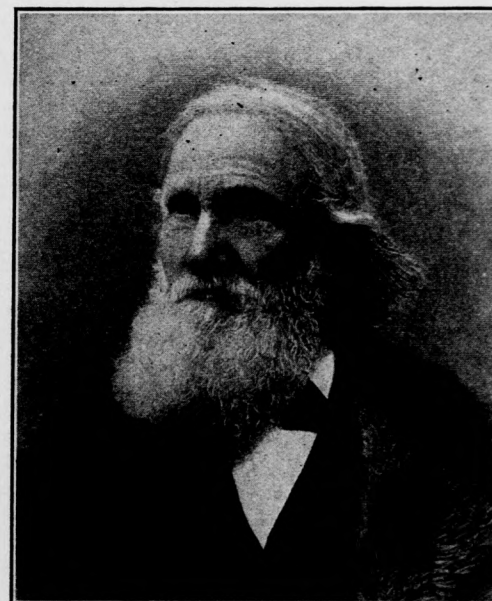
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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 6, 1906

THE MADRID MURDERS.

While there can be only one opinion as to the dastardly character of the attempt on the life of King Alfonso and his newly-made Queen in the streets of the Spanish capital last Thursday while the wedding procession was returning from the ceremony at the church to the royal palace, there are many well-meaning people who are disposed to take a less serious view of the matter than they should, under the entirely false impression that such attempts are the inevitable result of the existence of monarchy, and therefore are confined to European countries where the kingship still flourishes. This is an entirely erroneous idea. The so-called anarchist does not restrict his field of operations to countries where monarchy obtains. On the contrary, he is as much in evidence in the United States and in other Republican countries as he is in Europe. It is not yet a decade since President McKinley was assassinated in the most public place of Buffalo by one of this pestiferous breed, who had no other excuse to offer for his deed but his anarchist theories and his enmity to all heads of States. Within a generation President Garfield also fell by an assassin's bullet, and again the peculiar tenets of the anarchist were offered in extenuation of the crime. Our Presidents must now be as carefully guarded as any European potentate.

The truth of the matter is that the hand of the anarchist is against everything that represents law and order, hence every official charged with the administration of the laws is a marked man according to the anarchist code. As such reptiles naturally prefer a shining mark, it is customary for them to make emperors, kings and presidents their main victims, although they by no means confine their activities to this class. Their lesser victims attract less notice, and therefore do not commonly figure in the price which civilization has to pay for its very existence.

In the case of the latest outrage the King of Spain was marked out for sacrifice, because for the moment he was in the popular eye the most shining mark of all whose death would naturally strike the greatest terror to the hearts of all the law-abiding

people. The facts that the King of Spain is little more than a boy, that he was in the very act of bringing home a lovely bride, in a word, the very circumstances, above all others, that should have secured him immunity from harm at the hands of even the most hardened criminal, were the very considerations that drew down upon him the vengeance of the anarchists.

It is well for law-abiding people everywhere to consider carefully the fact that the hand of the anarchist is against all law and order, and not merely against monarchy and despotism. The despot is better guarded, and for that reason in less danger from the anarchists than ordinary heads of nations where constitutional and representative government obtains. Since then the hand of this description of assassin is against all law-abiding people, it follows that all law-abiding people should league together to hunt him and his kind down just as a mad dog or wild beast would be hunted down and exterminated. There should be no place in the civilized world where such monsters can find asylum. The various countries should enter into an agreement to arrest all persons suspected of anarchist crimes, and where the crime is proved promptly turn them over to the country where the deed was committed for punishment.

In the case of the Madrid crime, the fact that the King and Queen escaped injury is no palliation. A score of innocent bystanders were killed and shockingly mutilated and many more painfully wounded. When the fiend who planned the crime determined upon its commission he was fully aware that many inoffensive people would suffer in addition to the victim for whom the bomb was intended, but that knowledge did not for a moment deter him from attempting his hellish purpose. Yet it is such wretches that the Russian Duomo would have amnestied, and it is for the benefit of such that it advocates the abolition of the death penalty. The fact of the matter is that ordinary execution is too mild a punishment for such miscreants.

AN AWFUL PRIVATION.

The Congressional conferees have agreed on the Railway Rate Bill. Most stringent among the various stringent things in the bill is that which relates to the giving of passes. In brief, the giving of passes is prohibited and any violation of the ordinance is punishable by a fine not exceeding a thousand dollars.

Naturally, this result carries consternation into the halls of Congress and the State legislative halls because it will be utterly impossible(?) hereafter to run home from Washington at holiday times or for election days; our friends at Lansing, Columbus, Springfield, Madison, Albany and other centers of political interest will be unable to adjourn Friday noons, go to their respective homes and return on Mondays. Then, too, the cost of looking after "fences" during State and National campaigns will be very greatly increased to candidates.

All this is as child's play when

compared with the despair that weighs down the chief officials and leading negotiators of the great corporations which produce at least 50 per cent. of the freight tonnage going to the railways.

No longer will it be possible for the president, vice-president, secretary, treasurer, auditor, purchasing agent or any corporation official to step into a railway office in Detroit, Chicago, St. Louis, New York, Boston or elsewhere, buy a round trip ticket to any given point, pay cash for it, receive the ticket and have the ticket agent or some other representative of the railroad immediately return to the purchaser the cash paid for the ticket.

It will be impossible to do this because the law says it must not be done. Then, too, under the circumstances no decent railway man would return money so paid without requiring a receipt therefor and, moreover, no proper minded person would accept such money as a gratuity.

When the All American Saddle and Linch Pin Co. gains a million dollar contract from the Gould lines, or the Ox Bow and Arrow Coal Co. is awarded a contract to furnish two million dollars' worth of coal to the Vanderbilt system, they have the satisfaction of knowing that no evasion or whipping-around-the-stump can possibly secure passes as "a consideration."

Then, too, those qualifying words as to the penalty: "not exceeding."

It may happen that the Red Hot Steel Co., as a matter of business relating to their furnishing thousands of tons of rails and structural steel to the Hill-Valley Railway Syndicate, sees fit to break the prohibition in regard to passes and it can do this with impunity because the fine is, under the new law, not to exceed a thousand dollars and it can afford to make such an investment.

It is all fol-de-rol, is this pass provision. It will not be observed any more than it has been in the past. The U. S. Steel Co., the large car manufacturers, the coal companies, the beef companies and innumerable other manufacturing combinations are already smiling audibly over that and other provisions of the bill.

But the largest smile, the guffaw which stretches from ocean to ocean, is labeled "Pullman." Now that great corporation stands apart and royal in its isolation as the king-pin manipulator of legislation. It has defeated Standard Oil, the Armour Co., all the railway companies and may now devote its entire attention to the blocking of whatever sporadic efforts may be made in State legislatures toward imposing a tax on sleeping cars.

A MATTER OF LOYALTY.

One of the most impressive lessons taught by the war between Japan and Russia was the easy possibility of maintaining secrecy as to plans of campaign and the movements of armies and the navy. Hundreds of hopeful, competent and sincere young men who aspired to emulate and perhaps surpass the Frederick Burnaby, the Archibald Forbes

and the many other notable war correspondents of old, were doomed to defeat and disappointment because the Japanese forces, rank and file, understood the value of and maintained an impregnable silence as to facts.

There was in this respect a sort of personal property attitude maintained by the army and navy and distinct benefits accrued continuously through the great struggle to the interests of Japan. And now that the war is veiled by the thin haze of a year of peace between the late antagonists there appears to be no decrease as to reticence and judicious secrecy on the part of the Japs. Affairs of State, of the Army and Navy, are not to be public property in Japan and elsewhere until the governing powers give permission to circulate the news.

Publicity as advocated and practiced by President Roosevelt and the Congress of the United States is somewhat similar to the policy of the Mikado—the chief differences being speedier action and results on our part and more persistent guessing and publication of surmises on the part of certain journals. There is no people on earth more acute in fancy and yet more practical in their dreamings than are the Japanese. On the other hand the Americans are ready and most ingenious in their conjecturings and most recklessly confident and careless in publicly declaring and believing in their opinions.

This American tendency is very aptly illustrated by the multifarious assertions, predictions and detailed descriptions that have appeared during the past year and are appearing each day relating to investigations being made or that have been made by State governments and the General Government. Ninety per cent. of these exhibits are either maliciously false or unconsciously incorrect, and it would be a condition beneficial to the country at large could a modicum of Japanese loyalty and silence as to important public affairs be injected into the editorial management of daily newspapers. With patriotic and rational observance of courtesy and consideration toward legislative, executive and judicial authorities on the part of publishers great injustices to corporations and continuous interruptions and delays of justice, costing the governments millions of dollars, would be abolished.

It is well known to students of natural science that there is enormous waste of energy in all industrial methods of producing artificial light. It is also obvious that in the processes which nature employs in making the firefly luminous, for instance, and for giving like powers to other animals, there can not be much generation of heat. A recent calculation of the heat which would be required to make a glowing spot like the light of a firefly, by any known mechanical means, fixes the temperature at about 2,000 degrees Fahrenheit. The tenth part of that heat would destroy the insect which makes the light.

MODERATE AND TIMELY.

Position of the Wholesale Grocery Trade.*

It was ordered by unanimous vote, one year ago, at the convention of wholesale grocers in Milwaukee, that an association of wholesale grocers of a National character should be organized and that the Executive Committee should constitute itself as a Committee on Plan and Scope of National Organization, with proper officers, including financial plan, constitution and by-laws. We are here to-day to report a plan and submit it for your consideration.

It was ordered that the convention should hereafter meet in annual session and that the meeting place for this year should be held in this beautiful city of Buffalo, and we beg to thank the Buffalo Committee for their untiring efforts to make the meeting a success. Your Executive Committee has striven earnestly to carry forward the wishes expressed and has met with most loyal support. There has been a deep interest in the work and we have tried faithfully to represent that interest. We sincerely hope that it may be maintained, as it is a fact that, in the long run, officials will represent faithfully either the wishes or indifference of the members. If the members are indifferent, the results will be unsatisfactory; on the other hand, if there is a real deep underlying interest, the results must necessarily be of a gratifying character.

The wholesale grocery business of the country is of immense volume, approximately estimated at a billion dollars per annum. It requires immense capital, lifelong experience and tremendous energy to handle this great volume of business wisely and satisfactorily and receive from it adequate net compensation. We may elevate the net profit somewhat by meeting annually and in the aggregate the value to the trade will be worthy of accomplishment. We may not go along lines detrimental to the public welfare and all of our efforts will be based upon the truth. Labels and formulas must speak the truth and size of containers and measure of contents be correctly and honestly stated.

Manufacturers on the one hand and retailers on the other are in accord with rational co-operation and are quick to recognize its value and respect the justice of our position. We must not be unreasonable in our demands, but hold on firmly to the just habit of demanding our rights as legitimate distributors. We have many faults, we make many mistakes, but our great movement is so necessary, relates in its fortunes so surely to every state and county in our great country and concerns so vitally the far-reaching interests of profitable merchandising, that we will, even with great sacrifice to our personal comfort and time, continue the work, to the end that all may be benefited thereby.

In the main our relations with the manufacturer are satisfactory. There are some practices, however, that are

wrong. We should set our strong influence against the manufacturer going directly to the retailer with any portion of his business. It is unwise for a manufacturer to take the cream of the trade and leave the remainder for his friend, the jobber. Mutuality of interests calls for friendship in our relations. Unfair methods on the part of the manufacturer weaken the friendship that should be fully maintained. On account of competition between manufacturers or refiners, the jobbers should not suffer by the refiners or manufacturers ignoring the established methods and cultivating direct retail relations, as they are doing in certain localities.

It should be the wish of the wholesale grocer to discourage bonus relations between the manufacturer and the former's employees. The manufacturer should sell his product upon merit and not depend upon giving prizes and premiums to salesmen.

I wish to commend the manufacturer for his general loyalty to the trade and raise a friendly word of caution when he departs from that method.

The retailers are our sure friends. They are working, steadily and manfully, to better their condition, and in many states have helpful organizations. The wholesale grocer should accord every assistance to the promotion of the retailers' important interests and help them in combating the unfair methods of catalogue house competition.

There should be wise, progressive action, to the end that a National Pure Food Law be enacted. The lack of uniformity of regulation in the different states is inconvenient, expensive and unnecessary. Important work has been accomplished during the past year and the need of continued effort is most apparent.

Conservative lines in our worthy efforts toward the betterment of our conditions through co-operation should be followed. We must not be carried away with the strength that comes through rational unionism; we must not be tempted to exert that strength unfairly; we must exert that strength fairly and wisely and to our advantage. We are entitled to a reasonable division of the proceeds of the present industrial system. We know that, in a sense, we are partners with the manufacturers and are entitled to a just share in the earnings; but this share must be deserved and earned by us. We may look with gratification upon the prosperity of the well-managed industrial companies and we may congratulate ourselves that we are living in an age of progress and prosperity. We must, however, base our requests upon our ability to enter fairly into the spirit of industrial merit and ask for a share in the earnings.

We are wearied by the constant howling—within reason and without—against the prosperous. We have no wish to criticize because some have been successful where others have failed, and we have nothing but contempt for the easy-living, luxurious man who, in his selfishness, has become indifferent to the rights of others.

We are proud that American business ideals are high. We know that business honesty is the rule. We believe the trend is upward. We admit that many methods are wrong, but we do know that the wholesale grocers of this great country are honest men—men of high ideals, sound, wholesome merchants. Enterprise and worthy ambition are characteristic of our profession. Conventions are a restraint upon dishonorable competition. Intercourse and organization strengthen the desire for fairness. May the vigor of conscience, distinctive of the average American, expose corruption and insist upon reforms, and when all is done may it be said of us:

He served the right from youth to age.

In every station his to fill,
Unmoved, whatever might engage
To sway his will.

Makes Some Bakers Happy.

There is war in the local dough pudding trust. Bread fell to 2 loaves for 5 cents this morning at one prominent bakery and the end is not yet. Unless some organizing genius comes to the front, the rate may drop to 1½ cents a loaf and even 1 cent. This is a real war.

It's all over the other fellow. This other fellow began the business. The local master bakers have always been organized in a close and compact family arrangement to fix the price of bread at 21 loaves for \$1 or 5 cents straight, when sold piecemeal. One day the other fellow gave some one 3 loaves for 10 cents and he found that the scheme worked well. It increased trade, which is after all the great result to be attained from any innovation. Then still another fellow gave 3 loaves for a dime, and all at once the trust scale seemed to be out of date. The bread eating public seemed satisfied, and as the bakers were making money there seemed an indefinite prospect of the "3 for" rate.

But all plans have been upset by the radical departure of J. H. Dresser, who casting discretion to the winds, or rather the breezes along J street, flung his banner forth this morning with this glaring insignia: "War! War! Two loaves for 5 cents."

It was a center shot and the sound of the artillery duel has been going all day. Dresser is thus far the only

one to make this rate, but the other fellow is still to be heard from.

"It was the other fellow's fault in the first place," says Dresser, "and if he meets this cut I will go still lower. I am giving just as big a loaf as ever, but am determined that rate cutting must stop, and the only way to do it is to make the other fellow sick of it. Maybe I will be selling bread for 1 cent a loaf. I will do it, if pushed to it. Let the other fellow beware."

It's the other fellow's turn now.—
Fresno Democrat.

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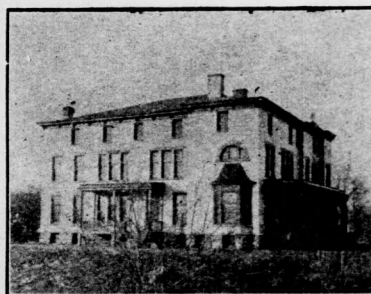
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*Annual address delivered by President William Judson before National Wholesale Grocers' Association in session at Buffalo this week.

RAILWAY EMPLOYEES.

They Win Big Promotions in the Service.

Three changes in the vice-presidencies of the New York Central railroad within a week have involved as principals in promotion three men who began their railway experiences and work in the lowest positions possible in the economy of railroad construction and operation.

Three men whose careers began in the unidentified dark of the railroad service a quarter of a century or more ago have worked their way to a place in railroad reputation which gives each of them a vice president's position with one of the conservative great systems of the east. That favoritism could not have been shown is indicated in that each of these men has had to make his moves from system to system in order to find the best of opportunities. And finding them, they have grown strictly according to merit, each within the scope of his opportunities.

W. C. Brown, Chicago head of the New York Central interests in the west, has been moved up from the position of "wooding" engines on the St. Paul road in 1869 to the first vice-presidency of the New York Central road with headquarters in New York City.

A. H. Smith, general manager of the New York Central, has been promoted from an odd jobs man in the shops of the Lake Shore road to be the eastern vice-president and manager of the lines east of Buffalo in the New York Central system.

Charles E. Schaff, general manager of the Lake Shore system, has passed up from twisting the brakewheel of a freight car on the Big Four system in 1871 to be the western vice-president of the New York Central and having operating control of that road west of Buffalo.

Perhaps the conditions that existed when each of these men took place in the lowest ranks of the workers of his time are by no means the conditions that exist in material shape and atmosphere to-day. Perhaps no other line of great industrial magnitude has been more blackened in its possibilities for young men than has the railroad business of the country. Yet it is one of the incontrovertible facts that within a week three men who began at the lowest rung of the railroad ladder have gone up round by round almost to the top, and each of them is yet a young man.

The experienced, practical railroad man will tell you that the railroad business always has suffered in considerable measure from the class of man who is drawn to it in line of promotion and length of service. This is shown in the ease with which brakemen may be secured for a passenger train when there is no promotion from this first position—once a passenger brakeman, always a passenger brakeman. The uniform, the comparatively light service demanded of the brakeman, and the attractions that pertain to traveling sixty miles an hour with clear right of way makes this passenger post acceptable,

where the hard, rugged life of the freight brakeman, with its infinite possibilities in promotion may be something to brush aside in despair.

In the life of the freight brakeman and the yards switchman, however, these days of the air brake and the automatic coupling have much in them that is trying to the souls and bodies of men. The switchman in all weathers holds one of the most dangerous positions in the world of workers. The freight brakeman has a life of hardships and dangers, too, that are scarcely second in measure. In either of the positions the employe finds himself in a trying out process in which the grim philosophy of the survival of the fittest holds sway.

First Vice-President Brown, who has just passed up with the New York Central, began his railroading when he was sixteen years old. His first work for the company was as section hand, from which he was promoted to the woodyards with the duty of flinging wood fuel into the tenders of the locomotives backing in for fuel. He found opportunity soon afterward to become a telegrapher and for two years was a station operator, from which he was passed up to be a train dispatcher for the St. Paul line.

He was train dispatcher for six years, working for three or four roads in that time, finally becoming the chief train dispatcher for the Burlington route in 1881. In fifteen years from this promotion he was the general manager of the whole Burlington system. In 1901 Mr. Brown became the vice-president and general manager of the Lake Shore road and of the New York Central, holding at the same time vice-presidencies in the Michigan Central, Big Four, and two or three smaller railroad organizations. These are the steps in his career from settling ties and wooding engines to his present promotion to the second highest position in one of the greatest of the railroad systems in the east. Just how many men in the several fields of his work Mr. Brown has passed and left behind would be impossible to estimate—as impossible as it would be to assign the causes for these thousands not having kept the pace that made for his success.

Charles E. Schaff, the new vice-president for the western interests of the New York Central system, began his brakeman's experiences at fifteen of the Pittsburg, Cincinnati and St. Louis railroad. On half a dozen lines he acted as locomotive fireman, train baggageman, conductor, yardmaster, trainmaster, and general superintendent. In 1893 he was general superintendent of the Peoria and Pekin Union Railroad, with headquarters at Peoria, passing from that position to be assistant to the president of the Big Four road. In 1894-'95 he was assistant general manager of the road, and in 1895 became the general manager. Only recently he had passed to the Lake Shore road as general manager, and he left that position for the vice-presidency of the New York Central.

It is to be remarked that the tastes of Mr. Brown in railroading drew him more away from the activities of transportation than did the bent of Mr. Schaff. Mr. Brown took to the telegraph key, at which tens of thousands of young men have stopped and grown old and incapacitated. Evidently the romance of railroading appealed to Mr. Schaff and in the locomotive cab or baggage car alike he found inspiration for his work. Yet the two men are meeting close to the top of railway attainments in their broad sense.

Through the greasy jumper, the scrap heaps, and the machine shops of the railroad Mr. Smith has taken place alongside the other two men. From the shops he became foreman of bridges for the Lake Shore road. In 1890-'91 he was superintendent of the Kalamazoo division of the road, was passed to the Lansing division, to the Youngstown division, to the Michigan division at Toledo, and finally in 1901 was made assistant general superintendent of the road at Cleveland. In 1902 he became the general superintendent of the New York Central and a year later was promoted to the general managership of that system. Four years later he is one of the vice-presidents of the company.

But whether from section hand, brakeman, or machine shop helper, these three roads, winding through sober fields of earnest application, have led to the same goal.

In the present day there are thousands beyond count who take the pessimistic view, that things are not as once they were; that opportunity is "bald in front," as well as having no hair behind; that in all probability were the successful men of yesterday to grapple with the problems of life to-day they might easily be counted among the failures who are now piling up the scrapheaps of humanity.

But the proposition remains that if these three men who have been singled out for success have succeeded under favoring general circumstances, their paths to success have led them past the thousands of others who must have had like general opportunities. Where are these men who have been passed? Why are not three of their fellow workers who were with them in the beginning holding the positions which these three "favored" have attained?

The question answers itself. If there are thousands of men in railroad service to-day where a quarter of a century ago there were only hundreds, at the same time there are positions in the same proportion that are to be struggled for along the lines of capable, intelligent application to duty. If one shall be too inherently pessimistic to recognize this general truth, let him throw up his hands and quit.

Nelson Warren.

Rebuilding of Estey Plant Still in the Air.

Owosso, June 5.—No decision has been reached relative to the rebuilding of the Estey furniture factory, recently destroyed by fire. There is so much delay on the part of the out-of-town directors that Owosso people begin to fear that the big insti-

tution is lost to the city.

A large majority of the stock is held outside of Owosso, more than half of it in the east, by persons who prefer to have their money invested nearer home. They have abundant opportunities to invest their money where they can look in upon the business more often than they can here.

However, they may decide to continue here as in the past, providing Owosso is willing to make it an object. In the past the Estey factories have proven such a good thing for the city that it is more than willing to provide substantial assistance and will do so if given the opportunity.

Bailing Water from Mine.

Calumet, June 5.—Hoisting water at the rate of 1,000 gallons a minute from a mile underground is the rather remarkable record of operations as they are being conducted at No. 5 shaft of the Tamarack Mining Co. Huge bailers are working ceaselessly in an effort to rid the mine of the accumulation of water which resulted from the cessation of operations due to the fire underground.

Four bailers are at work in the four-compartment shaft. Three of these have a capacity of 2,000 gallons each, while the third draws up 1,000 gallons of water on each trip.

On the rope in the shaft where but 1,000 gallons are hoisted each trip is a cage ready for use in lowering men underground. It takes about eight minutes to lower, hoist and discharge the water from each bailer.

Fifty Thousand Refrigerators a Year.

Muskegon, June 5.—It is expected that the Alaska Refrigerator company will turn out more refrigerators than it has ever done before during a single year in the history of the plant. The end of the company's year is July 21, and it is expected that by that time the plant will have turned out 50,000 refrigerators since a year ago.

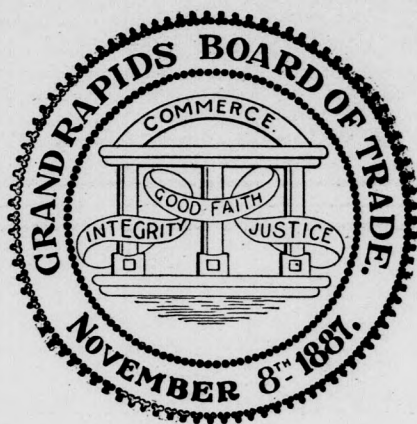
The plant is now working to its full capacity ten hours a day the year round, and as an example of the enormous volume of business done recently, sixty-six carloads of raw material for use in making refrigerators were unloaded at the company's plant during May. The first shipment of 1,000,000 feet of fine ash lumber, bought during the winter, at Manistee, was received by water last week.

Concrete Business Boom.

Monroe, June 5.—August Radtke, the local concrete block manufacturer, has been awarded the contract to furnish the Evangelical congregation with 10,000 concrete blocks to be used for its new edifice. Business at the factory is excellent and Mr. Radtke will leave tomorrow for Jackson for the purpose of purchasing additional machinery to meet the increasing demand. A new mixer ordered from the Hartwick Machine Co., of Jackson, arrived here yesterday.

The Shore Line Stone Co., has sold its output of crushed stone until the first of the year. It will require 2,500 cars to transport it.

It is possible for a man to have too many friends, but it takes him a long time to realize it.



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Half Fare

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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.

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

ART GLASS
Doring Art Glass Studio.

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Grand Rapids Stationery Co.
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Grand Rapids Brewing Co.

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Bissel Carpet Sweeper Co.

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Putnam Factory, Nat'l Candy Co.

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Clapp Clothing Co.

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Geo. H. Seymour & Co.

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Rapid Heater Co.

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Walter French Glass Co.

Harvey & Seymour Co.

Heystek & Canfield Co.

Pittsburg Plate Glass Co.

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Grand Rapids Supply Co.

SADDLERY HARDWARE

Brown & Sehler Co.

Sherwood Hall Co., Ltd.

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Ferguson Supply Co. Ltd.

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The Woodhouse Co.

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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.



Observations of a Gotham Egg Man.

A marked difference in the movement of eggs to the principal distributing markets this year, as compared with last, is shown in the aggregate receipts at the cities of New York, Chicago, Boston and Philadelphia by weeks from March 1 to date.

The table shows graphically the effect of the severe wintry weather that prevailed in March upon the time when the spring egg movement reached its flush. It is interesting to note also how the heavy decrease of egg receipts that began after the first ten days of March (compared with last year) and which lasted until quite late in April, has since been offset by an equally large increase. The period covered in the above table is one day longer last year than this year, in order to compare corresponding weeks. Adding to the total given for this year 49,600 cases (the receipts of May 28 in the four markets) we should have, for an equal number of days since March 1, an increase this year of 116,156 cases.

But in spite of the fact that the aggregate receipts in these four markets have been somewhat larger than last year since the first of March there is every indication that they will show, as a whole, on the first of June, a considerable decrease in storage accumulations as compared with that date last year. I shall be unable, until next issue, to give a reliable estimate of the storage holdings at the close of May in these leading markets, but it is known that Boston and Philadelphia will show a large shrinkage and it is believed that Chicago will, also. One correspondent in Chicago advises that the accumulations there on May 31 will probably not exceed 510,000 cases but other estimates so far at hand are larger than this. Last year, however, Chicago was reliably estimated to have 750,000 cases on May 31, and the shortage this year compared with that figure will probably be close to 200,000 cases. In New York and Jersey City the shortage will be relatively less than in the other markets—probably not over 10 to 12 per cent.

The late receipts excess compared with last year is rapidly diminishing. And it is perhaps reasonable to expect that the summer movement will be no greater than last year, if not, indeed, somewhat less. There was an unusually large production of eggs in January and February and it would not be surprising if this was to be followed by a correspondingly lighter production during June, July and August, although this tendency may be offset if there is a materially greater quantity of laying poultry in the country.

I notice that some shippers who are grading their eggs, apparently with some care, have a bad habit of putting very small eggs in with the

dirty. This is a mistake. Buyers on this market object very strongly to very small eggs and when they see them, even in with dirties, their presence seriously interferes with the sale of the latter and makes it impossible to get as much for them as could be obtained if the little eggs were kept out.

It should be a principle in egg grading to pack together, as nearly as possible, all the eggs that are of equal value; as a rule when irregular qualities of eggs are packed together the lower qualities have the most influence in affecting the market price of the lot. Dirty eggs, when of good quality otherwise, and well packed in substantial fillers and good sound cases, are almost always salable promptly, and usually at a very fair price; it is far better to pack the very small eggs in with the checks than to put them in the dirties; and for the same reason it is very poor policy to pack checked eggs and dirties together.

The experimental farm at Ottawa, Canada, has lately carried on some further experiments as to the comparative merits of lime water and water glass solution for pickling eggs with the following results:

"Thirteen months ago (April, 1905) non-fertilized and fertilized eggs were put (a) in lime water, and (b) in 5 per cent. solution of water glass, the containers being stoppered bottles. These were kept throughout the whole period in the laboratory, at temperature averaging possibly about 65 deg. Fahrenheit. The eggs were examined May 1, 1906.

"Lime Water Non-fertilized Eggs—The 'white,' compared with that of freshly laid eggs, was very faintly tinged with yellow, and somewhat more limpid. The 'yolk' was globular, and of normal appearance. There was no adhesion of yolk to the side of the shell, and no mixing of yolk and white in cracking the egg preparatory to poaching. Every egg opened was sound and usable. Several of these eggs were poached, and not one of them developed any markedly unpleasant odor or taste, although the pleasant flavor of the new laid egg was not present. In the opinion of some examining the poached eggs the flavor was pronounced as 'slightly stale or limey.'

"Lime Water Fertilized Eggs—The tinging of the 'white' was somewhat more pronounced than in the preceding. 'Yolk' globular and of good color; no marked odor. Although all the eggs examined were sound and usable they were distinctly inferior, both before and after poaching, to the non-fertilized eggs in the same preservative.

"Sodium Silicate (Water Glass) Non-fertilized and Fertilized Eggs—The 'white' of these eggs is of a distinctly pinkish-red color; the yolk thin, discolored and degraded. On cracking the egg, preparatory to poaching, it was found impossible to prevent the mixing of the white and yolk. From 50 to 70 per cent. of the eggs examined might possibly be used for cooking purposes; certainly 30 per cent. were thoroughly bad and totally unfit for use as food in any form. The slightly 'alkaline' taste

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C. D. CRITTENDEN, Grand Rapids, Mich.

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OTTAWA AND LOUIS STREETS

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Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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

and odor, and the distinctly disagreeable appearance of even the best of these eggs, would entirely prevent their use on the table. No difference of any moment could be observed between the fertilized and non-fertilized eggs in this preservative."—N. Y. Produce Review.

Preparation Previous to Packing.

It is a well recognized fact that the proper preparation of the butter tub plays an important part in the keeping of the butter and also in the neatness and attractiveness of the butter as a whole. A good piece of butter packed in a dirty, rough and warped tub is not going to attract the attention of the buyer to such an extent as will butter packed in a neat, clean and well shaped tub. That the outside is indicative of what is on the inside is a statement which has been verified by most observers. It is true in creamery work, and it is usually true in all walks of life. When our late friend, Joseph Kolarik, did all in his power to induce the buttermakers to raise flowers in the front creamery yard, he not only considered the improvement and the effect of this improvement on the creamery and surroundings, but he was aware that, if such an improvement could be brought about outside the creamery, it would have its effects on the inside also.

Curiously enough, if a person learns to know and understand his proper attitude towards one thing, he usually changes for the better in every respect. As a rule, a man is not efficient in one respect and deficient in all other respects. We seldom find a maker who keeps his churn, for instance, in a dirty condition and the floor and surroundings scrupulously clean. We seldom find a dirty engine on a clean floor, nor clean utensils on a dirty floor. If one thing is clean usually all are clean. If one part is in bad condition usually all are. This same thing may apply to all of us, whether we are in the creamery, on the farm, or in the city.

The responsibility of proper preparation of butter tubs previous to packing rests upon the shoulders of two parties—the manufacturer of the tub, and the buttermaker.

The greatest share of this responsibility must of necessity be carried by the manufacturers. A really poor tub can never be made to appear well, no matter how much the buttermaker exerts himself; while, if the tub is well made, it will appear neat when placed on the market, even though the buttermaker did not do much to it.

The butter tubs should be made of well seasoned wood, be substantial, well shaped and have a neat appearing finish. Occasionally it happens that tubs arrive at the creamery cov-

ered with green mold. Such a condition indicates that they have been kept in a damp place or have been made from under-seasoned wood. Such tubs should not be used at all, or great care should be taken in preparing them previous to packing butter in them.

A half cent or even a cent per tub more is only a small matter if the tubs bought are good. The writer, of course, is aware that a small extra expense on each tub amounts to considerable in time. "He that does not save pennies shall never have pounds." But it, as a rule, does not pay to sacrifice quality for the sake of a penny or so on each tub. In the long run the best tubs are none too good. Not long ago the writer saw a consignment of tubs bring 1c. lower per tub than the regular price. These tubs were not up to standard when delivered. They were shipped in a car from factory to destination. When all the tubs were unloaded and stored in the creamery there was still a residue of staves and hoops (broken tubs) left in the car. Just how many the writer cannot say, but enough to make the buttermaker say, "I wish I had bought a better tub." A few broken tubs soon amount in money to what may appear to be saved by buying cheap. Besides, those tubs left were not of a very good grade.

The time is near at hand when more will be said and written about the preparation of butter tubs. There are two main reasons why butter tubs should be treated previous to packing—in order to make the tub as air tight as possible; and in order to prevent the growth of mold.

Soaking the tubs in pure water will accomplish the first object, but it will not destroy nor prevent the growth of mold. The storage season is not far off, which makes it of double importance to have the tubs mold proof at the time when the butter is packed.

Some practice filling the tubs with strong brine the evening previous to the day they are to be used. The covers are put on in order to prevent the tubs from warping. The greatest trouble with this method has been that very few makers would use a strong solution of brine. A handful of two of salt in each tub is not sufficient to destroy germs. The nearer concentrated the brine is the better are the results. The liners are soaked at the same time.

Another method used a great deal is to steam the tubs thoroughly over a steam jet before they are used. After steaming they are filled with cold, pure water in order to cool them, and the covers put on to prevent warping. The main drawback to this method is that some of the

hoops on the tubs burst when steam is suddenly applied. The sudden, moist heat causes the tub to swell, and if hoops are tightly drawn they may break. Secondly, the tubs are likely to be again contaminated from the cold water.

Another method used is to soak the tubs and liners in brine containing 2 or 3 per cent. of formalin (40 per cent. formaldehyde solution.) This method has given good satisfaction, although it is not so handy as it might be.

During the short course, when about seventy experienced buttermakers were together, the question of preparing tubs in order to prevent mold was discussed from a great many sides. All the methods mentioned above and the advantages and disadvantages of each were dwelt upon. The final conclusion and the general consensus of opinion was that paraffining the tubs is the best method which has so far been used.

The paraffin can be had cheaply from any of the creamery supply houses. It is melted in a pan and heated to as high a temperature as possible, then the liquid paraffin is put on the inside of the tub with a

brush. It should be very hot in order to enable it to soak into the small depressions in the tub, and also in order not to get on too thick a layer. If the layer of paraffin is too heavy it is likely to scale off when the butter is "stripped."

In most creameries it is difficult to have the temperature sufficiently high. For this reason better results are obtained if the tub is steamed first, then while hot apply the liquid paraffin. When the tub is hot the paraffin soaks into every little depression and makes the tub practically air tight, and a very thin layer can be applied. The liners are used as usual.—Professor Larson in Creamery Journal.

Take care of the pennies, and as for the dollars, some kind friend will take care of them for you.

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LOCAL SHIPMENTS

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Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 2—The coffee market has for some days been rather shy and retiring. Jobbers report a fairly active demand, but the quotation of 8c for No. 7 Rio has not been touched again. At the close the nominal quotation is 7½c. Speculators were liquidating up to the very end of the month and June sets in with matters in good shape. In store and afloat there are 3,638,839 bags, against 3,965,995 bags at the same time last season. For mild grades there is the same story to be told of usually small purchases and quotations steady. Good Cucuta, 9½c and washed Bogotas to 11¼c. There is no change to report in East Indias, which are steady.

Refined sugar has taken a firmer turn and all refiners have marked quotations up a peg. The demand is improving day by day, and orders come with a good degree of frequency both by mail and wire from all parts. The warmer weather is beginning to tell and holders are now looking for a good business right along.

Some new Japan teas have arrived, but prices asked are beyond the views of buyers and sales are few and far between; in fact, the whole tea mar-

ket for a fortnight or more has been languishing, and the consumer is not taking his usual supplies seemingly. Prices are steady, and this is about the only encouraging thing to be reported.

The tone of the rice market is firm, but actual business is running pretty light. Individual sales are of small quantities and buyers seem to be waiting the turn of affairs later on. Crop reports are not altogether encouraging.

Jobbers report a pretty fair demand for spices for this time of year, and the call extends to almost all sorts. Quotations show little, if any, change.

There is a strong undertone to the market for New Orleans molasses, the supply of which is decidedly limited. The demand is sufficiently active to keep the market well cleaned up, and there is likely to be a continuation of the quietude for the rest of the summer. Good to prime centrifugal, 18@28c. Foreign sorts are moving slowly, but prices are well sustained. Syrups are steady and the demand is light.

Jobbers seem to think they will really have to pay syndicate rates for tomatoes, and having arrived at this conclusion they are taking hold with rather more freedom than they have hitherto shown. Offerings aside from stocks held by the Trust are very few, and while a few goods have sold at \$1.17½, the quantity is too small to cut any figure. Futures are firm at 77½@80c f. o. b. as to packer. Reports from the Peninsula are to the effect that recent rains have greatly improved conditions and

thousands of acres of plants have been set out this week. If the frosts now hold off there is every chance of having a good crop this fall. Corn is getting into better shape every day and New York State packers are reluctant to make future contracts at 65c. The pea crop in New York State is reported as coming on finely, and a good pack is anticipated. All kinds of fruits are in pretty good demand and fetch full figures. Salmon is steady, although the volume of trade is not large.

There is a pretty good demand for all sorts of dried fruits. Currants are very firm. Seeded raisins show a better feeling, as do prunes and apricots. Peaches are well sustained and prices tend higher.

The butter market is so well supplied with stock that a decline has been inevitable, and good round quantities are on the way. The receipt of larger supplies may send quotations down another drop. Officially extra creamery is worth 20c; firsts, 18@19c; seconds, 17½c; imitation creamery, 15@16c; factory, 13½@15c; seconds, 14@14½c; renovated is steady at 14½@16c.

Larger supplies of new cheese have come to hand this week. The demand, however, has been pretty good and quotations are well sustained. Full cream, best grades, 11¼c.

Eggs are firm for top grades, but the lower sort are in abundant supply and work off at all sorts of prices. Extra firsts Western, 18@18½c; firsts, 17c; seconds, 16@16½c.

Best Results from Coal.

If some one were to discover that ordinary dirt was fuel which, burned under certain simple conditions, yielded as good or better results than the best Pennsylvania anthracite it is easy to imagine the popular sensation that would be caused. Yet results almost if not quite as sensational obtained by the United States geological coal testing plant have passed almost unnoticed by the general public.

The experiments at this plant have demonstrated that bituminous coal, heretofore considered less than half as valuable as anthracite, will when manufactured into gas and burned in a gas engine produce as much net horse power to the ton of fuel as the best anthracite; and, still better, that lignite, which is so common all through the West and has been considered almost worthless, will actually yield more horse power to the ton than the best anthracite burned under a steam boiler.

It has shown that all grades of coal, from the best to the most worthless as judged by former standards, can be utilized in this manner, their value for producing gas being, generally speaking, exactly inverse to their value in directly producing steam in a boiler. That is to say, the poorer the coal for direct steam-producing purposes (by which power coal has been valued in the past) the more valuable it seems to be for yielding gas for use in the gas engine.

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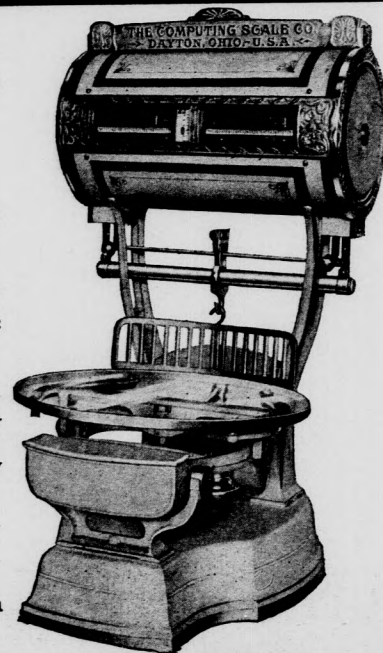
ANY and EVERY Butcher or Grocer CAN AFFORD them, because they MORE than PAY FOR THEMSELVES by saving time and money now wasted.

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DOWN AND OUT.

Such Men Hardest To Suit With a Job.

"The hardest man in the world to suit in the matter of getting a job is the man who ought to be glad to take anything that he can get." This is what Supt. George W. Geary, of the Illinois Free Employment Bureau, says. He ought to know, for in his capacity as medium between the "down and outs" and places of employment he has plenty of opportunity to see and study the natures and dispositions of many kinds of people who seek work. A majority of the men and women who come to the office of the Bureau to seek employment are in such financial straits that the sensible thing for them to do would be to accept instantly the first offer of employment that held forth an opportunity to make a living. Many of them, however, not only refuse to accept the first job that comes, but are so finical concerning their employment that it is next to impossible to find a place fitted for them. They want everything "just so." And that is why scores of them are "bums," where, if they were a little less particular, they might be valuable citizens, employed at wages far beyond their wildest present hopes.

In fact, one of the impressive lessons that may be drawn from a day spent in the waiting rooms and office of the free employment bureau is that the man who is too particular about the kind of a job he wants is apt to wind up his career in a 10 cent lodging house, a failure, made so by his own stubbornness and lack of common sense.

The environs of the free employment bureau emphatically are the haunts of failures. Not the lodging house failure, with his everlasting load of 5 cent whisky, which permeates the air about him and gives him an "atmosphere" distinctly and peculiarly his own. That specimen of the genus no-good shuns the employment bureau, being guided and controlled by the same instinct that makes the tramp on the road run past the house with the big wood pile. The employment bureau secures work for those who want it. That is more than enough to discredit it with the man of the lodging house habit.

It is the failure who wants to work who comes to the free employment office. Invariably employment is secured him, and free of charge—if he will accept it. Sometimes he will not accept anything that is offered him. Yet he is out of work and suffering want.

The list of positions hung up in the bureau usually is long and varied, containing something from almost every line of ordinary employment. Clerks, laborers, mechanics, cooks, watchmen, railroad men, elevator conductors, all are represented in the list of "help wanted." The casual observer, noting that the great majority of the frequenters of the place obviously are down on their luck, wonders why all of them are not working, or looking for the positions listed.

Laborers, of course, are most in

demand in a free labor employment bureau. Why, then, should able bodied men be sitting around "waiting for something to turn up," when there are so many opportunities for the laborer to find employment? Anybody who has an able body may turn laborer. It requires no peculiar training, skill, or knowledge. And here are the jobs, right at hand. Why don't these idlers about the waiting room get out and get them?

The answer is this: They don't want that kind of a job. They don't want to be laborers, or, if they are willing to work at such employment, they are particular about the line in which they engage, and the line that finds favor in their eyes does not happen at present to be represented in the list of the office. Hence they will sit and wait, idle, and earn nothing until exactly the kind of a job that they want shall turn up. Then, if they happen to find the job just as it should be in every respect, they will go to work. Apparently it isn't laziness on the part of the "waiters." Most of them really want work, else they would not come to the office. This is proved by the large number annually placed in positions by the bureau. But many of them are burdened with a desire to get "just the kind of a job they want," and their notions concerning this job often are weird and wonderful.

Sometimes a position fills the desires of the applicant in everything but the smallest detail. The pay most often is the cause of refusal to accept. It would seem that a man out of work and earning nothing a week would be glad to accept, temporarily at least, a position which would net him \$8, even though he has been accustomed to earning as high as \$17.50. But not so. The correspondence of the bureau shows that dozens of men have remained unemployed month after month because they could not get a position which paid enough to suit them.

Other reasons for not going to work when the chance offers run all the way from "didn't like his looks" to "too far from home." And yet the people who find these faults come back to the office week after week, hoping that fortune will send them just what they want in the form of employment. Sometimes, strange to say, fortune is kind and does the remarkable. Oftener she turns a cold look to those who abuse her slight favors, and the men "particular about their jobs" don't get any jobs. They remain among the unemployed, while others less finical start in some place and carve out a certain measure of success.

Lester F. Lant.

Her Brand.

Little Janet's devoted uncle, wanting to know his niece's mind upon a highly interesting subject, and preferring to get at it indirectly, asked her, "If I were going to buy a doll for a little girl, what kind of one do you think she would like?" The answer was prompt and decided: "Oh, Uncle George," she said, "there is nothing like twins!"

A pessimist is a man who loves himself for the enemies he has made.

The Quaker Family

The Standard of Standards

Quaker Corn

It has the value inside the can.

It's always the same high grade.

It pleases the customer.

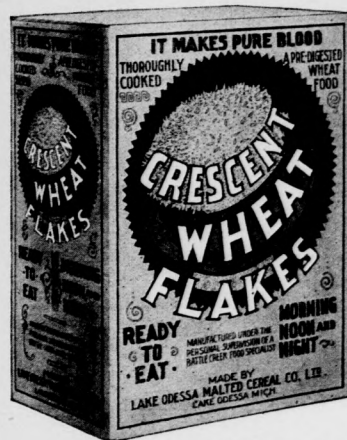
It pays a profit.

What more can you ask?

WORDEN GROCER COMPANY

(Private Brand)

GRAND RAPIDS, MICH.



Sells on its Merits

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

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

\$2.40 in 5-case lots, freight allowed

Special Deal Good Until July 1

One Case free with - - 10 Cases

One-Half Case free with - 5½ Cases

One-Fourth Case free with 2½ Cases

Freight Allowed

For Sale by all Jobbers

Manufactured by

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



JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

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.

THE GOLDEN SPOON.

Its Effect on the Youth Thus Handicapped.

What right have I to exist? I, who am not a descendant, either of one of those whose illgotten wealth is a menace to themselves, their progeny, their state and their country, or a descendant of a "social" gambler, who seeks the ruin of all men, who takes from the poor the inheritance of bread?

Being a lowly civilian, lacking power except that which I must create by my pen, lacking money—which my pen has not created—with which to crush out the monster "social degradation," I am in no position to attack the pillars of degeneracy and bristling forts of multi-millionaires.

Therefore, inversely, with Antony. "I have come to praise, not to bury, him."

Is it not fit and proper that our youth of the golden spoon should be lauded? Being left a vast fortune, does he not at all times seek the welfare of his fellow beings, is he not constantly thinking of how he may aid this person or benefit that?

Is his mind not constantly filled with vexing and perplexing questions that are alone for the uplifting of the community blessed with his generous presence?

Shall I order my spring clothes now or wait until I see the styles?

Shall I give up cigars and smoke only cigarettes?

Shall I take a few drinks before I go the party?

Shall I call her on the phone or wait until I see her?

Shall I ask her to meet me at the public library or the Art institute?

Imagine, my friend, the condition of mind you or I would be in should we have to decide these important questions. You, perhaps, are a person who eats, sleeps, and drinks like a human; whose mind is nearly normal. At any rate, probably only a few of your friends think you insane. Do you, who go down to your offices daily and work for ten hours, imagine that you are of more benefit to the community than they? Perish the thought!

They are the people whose names appear in the society journals, two of which I read assiduously weekly, one because of three subjects (not individuals) which are treated especially well and which are of great interest to me; the other because of its frankness of purpose, the daring of its ideas, the audacity of its language, which you no doubt have read; it wades through divorce and scandal, hypocrisy and dissimulation, drunkenness and debauchery with its head high as though it was showing the way, with an acetylene lamp, to purity and love, sunshine and true happiness.

Among those names mentioned in the columns of one or more of these numerous papers, none is seen more frequently than our youth of the golden spoon. Is it because of his "position" of wealth? O, no, kind friend, he is one of the sinews that go to make up the backbone of our people. It is such a man we lean upon in time of war. He knows well

how to love and how to hate. He is a rock upon which men lean. Especially, if he has a strong head, he is invaluable after late sessions with his weaker headed companions.

Drink is the least evil that confronts our youth of the golden spoon, for after imbibing a number of cocktails he wishes to go home at once. Never will he think of gambling or going to a questionable restaurant. No, he wishes to go home quietly.

The idea of playing roulette or poker or bridge does not occur to him, but should our youth of the golden spoon be persuaded or enticed to enter a gambling dive no power on earth could influence him to lose over \$10,000 during one evening.

The gambler needs the money infinitely more than charity hospitals

or educational institutions. They have their fixed expenses. The gambler fixes his expenses according to his income.

It is a fallacy that the gambler is honest. He will pay you, but the amount paid is often short.

I have seen our youth of the golden spoon \$6,300 behind and the croupier adding a \$500 chip to his stack of losses almost every turn. Once he put on three \$500 chips instead of one, and then I called his attention to it he simply smiled and said he was not thinking; nor was our youth of the golden spoon. He did not even see the transaction. Naturally he was busily engaged wondering what good turn he might do the next poor devil he met. X.

How To Cut Pineapples.

The toughness of pineapples is almost entirely eliminated by slicing the fruit up and down from stem to blossom end, instead of through the core, as is usually done.

Thrust a fork into the blossom end to hold the pineapple steady, and slice until you come to the hard, pithy core, which can then be discarded. The trick was taught by an old pineapple grower and makes all the difference in the world in the tenderness of the fruit, which is usually hard and chippy when sliced against the grain.

If you want to flatter a woman you must begin by telling her that you know she is not susceptible to flattery.



Dealers Never Find the BEN-HUR Cigar A Hard Brand To Swing Their Trade To

How many a brand you have placed in your case honestly believing them to be a little the best. You took genuine pleasure in calling the attention of your best patrons to them, and maybe, for a few days, the new cigar enjoyed a real boom, then, like grandfather's clock, it stopped, never to go again.

Trouble somewhere, like enough hard to locate, but your customers and probably yourself just didn't like them any more, and so the remainder of your trial order had to drag along until you succeeded in working them off occasionally on smokers who "didn't know."

No dealer in America ever had such an experience with the **Ben-Hur**. Smokers, after enjoying its mildness and aroma and all-around merit, stick to this brand. The **Ben-Hur** has always been an extremely good 5c cigar, and its high quality brings, to any dealer stocking them, a host of steady patrons.

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

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

THE FARMERS.

Novel Methods of Winning Their Support.

The trade of the agricultural classes is an important item with the great majority of druggists. There are drug stores in the heart of the big cities where the real country trade is not a factor, but in the smaller cities druggists are well aware of it when farm products are bringing low prices, while in the towns and villages the trade of the whole community, the local business condition in its entirety, follows the agricultural thermometer up and down as a needle follows a magnet. Such being the case the druggists of the country in general should find it profitable to cater to the rural trade.

The farmer is not the difficult man to do business with that he once was. Nowadays he is progressive. He lives nearer to nature, but no much farther from civilization than the rest of us. He has his daily paper and his telephone to connect him with the outside world. His house is heated by modern methods and sometimes illuminated with electric lights. He is a prominent factor in political affairs, and usually more of a thinker along such lines than his town neighbor. He recognizes the desirability of doing business on a cash basis and is accustomed to proper business ways. He is no longer the simple, unsophisticated greenhorn that he was once considered.

Although the farmer is not so different now from the rest of us, yet his surroundings are different, his interests are different, his wants are different. The advertising that appeals to him best is that which is written with his case in mind.

Personal acquaintance goes farther with the farmer than with most of our customers. We may not get the trade even of those who are our intimate friends in town, but the farmer will go out of his way to deal with the man he knows in preference to doing business with a stranger. And if you can make a friend of the farmer he will do everything in his power to send all his neighbors to your store.

It would seem that one of the best ways of getting the trade of the farmers would be to gain as extensive an acquaintance as possible among them. This is true. There is no better way, although of course the workings of this plan are somewhat limited. I know dealers who make it a point to go around through the farming districts during the summer and stop and talk over the fence with the farm owners and hired men whenever chance offers, like a politician out electioneering. It makes friends for them although it may cause them to neglect their business a good deal. The farmer likes the man who will fraternize with him, and he is quick to detect the fellow who feels a little above him.

There is no money in feeling above your customers. You can not claim to be better than the man you serve. A customer will stop dealing at the store where he thinks "they are willing enough to take my money, but

that's all they seem to care about me."

In addition to being friendly with the farmers yourself, and taking pains to see that they are recognized when they come in, be careful to have your clerks show them the same respect you do. See that the farmers' wives are treated with the deference in the store which the wives of the leading citizens receive. The farmers' wives have more to say about the spending of the money than they once did, and they notice far more quickly the treatment they receive when spending it than the ladies in town do.

Then the children of the farmer need attention, too. They are as bright as any children that come in to your store, but as a rule they are pretty bashful, and the farmer himself feels that they are different from the village children and is quick to resent an intimation to that effect by any one else. Treat the farmer's children well. Make them like to come to your store. They spend mighty little money now, but they will soon be young men and women and will have more shopping of their own to do.

The farmer buys less often than the villager and he buys closer, but he is generally able to pay and usually buys in larger quantities than those who live nearer the stores. Besides, he buys goods which yield a better profit than much that is sold only to the town trade.

"We are advertised by our loving friends" is a true word, and as an advertising axiom it applies to no class so well as to the farmers. They will speak more good words for something they have bought of you and liked than any other class of customers will.

The worst competition that the druggist meets with in the farmers' case is that of the big mail order houses. The farmers club together to save freight and get very low prices, buying as a rule in larger bulk than they would do at home. Of course this is a cash-with-order business, and generally it is that of the class who have money and can buy for future consumption.

It is pretty hard to get this trade because you can not tell where to strike to knock out the competition. In all probability, if the farmer were to come into your store with his mail order and the money, and ask you whether you could duplicate the prices he is paying, you would say "Yes." You would find that the figures as a whole, quantity and quality considered, would not be much too low. It is the inevitable cash with the order that gives the mail order people the long end of the lever.

The best thing to do is to talk strongly about quality and bear hard on the cash bargains in the common things, so that when it comes to sending to the mail order house they will find that there is little to be saved except upon goods like "patents," which you will not seriously object to their buying that way if they see fit.

The farmers use more things in the way of what we call household

drugs than almost any other class of trade. Advertising that quotes prices on this sort of thing will be read by them carefully. Something in the way of a mailing card with a catchy heading and a bunch of low prices on goods like borax, ammonia, witch hazel, flavoring extracts, soaps, "salts" for man and beast, quinine pills, etc., etc., picking out for each lot of cards a group of seasonable goods, will bring business. Mailing cards sent to people in town will probably be left on the floor of the postoffice, but the farmer will take them home and read them. Almost all kinds of advertising get a better hearing with the farmer than with the townspeople.

An almanac is a piece of advertising literature that the farming class value highly, and any sort of a booklet that you may get up with a little useful information in it, or a few pictures or jokes, will not be thrown away unread. Calendars are valued more highly in such cases and are necessary to keep the good will of your customers, but as actual advertising matter I really do not think they are worth powder to blow them up (if I may be permitted so to express myself). Still one must have calendars. They are a necessary evil, and so get out of the deal as cheaply as possible.

A mailing list of the farmers who do or who can trade in your town is invaluable. Keep it up to date and use it often. A first class way to reach them with prices is to type-write a letter, quoting prices on the goods that are especially timely, and

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.
Grand Rapids, Mich.

FINE SERVICE

**Michigan Central
Grand Rapids, Detroit, Toledo
Through Car Line**

Solid train service with Broiler
Parlor Cars and Cafe Coaches
running on rapid schedule.

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

Every Cake

of FLEISCHMANN'S

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

The Fleischmann Co.,

of Michigan

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



DO IT NOW

Investigate the

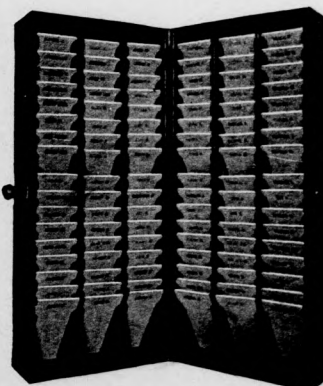
Kirkwood Short Credit System of Accounts

It earns you 25 per cent. on your investment. We will prove it previous to purchase. It prevents forgotten charges. It makes disputed accounts impossible. It assists in making collections. It saves labor in book-keeping. It systematizes credits. It establishes confidence between you and your customer. One writing does it all. For full particulars write or call on

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



duplicate it on a mimeograph or something of that kind. If you have the apparatus (and duplicators are cheap), this is a form of advertising that will not cost much more than the postage. A pen-written letter can be duplicated in the same way, and then every letter made personal by an individual heading.

There are many things in the way of drugs that are constantly being recommended by the farm journals for use in exterminating this or that sort of worm, bug, or beetle, or for use in some sort of animal disease that is going the rounds among pigs, sheep, or cattle, like the measles running through a district school. If you can not read a farm paper and keep posted on such things, ask some farmer whom you know pretty well. He will give you some good tips.

In the winter there is a steady demand for stock food, which, although sold by feed stores and all sorts of general stores, is a thing that druggists also can and do sell a deal of. Get a good line that is well advertised in the farm journals and push it. It does not interfere with any other line of goods you handle, and for all you sell you will be just so much ahead. Stock food has to a great extent displaced the old-fashioned condition powders. It sells for cattle until they get out into the pasture, and it sells at all times for horses and other confined animals. Most makers of stock food have a line of veterinary remedies as well which are good sellers. You will find that it will pay to keep them in stock and to let the farmers know that you have them.

It is worth while to advertise to the farmers the fact that you are qualified to put up all kinds of veterinary receipts in the right way and at right prices. There is a good profit in that work.

The farmers' wives are great dye users. They do their dyeing mostly in the spring and fall, and advertising that calls their attention to that sort of thing will pay well. Have all the package dyes that are in demand and be ready to put up the coloring receipts of the old-fashioned kind. Have a book of those receipts handy yourself and encourage people to use that kind. It makes more work, but it pays a good deal better.

Be ready for the time when orchards are to be sprayed to protect the blossoms against the insects. Blue vitriol is much used for that. Advertise such goods at low prices in quantity and get the big sales. They will be more profitable than the small lots that pay a larger percentage.

Disinfectants for use in the stables, etc., are always sellers, and the cheapest generally sells best and pays best. Do not, however, recommend a worthless article.

Paris green and other potato bug poisons are money makers. Have all the kinds there is a sale for, and have them when the first call comes. Be ready early with a stock of hellebore and insect powder and never run out.

A good line of dog medicines will

sell to the farmers. They will buy stuff to make hens lay. A good strong horse liniment is a thing worth pushing if it is one that you know is all right.

Farmers are good patent medicine buyers. If there is any time when a man is justified in recommending his own preparations in preference to those of the proprietary maker (and some would have us believe there is not), it is when the country people come a-purchasing and give you a good loophole for a little talk about your own non-secret line. They are people who trust in your knowledge of medicines and are ready to take your suggestion that you can save them some money on a remedy that you can guarantee. I believe in treating the proprietary men fairly, especially if they are the ones that treat the druggist fairly, but I believe likewise that in business it is a case of every man for himself. The patent medicine fellows are not philanthropists to any extent where we are concerned, so why should we place their interests before our own?

Let the farmers make your store their headquarters, leaving their parcels there until they drive along to go home. Let them get warm there in winter and cool in summer. Set up the cigars occasionally. They appreciate little favors more than any other class. If you want things in their line, farm products, patronize them occasionally instead of the grocer. Turn about is fair play.

When a farmer gets friendly and says, "Why don't you come out our way some day and take dinner with us?" take him at his word and go when you get a chance. It may surprise him, but he will be more than pleased. When you go out into the country for a walk or for a drive, take a pocketful of cigars. The farmer that sits down by the fence and smokes a cigar with you isn't going to go to the other fellow's drug store to buy his goods the next time he comes to town, and he is not going to send his family there either.

One of the good chances to get advertising into the farmer's hands is when he comes to the fair or some other celebration. Get your printed matter ready, and have a boy go around through the hotel yards and put the stuff under the cushion of the seat of each wagon. It will go to the home then. One would not care to use very high priced advertising in this way, but the booklets that you receive plenty of in the way of advertisements of patents, stock foods, bug poisons, etc., can be cheaply distributed by such means.

The packages you put up in the store for the farmer ought always to carry away in them some message regarding your business. Your newspaper advertisements he reads carefully and habitually if you are a good advertiser, and you may be sure that he knows as well as any one, or better, how to buy economically.

It is easier now to sell a gold brick to a man who has spent his life in a city than to a country bred person. The farmers know what they are about. They are particularly intelligent as a class. They are good buy-

ers, and they stick well to one store when they have found the one that suits them. Do not neglect your town-trade, of course, but bear on hard all the while on the farmers. They are the backbone of the nation's commerce and you can make them the backbone of yours.—Frank Farrington in Bulletin of Pharmacy.

Evading a Calamity.

The new clergyman had a stock phrase which he used unrelentingly on the sinners of his new pastorate.

"My dear man," he would say as he approached a brother who was deliberately breaking the moral code, "I fear the devil has a mortgage on your soul, and unless you mend your ways he'll surely foreclose."

After service one Sabbath an elder called the pastor aside and expressed himself as being grateful that he had the courage to rebuke the wicked men of the city.

"But, Doctor," continued the elder meekly, "when you encounter old man Wilson will you kindly refrain from saying anything about the devil having a mortgage on his soul? You know Wilson holds a mortgage against this church, and such a remark might arouse the devil in him and encourage the reprobate to foreclose."

No Middle Ground.

"Yes, I'd be willing to get married if I could only get a wife who was economical and—"

"My dear boy, no woman is ever economical. She's either extravagant or stingy."

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 propo-
sition.

Sherer-Gillett Co.
Chicago

Here's a Test Worth Trying

When she asks you, Mr. Grocer, for just "coffee," give her a can of Dwinell-Wright Co.'s "White House." She'll learn mighty quick, and in a couple of times she will, of her own accord, ask for "White House." It's a dead sure thing, and the responsibility is shifted from your shoulders on to hers. See? *

SYMONS BROS. & CO.
Saginaw, Mich.



HAD NO CHILDHOOD.

Rich Men Who Became Workers When Young.

"The man who never was a boy" is the term often applied to J. Clifton Robinson, the English railway promoter. The description fits many millionaires. There has always been a running infringement of the law—moral if not actual—against child labor by this class.

"Anybody can become rich," says Andrew Carnegie, "if he works hard enough," and the early beginning with work for many years as the only portion must be included in counting the cost of most successes.

So many successful Americans have begun at 13 that this may be taken as the average age. Lewis Nixon applied for his appointment in the navy at 13 and had it the next year. Samuel Sloan, former President of the D. L. & W., began life sweeping out a big dry goods store in New York at 13. Col. Pope was selling fruit and vegetables, besides working on a farm, at 13. Chauncey M. Blair, President of the Merchants' National Bank, started in the same bank as a messenger boy at this age. Senator Gorman started in the Senate as a page at 13 and never left political life afterward. Frederick Gilbert Bourne, President of the Singer Machine Company, left school the summer he was 13 with a farewell to everybody that meant he would not come back. He had his own way to make and it was decided at home that he must begin. John Mitchell, classed by Lincoln J. Stefens with industrial monarchs under the name of the "mining king," began work in a coal mine when he was 13.

When Henry Phipps was 12 he began work in a shoe factory and by the time he was 13 he left it and went with a jeweler, where he got \$1.25 a week. Here he had an experience which he remembers to this day. He accepted for his employer a counterfeit \$10 bill. This meant the loss of two months' wages. It was county fair week and the town was full of strangers, and it apparently was a hopeless task to find the man who had cheated him. The thought of the two months' wages, however, spurred him on, and he started out, got on the counterfeiter's track, and did not lose it until he had run him to earth and got the money back.

Senator Beveridge's boyhood was one of great toil and hardship. At the age of 12 he was a plow boy, at 14 he was working as a laborer at railroad construction and doing the work to which the strongest men are put—driving an old-fashioned scraper. At 15 he became a logger and a teamster, and by reason of his natural command of men he was put at the head of a logging camp.

George W. Cable was left the eldest of four children, his mother being without any means of support. This was when he was 14, and he went to work in a custom house and supported the family.

Hugh Chisholm's business career is one which shows wonderful precocity. It began in 1860, when he was

13. He secured a "run" as a newsboy on a railway train. He became a train newsboy because it was necessary for him to earn his own livelihood. His run was between Detroit and Toronto on the Grand Trunk, and he became fast friends with Edison, who ran on the same road between Detroit and Port Huron.

Newsboys then, as now, were paid by commission on sales, but young Chisholm saved a few dollars and got together a stock of his own. From that time his daily earnings were nearly twice as large as before. His next investment was in a course in book-keeping and penmanship in a business college in Toronto. He took his instruction on the week day evenings that he passed in that city, studying at odd minutes on trains and at the western end of his run.

His next step was to get control of the news routes on the Grand Trunk as far east as Portland, Me., selling on commission. He took his brothers into partnership, and they kept getting new routes until in 1866 they had contracted to sell papers on trains from Chicago to Portland and Halifax and also in Northern New England, Northern New York, and far up in Canada, as well as on steamboat lines. Their routes altogether covered more than 5,000 miles.

They had 200 newsboys and put them in uniforms and caps, which was the beginning of railway uniforms and brass buttons. Soon after he established a printing business at Portland, and turned out for sale by his own agents pictures, pamphlets, albums, tourists' guides, and souvenir publications descriptive of scenery along the principal lines of railway. All this was accomplished before he was 20.

When William Lewis Douglas was 5 years old his father was drowned

at sea. His uncle ran a cobbler's shop and when he was 7 years old he was bound out and put to work pegging shoes by hand. His uncle kept him at work from sunrise until sunset and worked him beyond his strength and only sent him to school for short periods each year. When he was 11 years old he went back to his mother and then his uncle made a proposition that he would allow the boy \$5 a month and his keep if he would return, and back to the little shoe shop and unremitting toil he went. He stayed another four years, when an opportunity came that looked great.

He got work in a cotton mill in Plymouth, where he was to get 33 cents a day. He worked here four months and broke his leg. The accident gave him a term at school and then the family poverty lashed him back to work, and he was put at heavy boots. He gave out under this and went into a store as shoemaker and learned the commercial details of his business. With another bootmaker he learned how to cut and fit shoes, and then started a little place of his own. Later with \$875 of borrowed capital he started to manufacture shoes.

Herbert Vreeland started at 13 handling ice. He is the son of Abraham Vreeland, who was the pastor of the Dutch Reformed church at Glen, N. Y. Herbert was the youngest of seven children and after going to school until he was 13 he started to earn his living by filling ice carts. The family moved to Newark, N. Y., and the boy worked hard and faithfully at handling ice until he struck his first railroading job.

When Carnegie was 10 his father came home one day and said, "Andy, I've no more work." That was the last of his boyhood. They came to America soon afterwards and he

started to work in a steam cotton factory tending bobbins. In less than a year he had been taken from the factory and put to running an engine in the new works. Here he got 20 cents a day. Then he got an increase of salary by doing a little clerical work in the office between times. This is his own account of his next rise:

"I awoke from a dream that has carried me away back to the early days of boyhood, the day when the little white haired Scotch laddie dressed in a blue jacket walked with his father into a telegraph office at Pittsburg to undergo examination as applicant for a position as messenger boy. If you want an idea of heaven upon earth imagine what it was to be taken from a dark cellar where I fired the engine from morning until night, and dropped into an office where light shone on all sides, and around me books, papers and pencils in profusion, and Oh, the tick of those mysterious brass instruments on the desk annihilating space and standing with throbbing spirits ready to convey intelligence to the world. This was my first glimpse of paradise."

He was 14 soon after this when his father died and he was the support of his mother and his younger brother. G. R. Clarke.

Lime Water Cures Warts.

Lime water taken internally is almost a specific remedy for warts, according to Dr. J. Burdon Cooper, of England. While he was taking lime water for indigestion he noticed that a wart which had troubled him for some time disappeared. Some other cases of warts treated by him were cured under the administration of lime water. The dose of this simple medicine recommended by him is a wine glassful after the midday meal with a small quantity of milk.

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



Make Yourself Content With What You Have.

There can be no more bitter moment in a woman's life than that in which she realizes past all doubting that her marriage has been a mistake, that she has wrecked her future and bartered the full treasure of her heart for emptiness and desolation, perhaps for that which is even worse than these.

Neither, excepting in rare instances, which scarcely deserve pity, is it until she is driven to the wall, so to speak, that a woman who loves a man will concede the fact that he is unworthy of her love. The feminine capacity for making excuses is proverbial. It undoubtedly is a merciful dispensation of Providence that a woman's faith is sustained easily, that, once established, it endures to the bitter end. Indeed, there is much reason for the saying that every woman has an ideal with which she clothes whatever man upon whom she elects to bestow her love. It may fit or not, as it happens, but all the same it hides the real man from her eyes, and invests him with virtues and graces which he does not possess, but which all the same exist for her, if for none else. And usually, which is not the least among the compensations of life, the ideal alters to fit the man, and the man grows to meet the ideal, until to both man and woman it becomes a happy reality.

A caustic modern writer declares that most wives believe that their husbands have in them a potentiality of intellect which might move mountains; that, if they only saw fit to try, they could equal Shakespeare, Milton or Michelangelo; or, that, given the opportunity, they might rival any of the heroes of the world, past or present. Which saying is merely a highly colored truth. It is marvelous, in spite of the frequency with which it occurs, how the fond affection of women will drape in royal purple the most unkingly of men, how it is able to perceive in its idol a greatness and a goodness, an excellence of purpose and sense of right apparent to no one else; how it is forever ready with a sufficient excuse for every weakness, a plausible reason for every shortcoming, and an explanation why faults are in truth virtues.

A woman's love will ignore persistently whatsoever tends to the disadvantage of the perfect man whom she has created as the object of her affection; and even when she no longer can shut her eyes to his sins, if only he loves her, she continues to regard him as more sinned against than sinning. What will not a wife forgive to her husband? Every day shows her condoning ill usage, suspicion, arbitrary injustice, even infidelity, until one is forced to admit that there is reason in the old rhyme concerning "a woman, a dog and a walnut tree."

The woman who loves rarely if ever renounces her belief in the existence

of good in the man whom she has chosen, until he himself slays her faith past resurrection. And that faith dies hard! Fortunately this terrible shock, the discovery of utter unworthiness, comes to but few. The law of averages well nigh is universal, even although it varies much and often, and while no man can be counted as absolutely perfect, none also, perhaps, is wholly and irremediably bad, certainly not in the beginning. Moreover, when one is conscious of self-imperfection, one scarcely is justifiable in expecting impeccability of others.

There are moments in the lives of many married people, people, too, who are sincerely attached to each other, when from one cause or another they feel as if marriage has been a mistake for them. This state of feeling is not always produced by a great and irretrievable error on the part of either, but rather by a number of small causes, which some one has compared to the accumulation of rubbish after years of careless house-keeping. Such disagreements frequently are the natural results of difference in habit, education, manner of thinking, mental or physical constitution, and the like, but for the time being they seem terrible. Breaches of this description, heightened and widened by injudicious friends, who possibly mean nothing but kindness, sometimes lead to the breaking up of families, where a little forbearance and sober second thought would have healed the wound and reconciled the difference.

Probably the thing which most daunts both men and women who have cause to regret marriage is its incurableness. Like Sterne's starling, they are "in it and they can't get out." For divorce, however needed, ranks in legal remedies with the surgeon's knife in medicine—it can only cut away the ulcer which can not be healed, the diseased limb which no physician's skill can save. It can not give back to the misused wife her free girlhood, nor restore to the injured husband the happiness of his home. For sorrows like this there is no cure; the weak give way under them and the strong endure with the stoical philosophy which makes no outcry at the stake, or with the Christian resignation which passes through the fire with fortitude; "Because thou wert there." All is a question of individual character.

People do not often wear such sorrows upon their sleeves. The common instinct is to whap them away from the prying eyes, and what is still worse, the prattling tongues, of their neighbors. There are wounds which crave only to be let alone, where even the surgeon's probe, however much it may avail, is torture.

None the less one always may find help and comfort in the fact that duty, done patiently and as cheerfully as one can, always will bring with it its own reward; not happiness, it may be, but blessedness, which in the long run is better. And, after all, life to a great extent for every man and woman is pretty much what he or she makes it. One may not be able to choose the material, but at least one may do the best with what one

has, and when one finds that the bed upon which one must lie is a hard one, it is part of ordinary common sense to plant no unnecessary thorns therein.

Few, indeed, are they who attain to the highest happiness of which humanity is capable; few perhaps make, in truth, the most of what they have; yet it is the exception to find a married woman who honestly wishes herself single, and this is in itself a powerful argument in favor of an institution which, few will deny, usually gives a woman her full share of its responsibility and its burden. When people can not have exactly what they want, a state to which only the exceeding few may arrive, it is the part of wisdom to make one's self content with what one has.

Dorothy Dix.

Not for Strangers.

"What in the world does that mean?" asked the traveler through a sparsely settled region on the Cape. "There's no such place on my road map."

The man whom he addressed first took a leisurely survey of the traveler and his horse, and then turned his eyes toward the weatherbeaten sign which bore the single word "Tolpil."

"That ain't a name," he said, with a dignity; "it's jest an indication. It means, 'To Long pond one mile.'"

"It's plain enough to folks from nearby that's hunting for the pond, and we don't reckon on strangers taking much interest."

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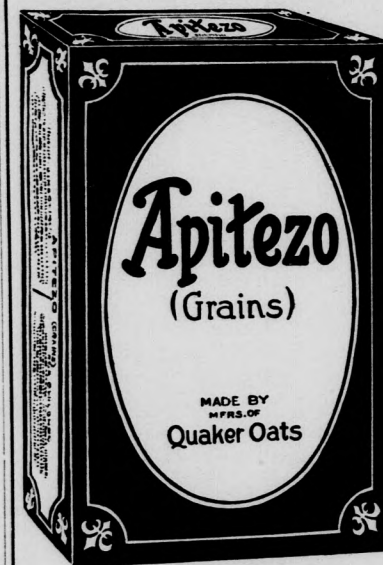
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GIRL MILLINERS.

They Make Hats of Chiffon at \$1.50 per Dozen.

The woman who covers for herself a wire hat frame with carefully shirred chiffon underneath, and sews a spiral "flat" of straw to put over the top, usually draws a breath of relief when she is through and feels that she has accomplished a good afternoon's—if not an all day's—job.

That she thinks so is because she does not know anything about mechanical millinery.

Mechanical millinery, beginning with the "ready to wear" hat, descends the scale to the flower trimmed chiffon chapeaus, which are furnished by mail order houses in hundreds of dozens. What it offers to the wage earner, with good luck and a place where the help is treated generously, is that hats like the one described are paid for at the rate of \$1.50 a dozen, the same rough muslin covering to be first stretched and sewed all over the hat, the same crown of soft straw to be sewed round and round and tacked over, and the same shirred lining—the only difference being that instead of having to do the shirring herself the professional receives a piece of chiffon into which the threads are run by machine and are all ready to draw up as it is put on the hat.

If you were to go into one of these places as a beginner you would be set down at a long table loaded with trimmings and furnished with spools only to be described as life size, and there would be handed out to you a lace or chiffon affair of white which looks as if it had seen its best days, which after all is not wonderful when it is seen how it is snatched, purloined and begged for by eager copyists. You also would get a roll containing flowers, ribbon and lace for copying, even down to the scrap of velvet for covering the bandeau, much as you would at a "hat party."

With these you would be expected to make an accurate copy of the model, and each day you worked you would begin at 8 and stop at 6, with a half hour off for lunch.

This is what is called "learning," and for learning you are paid \$2 a week. During this time, if you are halfway clever, you will make from two to three dozen hats a week. In a couple of weeks you will go on "piece work." And then, even with a discouraging chiffon model—with a chiffon crown pulled in a honeycomb of shirrs, and maddening little straw braid ruffles to gather around the brim, besides coverings of Swiss and lace straw underneath, you will do six or seven of these in a day, and because they are difficult you will get as high as 15 cents apiece for them.

"I know I can easily make my \$2 a day when I get started," said Marie, a quick-motioned little girl who looked about 16 and who was cheering herself along under a difficult problem with crown of spiral lace edges, which had to be sewed on by hand. She had been on piece work three days; the first day she made \$1.50 doing Leghorn hats that are

"trimmed" only and that bring 10 cents apiece. The next day she had made only \$1, and to-day—"Well, I guess I'm stuck to-day," she said cheerfully. "You see I got a poor 'draw,' but it will go better to-morrow." Marie has to take care of herself so it will be necessary for it to be better to-morrow.

At the same time that you learn mechanical millinery you learn optimism. Good nature of the kind that is not feazed by handling materials and shapes that "you can not get hold of," and optimism that refuses to see the day in any light but that of the full sum that is to be made in the end, and all setbacks as only part of the day's work, is the only force strong enough to dig out a salary as high as \$15 a week from mechanical millinery.

The long table in the first room is a sifter that finds out what there is in you. As the manager tells you when you first come, "It all depends on yourself." He also says that he can tell what they are going to do by the corners of their mouths; "the girl working with downcast face never gets up." That he has promising material is shown by the fact that there are those struggling in the labyrinth of chiffon hats at 15 cents apiece who are good naturedly ready to stop and help the beginner who hopelessly tries to see some point of connection between the model that is set before her and her bundle of scraps.

The question, "How can I learn?" can be answered here—"with \$2 a week when learning" by the woman who has courage to face the conditions, as easily as at the more expensive schools. Here as nowhere else is seen in its true place the quick, rough skill, the "clever slighting" combination which is often the hardest to grasp by the woman who can afterwards design attractively.

And, as to speed, without mastering which the most talented artist can not get started to making money out of her creations, it is here, where being quick and being able to eat and live are all one and the same, that one gets the first inspiration of its meaning. The aspirant to high class millinery will at least not lose anything of the understanding of the wider scope of the work she is undertaking if she takes the first lesson in the mechanical part in the factories.

Grace Clark.

She Lost Her Taste.

Down in Tennessee the marriage obligation sometimes rests lightly upon the consciences of colored people. Both men and women change wives and husbands without the interference of the courts. A Washington lady who was born and brought up on a plantation down there and had been away a number of years recently visited her old home and, of course, looked up the colored people who had been servants in her father's household. One of her favorites from childhood was a girl named Eliza, about her own age, and some years ago she attended the ceremony which united Eliza with a young black fellow named James in

the matrimonial harness. To her surprise, therefore, upon her recent visit she found Eliza living with another man, and immediately began to ask questions.

"No, James ain't daid," was the explanation, "an he's a livin' in taown. But we ain't married no more. I've got a new husband."

"What was the trouble?" was the next inquiry.

"There wa'n't no trouble."

"Did you and James get a divorce?"

"No, we ain't had no divorce. I just naturally left him."

"Did he use you badly; did he beat you or neglect you?"

"No. He was a good husband, but I done lost my taste for James."

Not His Hour.

A Chicagoan was praising the late Marshall Field.

"Mr. Field was a kindly man," he said. "He spoke ill of no one. And when his opinion was asked of a person, and it was not a favorable opinion, he would express it in such a gentle and quaint way that its sting would be quite lost."

"Once at a dinner I praised the conversational talent of a man across the table. I said to Mr. Field:

"Do you know him?"

"I have met him," the other answered.

"Well, he is a clever chap," said I. "He can talk brilliantly for an hour at a stretch."

"Then, when I met him," said Mr. Field, "it must have been the beginning of the second hour."

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Noteworthy Features of the Clothing Trade.

It is not customary among clothiers to send out their road men before the 4th of July. They are anxious this season to sound the retailers in order to ascertain as soon as possible on what lines the reorder business will develop. But this season, at the present time, the work of recanvassing the trade for fall orders is being vigorously pushed. The reports from agents and commission merchants state that an improvement is showing itself in the reorders on the fine and medium grades of fancy woollens. A large number of the leading jobbers and the tailors to the trade have been increasing their orders along the lines of fabrics noted above. Worsteds goods for the fall trade in all grades are well placed; indeed, in the minds of many, worsteds will continue to be strong favorites during the coming heavyweight season. The idea in this is that the consumer prefers the finer and smoother finished goods, such as the worsteds, rather than the rougher cloths, such as the cassimeres and chevots. Mercerized worsteds will undoubtedly reach a larger yardage in the coming season than ever before.

The lines of worsteds which are turned out by the leading mills have been ordered to such an extent that the manufacturers are refusing to consider any acceptance of new business, save from those of their customers who have already selected their styles and sent in reorders.

On overcoatings, in both the medium and the high grades, there has been a decided lack of early business, and it is not possible to do anything that will tend to force the retail trade into increasing their orders until definite tendencies in the styles have been made manifest. The heavyweight season of 1906-1907 will show a return to the more conservative colors in suitings and overcoatings, although not to the exclusion of fancy woollens.

The opinion at the present time is that fancy overcoatings will be revived, yet the conclusion which may be drawn at the present time is that the staple and conservative lines will easily hold their own. The values quoted on overcoatings are higher than those held last year, in some cases from $2\frac{1}{2}$ to $7\frac{1}{2}$ per cent. higher; and this is undoubtedly one reason why the buyers have been so cautious and conservative about ordering ahead. But added to all other reasons there is the serious problem that must be met in the undecided trend of demand.

The reorder business which came to hand in the past few weeks indicates what fabrics are proving the most popular for summer wear. This business has been confined a great deal to two-piece suits in the following fabrics: serges, tropical worsteds, homespun and crashes. While all of

these cloths have enjoyed a certain prestige, the blue serge is pre-eminent first. Clothiers, when purchasing their stocks of cloths for the lightweight season of 1906, took advantage of the exceptional values which were offered by the leading manufacturers of serges and made up lines in this always popular fabric, so that they have been able to offer the blue serges at the values holding last year. This has been the inducement which has been largely instrumental in bringing to hand prompt reorders. One reason contributing to strong reorder business in two-piece suits has been the fact that old Dame Fashion has decreed that for this spring and summer the well-dressed man must wear a waistcoat of different material from that of the coat and trousers. Mills operating on the cloths for these fancy waistcoats have been very busy supplying the demand for them, and have received large orders for the present lightweight season.

Reports from the handlers of boys' suits show that blue serges have been strong favorites for the boys' trade.

It is not a feature of the men's wear market that any radical developments ever take place during the months of April and May, as the selling agents are concentrating their energy on a final completion of the styles for the lightweight season. This year, however, the statement is made by many who handle the product of the mills on men's wear that the showing of the lines for the spring of 1907 will be unusually early. Starting at about this time the lines in the low medium and high grades will be opened as rapidly as possible. It is the opinion of many of the sellers that the values of cloths for the coming lightweight season will remain practically on a parity with those of the previous season. For this reason they believe that the clothier, the jobber and the tailor to the trade are reasonably certain of coming forward and placing fairly substantial initial orders.

One of the main reasons given that is influencing the men's wear manufacturer to force the spring lines is the fact that a call for a heavy yardage in medium grades of fancy woollens, mercerized worsteds and worsteds is expected to develop. Some point to the poor condition of the heavyweight season of 1905 in the retail clothing trade which was away below the average; and they argue that on this account the present spring retail trade should be of large proportions. Men who refrained from buying a winter suit or an overcoat, owing to the Pinehurst winter we experienced during the past heavyweight season, will now be in strong for spring clothes. If this occurs in the large volume that many anticipate its effect will be to clear up any surplus stocks which ordinarily accumulate on the retailers' shelves and tables. Therefore, with their lightweight stock pretty thoroughly cleaned up, the retailers will be in a position to purchase freely on their first orders for the lightweight season of 1907.

As to the situation of fall lines, the

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.

The Cooper Clothing

is at the front in

Style, Quality and Price

Always satisfactory in

Make, Fit and Value

H. H. Cooper & Co.

Utica, N. Y.

clothiers are asserting that they are prepared to present to their trade a very comprehensive assortment in fancy woolens, worsteds and mercerized goods, and that, owing to their careful selection of cloths, with especial attention paid to keeping the range down, they will be able to meet whatever requirements may arise in the retail trade markets. The present conditions of the cloth market make it almost obligatory on the part of the manufacturers of overcoatings to utilize plain staple fabrics rather than run into fancy fabrics. The prices on both the fancy and plain cloths have been kept at a high level and they much prefer to take chances on making up staple fabrics than on building up stocks of fancy goods in advance of any pronounced demand for the same. It is very generally acknowledged that the responsibility of building up a fall stock this year will rest upon the shoulders of the clothier, as the retailers are already quite heavily burdened with carry-over stocks of 1905 heavyweight goods.

Reports from all over the country which have come to hand show that in the retail trade market overcoatings and three-piece suits have been selling much more freely than was noted during the lightweight seasons of the past three or four years. This was especially true during the earlier spring period and goes to prove the supposition referred to above to have been a correct estimation of probable conditions that would prevail in the retail trade market.

Weight of the Brain.

Other factors besides brain weight are known to influence intelligence. It has long been known that the distinguishing character of the human brain is the large number of connecting fibres by which its cells are coordinated. In no other species are they so numerous or complicated. The cells constitute but a very small part of the weight. There is now considerable evidence that the same rule applies among individual men, and that those of great intelligence have more connections, so that their cells can do more and better "team work."

Some investigations have shown the corpus callosum to have a large cross section in men who had shown great ability. It is also known that the brains of able men are likely to present more convolutions and deeper ones than the average, as though there were more brain cells as well as more connections. A few observations in the lower races point to the fact that their brains are essentially different in microscopic organization, partly accounting for less intelligence. All these facts will fully explain why men of intelligence in the higher races may have brains not notably heavy, but they do not disprove the general statement that as a class such men do possess brains heavier than the average.

The mistake arises from the failure to recognize that noted men who have shown intellectual power not infrequently were sharply limited to one or two directions, being very defective in other directions. Blind Tom was an idiot, in fact—an extreme case of

what is quite common. At the other extreme was Gambetta, who was not much more than an orator, whose cerebral speech centers were found to be highly developed. The rest of his brain was small and his general intellectual power and judgments were decidedly defective. Ability in one or two lines may make a man famous, while he is really very defective and his brain proves to be small.

Heavy brains are not necessarily intellectual ones, or elephants would be in the class of geniuses. The material might also be pathologic and the possessor an imbecile. It often happens that men of big brain and great ability suffer from early neglect and are found in lowly employments or may remain ignorant through life. These few facts do not prove that large brains are worthless and not indicative of mental power as a rule. We can not get away from the fact that man as an animal is supreme because of his large brain; that among races the brainiest are the highest, and that in any one race the most intelligent,

as a rule, are those who have the most brains.

Men of small brains are not leaders, and no statistics of the brain weights of a few exceptional men noted for limited abilities can reverse the rule. Universities do not create brains, but merely train what exists, so that the owners are better fitted for the battle of life. Many a man is sent to college who should be handling a pick and shovel, and he never amounts to much, even although he subsequently makes his living at some very limited specialty.—American Medicine.

Plant of Magnetic Power.

A plant which grows in certain parts of India possesses curious "magnetic" power. The hand which breaks a leaf from it immediately receives a shock. At a distance of twenty feet a magnetic needle is affected by it and will be quite deranged if brought near. The energy of this singular influence varies with the hours of the day. It is at its strongest about 2 o'clock in the after-

noon. At times of storms its intensity increases greatly. Birds and insects never alight on this plant; an instinct seems to warn them that it is deadly.

Wm. Connor

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HERMAN WILE & CO.
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"The Best Medium price
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NEEDED THE MONEY.

How Young Going Improved His Opportunity.

Once upon a time, long, long ago, men were foolish. They used to go out and do great deeds for the sake of love, or honor, or anger, or the fun of it, but principally for sake of love, because this was long ago and men were natural and did things according to the dictates of their hearts and the will of God.

We are wiser now. We do not waste any time in such foolishness. We make every minute count. Before we go out to do any great deeds—and we still do do great deeds—we stop, bring out the old envelope, wet the stub pencil, and go through the arithmetic tables to find the answer to the all important question, Will it pay? Before we pick up our lances (check books, forsooth) we stop and query fiercely—How much is there in it? And when finally we mount our chargers (twelfth floor suite in the Behemoth building) we roll up our sleeves in true knightly fashion and say—Cut expenses.

Occasionally we take time off, when we have nothing important to do, to read the foolish books about the foolish people who lived in the foolish age when love, honor and self-respect were of more importance than gold or silver or bank notes. Then we laugh to think of what utter fools they were, what splendid opportunities for combine building they overlooked, and of how much more sensible and wise we are in this day. So, having read, we cast aside the books and mouth furiously at an overworked female who gives us eight hours of her time for as many dollars a week simply because we have to write 200 letters a day.

But still we do great deeds. Don't forget that for a minute. We are a great race, capable, courageous. But we make it all pay, every time!

Going came out of the East, whither his father had sent him to gather knowledge of Greek literature that he might be the better equipped to go back to Chicago and run a department in the big house. This is Young Going that we have to deal with now, not the Old Man. The Old Man's advent from the East was along different lines. When the Old Man came, he came in the smoking car all the way from Fall River, and he took off his coat and rolled it under his head for a pillow. This incident is of little significance in itself. Only, when the Old Man took off his coat, it revealed the fact that his shirt was without a collar; and the big hairy arms stuck out of rolled up sleeves like the paws of a great ape. The Old Man had got tired of knocking cattle in his little slaughter house in Fall River and was coming West to knock them on a bigger scale.

Five hundred years ago he might have been sallying out of England to the southern parts of France to knock mailclad knights from Andalusia or other chivalrous lands. Being only fifty years ago he was coming to Chicago to knock cattle. Such is the difference wrought by 450 years.

The Old Man did right well in Chicago, as everybody knows, eventually coming to that stage where he had 10,000 men on the pay roll. And then he sent young Going to Harvard. And Harvard made a gentleman out of him. Which may or may not be set down to the credit of Harvard, entirely according to one's way of looking at things.

When the job had been finished—he left in the third year, on request of the faculty—he came back to Chicago. Then did the Old Man send for him, and then did he hand out to the son of his bones a discourse which shall not be attempted here, it being an epic, an epic being out of place in such small tales as these, but the effect of which was that, now he had made fourteen kinds of an ass of himself while in school, it was the hope of the Old Man that he would trim down his ears and develop into something resembling a good work animal in business. And the Old Man placed him on the pay roll at \$20 a week, and avowed profanely that he was through with him until he showed what was in him.

"And then," said he, bowing the young man out, "I'll probably notice you only to fire you. Good day!"

Young Going, being wise in the ways of the Old Man, and knowing that as he spoke so he did, promptly went downtown and made arrangements with a certain firm of Semitic gentlemen to furnish him funds to supplement the salary of \$20 until such time as fate should be more kind. The Semitic gentlemen, having heard that Old Going had a bad heart, readily agreed to the proposition. Then young Going went to work.

They put him in the freight department to begin with. Almost anybody can get into the freight department who wants to. The main requisites of the department are endurance and servility. So the breaking in of young Going was a thing to make the old clerks go behind pillars and weep bitter tears of joy. But he stood it, and they gave him an outside job on one of the beef platforms. He was made a checker here. This was a change, but hardly a promotion. The main requisites of this job were ability to swear so that foreign speaking truckers would understand, ability to withstand cold weather, and an ability to count. Young Going could do all three. Also he knocked the spots off an Irish foreman who attempted to play goat with him because he happened to wear a new tie every day. This made him a hero in the eyes of the men of the beef platform.

They only understood one word, which was power, and they had only one hero, who was James Jeffries. After he had put the Irish foreman away young Going could have borrowed tobacco from every man on the job, and up and down Halsted street of evenings, in the places where strong men foregather when the hard day's work is done, there was told the tale of how he did it, and many kinds of drinks were drunk to the power of his fist and the hope that he would keep the good work up.

But, of course, all of this counted for nothing in the general office. While beating up an Irish foreman is an achievement not to be lightly sneezed at, and is a work to be earnestly commended, it does not add anything to the net earnings; and this is the standard, the religion, whereby the efficiency of men is judged in the office. Possibly old Going smiled grimly when he heard of his son's accomplishment and was glad that his college education was not entirely wasted. But nothing more than this.

Earnings were what the Old Man was enthusiastic about. Earnings, earnings, earnings! Anything outside of this mattered little to him. Hence young Going found but little favor in the paternal eyes; and the pay envelope bore the same figures week after week and promotion was far away.

This worried young Going to a considerable extent, for without promotion he knew there was no hope for bigger figures on the pay envelope; and while the firm of Semitic gentlemen ever were ready to oblige with new advances on old Going's bad heart, young Going loved not to get in too deep. There might be complications, any number and manner of them.

For instance, there might be a breach with the Old Man. In other words, he might be discharged from his \$20 position. Then there would be words on both sides, ugly scenes in the family home on the boulevard, hurried packing, a farewell at the club, and a frenzied journey to—well,

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to any place where men go to get away from financial obligations and angry fathers.

Then young Going knew the money lenders would come down on the Old Man, knowing well that such rupture would mean the omission of young Going in the paternal will, and then there would be further explosions and more unhappiness.

Young Going grew blue and morose and the lightheartedness which had expelled him from Harvard was no longer in him. He was worried, really worried. He needed more money, a lot of it, and he saw no acceptable way of getting it. Bad for young Going. A man of his class would better be dead than be without money. Therefore our hero sat down and pondered on ways and means.

It was apparent that he could never hope to earn more than \$20 as a beef checker. This was \$5 more than the rest of the men got, and they never hoped for another advance. He must get into something else, get into some other department where he could earn more. But the Old Man had said sternly that on the beef platform he should stay until he had showed what was in him. But how could a man show what was in him counting up beef quarters as they were trucked into refrigerator cars? Anybody could do that. The Old Man was a fool for putting him to the test in such a place.

After six months the Old Man took him off the platform and sent him to the Kansas City branch house. He went as any other young man from the general offices might have gone, under orders to report to the superintendent for a position. The superintendent might assign him to a clerical position in the office; he might make him timekeeper in the soap factory. He did neither. He put young Going in charge of car shipments, made him general overseer of the handling of the Going & Co. cars after they were loaded and ready for the journey East.

Aside from the fact that this keeps a man up ungodly hours of the night or morning, it is not a bad position, being in the main that of a reporter as to the condition and time of the cars' departure. But the pay was still \$20, and young Going was still sad.

Goingville, with its big cattle yards, its packing houses, its general offices, its tracks, and its people's homes, lies on "the other side of the Kaw," which phrase means that it is isolated from the reliable portion of the city to which it belongs by the unreliable river that is named Kansas. Long bridges furnish the means whereby the products of Goingville are hustled into a land where the railroads can take hold of them and hurry them to places where they are meant to go. A terminal railway brings the cars from the Goingville switches across the two bridges to general railroad facilities. And, save for the two bridges, the plant is isolated so far as transportation is concerned.

Knowing the habits of the unreliable Kaw, which are to rise and tear things to pieces whenever the least opportunity offers, the engineers

built the two bridges high above the stream, that the spring floods might not impair their usefulness, and for year after year the Kaw had raged impotently under them, swept away bridges of less cunning construction, and the two had stood and the meat trains had rolled across them every day, while other and less favored communities were helpless because of the washouts.

It rose beyond all known measures or expectations of men. It went over its banks, went back to the hills that lined its course, and rose some more. It spread out and ate up little towns, washed away bridges like so many pieces of play lattice work, killed and rampaged tremendously, and then, in the height of its power, one Saturday afternoon it came to Goingville.

It came so swiftly that those members of the general office who happened to be employed on the first floor were forced to leave the building in boats, and from the second story. The office building was set lower than the others, however, and it was midnight before the first floor was flooded on the entire plant.

It was too bad that it happened Saturday afternoon, because Saturday is the big shipping day, and the switches stood filled with loaded cars. Quick work put the cars on high ground, where they were temporarily out of danger, and the hands stood helplessly by on the heights above the town waiting for the flood to go down and allow them to return to work.

But the flood was insistent and stayed long, and in the night the lower one of the big bridges that connected Goingville with the rest of the world shuddered as a smaller bridge racing downstream struck it, swayed for a minute, and went into the water with a roar that told loudly the tale of the power of waters. The upper bridge stayed, and thus it happened that opportunity came to young Going.

Sunday morning the water had eaten into the embankment on which stood 200 loaded cars in a manner to threaten disaster to them in a short while. The superintendent looked at the bank, saw that it was crumbling, and hastily computed the loss of the cars into the total damage to the plant. Young Going saw, knew that the cars were under his jurisdiction, and saw in a flash the chance that was before him. As he saw he looked at the flooded tracks, at the raging Kaw, and lastly at the big bridge, which, with a foot of water over its rails, hung grimly to its caissons.

It was problematical whether the bridge would stand the weight of a single car now, it hardly was possible that a train could be taken across. But this was the thing to do now, the thing to do, saw young Going. The 20 loaded cars represented a fortune. If he could get them over to the other side, where the railroads could begin handling them, it would mean a relenting on the part of his father and an end to his money worries. Young Going set out to find an engineer.

He found both, the engine cold and

wet, the engineer wet, but warm with the warmth of many strong drinks. He put the two together. The engineer split his lip in the process, but Going haled him to his engine in the end.

"We're going to take those cars across the river, understand," said Going, pointing.

"The — we are!" said the railroad engineer. "We're going to go back and have another drink."

They argued vigorously back and forth in a foot of water for the better part of half an hour.

"We're going across the river with those cars," said the engineer when it was over.

They found a train load of gravel cars and ran them onto the bridge for an experiment. It all worked beautifully. The bridge swayed and tottered at the first touch of weight. Then, as the weight became more evenly distributed, the structure steadied to a degree which insured that the cars would remain upright. But there was a foot of water over the rails, and down in the water the caissons were breaking and giving way, and the prospects that this bridge would follow were good.

"Well?" said the engineer, when they had deposited the ballast train.

"Hook to the first string of export cars," said young Going. He made the coupling with his own hands and with his own hands shoveled the coal into the firebox of the wet engine.

Then the journey across the bridge began. They got across. If they hadn't there would have been no story, for you can not make a Suc-

cess Tale out of a failure. They threw their train into the safe yards across the river, uncoupled, rambled back over the bridge and returned with another load.

Eight times they went across. Seven times they jolted back. When they uncoupled from the eighth train there was no bridge for them to get back home over, nothing but the "raging Kaw" and sundry stumps of masonry and steel to tell where the bridge had once been.

"And now tell me just why you did it?" demanded the now sober engineer, as he wiped the perspiration off his brow and calculated the depth of the water below him. "What was your idee, anyhow?"

"I needed the money," said young Going. The engineer looked at him curiously. "Well, that's the idee of the regular day's work anyhow," he said.

"All in the day's work," quoth young Going, laughing.

Allan Wilson.

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MERCHANT AND CLERK.

Mutual Relations They Should Sustain Toward Each Other.

Written for the Tradesman.

With all due deference to present-day methods of store management and modern ideas of system and discipline, I want to suggest that too many good clerks are spoiled and that many employers fail of success because of a too vigorous adherence to "red tape" and boldly printed rules.

A rule made to be broken is worse than no rule at all. Rules that are impossible of being kept put the maker in a ridiculous light with those whom he expects to obey them.

Regulations are needed. They are necessary. But regulations are not rules in the general acceptance of the term. In other words, many of the ills of store life may be remedied. They can not be cured.

Now, to the points I have in mind wherein lie the possibilities of greater success for employer and employee, if a plain, homogeneous feeling exists between the boss and his sales force.

There may be some excuse for exacting rules in the largest of large retail stores, where the men and women of the force are more or less looked upon as machines or automations. Even under such conditions success is reached in spite of rigid, penalty-providing rules, rather than because of them.

Assuming that this dissertation will be read principally by employers who, in a greater or lesser degree, come in close contact with their employees, I am going to attempt to show that much better results can be obtained where stilted ideas of management and over-strict discipline are thrown out of the store altogether.

Beginning with the employer, I want to say that, after all, he is simply a clerk who has kept on going in the right direction. While he deserves credit for his resultful efforts, and merits the success he has achieved, yet he should not overlook the righteous law of human equation.

The boss who sits high and gives his orders fails to hear his clerks when they growl. It should always be remembered that, even although he is on any one of the rungs in the ladder that leads to success, it is no time for him to swell himself up. There is no telling how soon that rung may break.

He may look all right in the mirror, but he should be careful that he does not cast a different reflection in the eyes of his force. He should bear in mind that there are many clerks who are wise enough to realize that it pays to recognize one in authority, even although he knows less than they do. It makes him feel big and does not shorten their height. He should ever and anon show a recognition of that common plane on which we all must stand.

Of course, some employees have loftier aims and firmer purposes than others, but each in his own chosen way is traveling toward the goal of his ambition. So, then, it must be admitted that each is entitled to re-

spect and consideration. There must be a happy adjustment of relations between employer and employee that will work out to the common weal.

Again, bad bosses spoil good clerks; poor clerks spoil sales, and disgruntled customers cause loss of business and, ultimately, failure to the head of the house.

To avoid this serious calamity the employer should adopt methods of management that will at once enlist the co-operation of his store force. He should aim to temper every phase of store life to the entire satisfaction of his employees. He should adopt a "give and take" policy which can and will be filled with a noble principle.

It is all right enough to have a certain hour at which the day's work shall be begun, and as well one when it shall end, but not have it a rule that "failure to be at your post means immediate dismissal" and other similar edicts that are in themselves discouraging and disrupting.

If the employer has paved the way as he should have paved it his people will be at their posts even before the hour "prescribed by law," not in fear and trembling lest they be late, but because they want to be there to please their employer and to do their duty toward him.

Little acts of kindness, pleasant words and cheerful smiles shown each day will work wonders. The inspiration employees receive from such thoughtfulness on the part of their employer will better fit them for their duties and will be of equal benefit to him. He will find increased loyalty for his interests and himself springing up throughout the store. It will reach his customers, too.

Right here I want to cite an illustration of what I believe to have been a case of lack of loyalty to employer. Not long ago a New York State correspondent, writing to a well-known trade paper, stated that rumor had become current that some of the clerks in a certain prominent shoe store had embarrassed some of the women customers, which fact had occasioned considerable unfavorable comment. The correspondent stated that he had investigated the matter personally and found it was true. While I know nothing of the relations that exist between the employer and his clerks, it is dollars to doughnuts that the employer has some exalted opinion of himself and his store discipline. If not, his clerks would never have risked their actions, no matter how mitigating the circumstances may have been. If this particular correspondent will make a personal investigation of the attitude of this employer toward his clerks I believe that a verification of my position will be made.

Loyalty can not exist in the same heart with hatred. Nothing will cause an employee to disregard the wishes and interests of an employer so much as a tyrannical and oppressive policy. The trouble is that too many employers go lame in the head just as they are about to win in the race for success.

To just such a degree as the harmony and well-being of those who work together in a store are depend-

ent on the boss, to that same degree does the responsibility rest upon each member of the force. Figuratively speaking, the boss is the hub of the wheel. No matter how sound the hub may be, it is an imperfect wheel and will not run straight if one or more of the spokes are defective.

Many employers are held back in

their honest endeavors to succeed, because of the whims and notions existing in the minds of their clerks. Like the employer, clerks often overlook the law of human equation and actually get to feeling that they are the main cog-wheels in the machinery, while, as a matter of fact, their part is a very minor one. When a clerk thinks he knows it all and is

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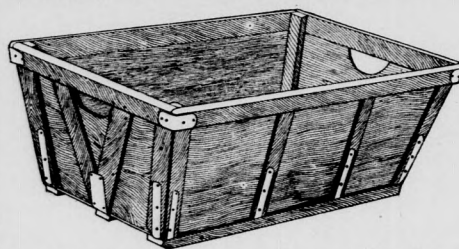
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better calculated to direct the business than to carry out directions, that minute he singles himself out as one whose services can be very easily dispensed with. While it is true all stores do not let in as much sunshine as is good for all who work therein, yet it is only after a serious illness that we appreciate health. So it is with the vexations that are bound to arise in store life from time to time. When the atmosphere is once cleared there are an inward thankfulness and satisfaction that could never have existed had there not been such a rough place in the path that all clerks must sooner or later pass over.

A conceited idea which works its way into the minds of many clerks, to the effect that the business won't go on if they withdraw their services, reminds me very much of the story of our Hebrew friend whose clerk one day told him he must have an advance of wages. When the young man was told that it was impossible to give it to him, especially so because he didn't deserve it, the aspiring clerk said he knew all the details of the business and that the boss couldn't get along without him. "Well," said the Jewish merchant, "vot if you vere to die, vot vould I do?" "I suppose," said the ambitious clerk, "you would have to get somebody else to take my place." "Vell, den, just consider yourself dead."

The trouble with many clerks is they feel they are conferring a favor upon the boss to work for him. They have an elongated idea that the boss is simply a person to pay their sal-

aries and give them all holidays and extra time off without anything in return beyond a certain number of hours each day. They fail to take an active interest in the business beyond that for which they are actually hired. They draw an imaginary line between their department and the department of another, and are extra precautions not to do anything that they believe should be done by some one else. This being true of two neighboring clerks, the result is that too many things are left undone, which redound to their discredit and to the loss of the employer.

There is little cause for wonderment that so many clerks lose their positions. While anxious to be successful, they yet form habits that preclude their success and work great injury to their employers. In the first place, they look upon the boss as trying under every circumstance and condition to take advantage of them. They go about their duties in a disgruntled way and allow their ill feeling to enter into their work to such an extent that they drive away rather than win trade.

They are likely to fall into the erroneous way of doing many things that deprive them of the esteem of their employer—things that make them generally disliked by those about them and the customers who frequent the store. For instance, many clerks show too little sunshine in their countenances. In some cases what would otherwise be a pleasant face is spoiled by careless dissipation. Even although the fellow who drinks may now and then win

in a race, it is because his competitor falls down. Just so with all other bad habits; they impede progress rather than make it.

Many clerks carry habitually a dark, dismal scowl on their faces, which is frequently supplemented by grumbling. If they take my advice they won't growl. They will leave that to their neighbor's dog. If they have any grievance to be made known, they will voice it. They must remember that it is no time to shut their eyes just as they have found the right aim. Furthermore, they will learn that every time they stoop to do a mean act it is difficult for them to straighten up again. If they take their positions into thoughtful account, they will at once decide that if they are smart they do not have to make fools of themselves to show it. Common sense is recognized by the amount used, not by the quantity possessed.

There are kindly criticisms which could be offered to the clerks without end that would better fit them for their positions and render their services more acceptable to their employers, but as it is not my object to find fault with either employer or employee, I shall desist from further citations and bring my remarks to an end by a general summary, in which I would suggest that both the employer and employee try to bring into active working order a man-to-man feeling in the disposal of merchandise. This can only be done with the best results where the boss and the clerks work in strictest harmony.

It is only the staples that are bought. All novelties and out-of-the-usuals must be sold. It requires good salesmanship to bring money into the store, and good salesmanship can not exist where all conditions are not favorable to cheerful dispositions, harmonious action and mutual benefit. It is the sagacious employer and wise employee who feel their responsibility to each other that make a team that will prove indomitable in courage, resultful in effort and mutual in interests.

So, taking all into consideration, the boss who is not too exacting with his clerks, and the clerks who do not expect too much from their employer, make a happy combination that pleases the customers, and when the goods are right and the prices are right, and there is plenty of sunshine in the store, you can just make up your mind that that store is going to be one which will get the trade and be in business when old fogies and "red tapists" are gone and forgotten.

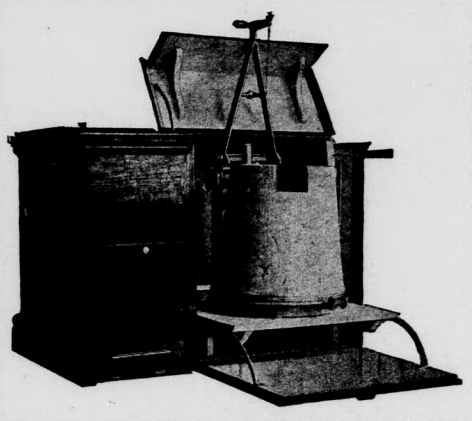
Wm. V. Ramsey.

Medical English.

The following sentence, printed in the current number of a prominent medical journal, explains why there is no great demand for professional periodicals by the laity:

"The virulent spirillum possesses a greater number of bacteriolytic and agglutinable haptophore groups or these groups are endowed with a greater binding power for uniceptors and amboceptors than the avirulent."

You Can Make More Money on Tub Butter



You can save the loss from over-weight and driblets. You can save time and labor and ice by installing the

Kuttowait Butter Cutter and Refrigerator

Pays for itself in four months and returns 500 per cent. on the investment every year

Puts out a package as neat as prints and pleases customers better. We can supply you with cartons, too. Good live agents wanted everywhere. Let us show you.

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RUSSIAN WOMEN.

They Are Held in Small Esteem by the Men.

The light regard which Russian men have for the gentler sex is indicated by an old Muscovite adage, which says: "The hair of woman is long, but her mind is short." And there is a proverb to the effect that seven females have but one soul. The wife has no voice in financial transactions, and her opinion is given little consideration even in the regulation of domestic affairs.

It would seem that such a disparaging estimate of their intelligence and general worth would serve to discourage the Russian women and keep them in a state of subjection, but we find them made of such stern metal that they are doing men's work and gradually securing equal rights. In Finland they drive hacks during the winter, and even serve as police on the frontier. Having shown their capability to do a man's work, they have been persistent in their claim to share in his privileges, with the result that the Finnish women will be able to cast their ballots at the next election.

The daughters of the Empire never lose an opportunity to demonstrate their ability, and the manner in which they came to the rescue of the Government during the late war did much to destroy the prejudice against them. Owing to the scarcity of men they gave their services as telegraph and telephone workers, letter sorters and accountants. A late statement showed that there were 22,000 female

employees in the service of the State railways. In addition to occupying all kinds of clerical positions, some of them even acted as guards.

According to an old custom the Russian bridegroom, on the day of his marriage, should put into one of his boots a sweetmeat or a trinket, and into the other a whip. After the ceremony the wife removes one of the boots. If she happens upon the one which contains the trinket it is considered an omen of a happy life for her, but if she selects the boot containing the whip it is regarded as an extremely unfortunate sign, and she is given a bride lash as an indication of what she may expect in future.

Under the old law of the Church the husband was not only permitted to chastise his wife, but was enjoined to do so if she in any way proved negligent in her domestic duties. A number of offenses were enumerated which would warrant punishment that was described as "painful, but reasonable and beneficial." In administering these chastisements the husband was admonished "not to use a too thick stick, nor to humiliate unduly by flogging before witnesses." It was also stipulated that the punishment should be administered in an outer or upper room of the house, so that the lamentations of the afflicted one should not reach the ears of the neighbors. The petted and pampered American woman could hardly stretch her imagination to the point of comprehending a state of society

where the above measures would be tolerated.

The marriage ceremony in Russia is accompanied by some strange observances. The mother has no right to go to the church, but must remain at home during the ceremony, where she is supposed to put in her time crying. Shedding tears is a necessary accompaniment to almost every part of the nuptial programme. On the day of the marriage the bride is awakened by a company of her girl friends, who help her put on her wedding clothes, every item of which must be brand new. Her hair is braided down her back and into it are woven many ornaments in the shape of beads, ribbons and flowers.

As soon as she is awake some one brings into the room an empty bucket in which bread has been made. This is to signify plenty. It is the privilege of the brother to put on the bride's shoes. After he has performed this service she is supposed to give him a flower and to cry over him. She receives in turn each of her girl friends, and no matter how numerous they may be, she is expected to shed tears over each one. It is believed that the last one to receive a flower and be cried over will be married first, so there is a great scuffle to see who shall be left until the last.

A necessary adjunct to any wedding party is the donation feature. A big wooden bowl covered with a cloth is placed on a table near the bride and groom, and all who come to pay their respects to the newly married

couple are expected to deposit a gift. If the donor has been too busy to make a selection, its equivalent in cash is very acceptable. The jingle of coin makes a pleasing accompaniment to the shower of congratulations.

The wedding invariably occurs at the church, and whenever it happens that the bridal party must pass through one or more villages, they are certain to be stopped several times by ropes being tied across the street. Before they can proceed the groom must pay toll, and his friends often levy against him so exorbitantly that he is financially embarrassed when he goes to housekeeping. At the church the young couple stand upon a piece of new silk, usually pink in color, upon which no one has walked before. It is a tradition that the first to step on it will certainly rule the household, consequently there is a grand rush from the door to the altar as each one makes the effort to lead. In Russia a bride and groom are showered with barley instead of rice.

After her marriage the Russian housewife must participate in many ceremonies at the church. She is a very busy woman just before Easter. At this time she must prepare stacks of sweet bread with raisins in it, and piles of curds hardened and molded in the shape of pyramids, with crosses in the sides and flowers on top. These cakes and curds must be taken to the church the evening before Easter to be blessed by the priest and sprinkled with holy water.

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



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

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No. of men

On these occasions there are so many eatables brought to the church that there is not enough room inside for the array of good things, so the overflow has to be ranged on the steps and along the outside.

The priest sprinkles holy water over the assembled people and the food, concluding the ceremony by kissing those who are nearest to him. Indiscriminate kissing is part of the rite, and if anyone offers to exchange salutations, the invitation must not be refused, even though it is a stranger of the opposite sex who makes it. One woman told me that she had gone home from church with aching lips from kissing so many people. After the blessing the goodies are carried home and are served to the numerous callers who pay visits at this time. The custom of blessing and distributing sweetmeats at Easter is universal among all classes in Russia. Eggs are as commonly used during the Easter observances as in this country.

Russian women have experienced great difficulties in forming their charitable associations, because female clubs are forbidden. The government will not permit any of them to be organized unless they are called philanthropic institutions. The nearest approach that can be made to the modern woman's club is a disguise in the name of charity. However, in the face of all the difficulties a few ladies of St. Petersburg formed what has developed into an exceedingly well-organized institution. It is divided into twelve sections, among which are a department for arranging courses of lectures, a register for finding employment for women, a savings bank department and a bureau for loaning money to the needy. This society now consists of over 2,000 members and takes an active part in alleviating the distress which always results from public calamities. During the inundations which occur so often in Russia the society institutes local centers in order to prosecute the relief work effectually. During the winter it collects money, clothing and food to be used for relieving the distress of the destitute.

The Russians are a very sociable people, especially the residents of the country, who do a great deal of visiting among each other. In one house there will gather six or seven boys and girls belonging to the different families of the vicinity. Such a party will be chaperoned by some of the parents or elder relatives. The young people sing and dance and chat, and their courting is done in this way. The parents invariably have a hand in making arrangements for weddings, however, and considerations other than sentiment enter into most all matches. Circumstances regulate the team of all courtships.

Often a father with a number of motherless children will select a girl for his marriageable son, and the wedding will be rushed so as to bring a woman into the house. The majority of the Russian people are opposed to divorce. They think it is an unpardonable sin to separate. A husband may be worthless and even

brutal, but his wife considers it her duty to stay with him. She seldom even informs on him if he mistreats her. As a rule the different classes marry in their own circles, but occasionally some member of the broken-down nobility will wed the daughter of a rich tradesman for monetary considerations. The average age for marriage is 20 years, but weddings often occur when the bride is no more than 14 or 15. Education tends to lengthen the marriageable age, because it makes the girls less dependent.

The Russian housewife, like her sisters of other races, has many superstitions. As soon as she sees the new moon she must quickly take in hand a coin or she will have no money for a whole month. Friday and Monday are considered unlucky days, the latter being especially tabooed for the start of any undertaking. The godfather and godmother of the same child can not marry, because the spiritual tie is considered more binding than blood relation.

Among the poor people the little girl of 6 or 7 takes the place of the mother in the house, looking after her younger brothers and sisters while the mother works in the fields with the men in summer and spins or weaves in winter. The Russian women love bright colors, green and red being favorite shades with them. The peasant woman will wear a bright red skirt, a green apron and a yellow headdress.

As monarchs and members of the nobility Russian women have exerted a great influence upon the history of their country. Sometimes their influence resulted for good; but often it had an evil effect. Catherine made the famous treaty with Austria. Anna Ivanovna divided her time between playing billiards and giving costly entertainments. All her efforts were directed to making a magnificent court and in raising funds to do this the peasants were taxed to the last kopek that could be extorted from them. By playing recklessly at cards she sustained heavy losses. One of the notable phases of her absurd pandering to the titled class was the foundation of an institution to provide free education for 360 nobles.

Elizabeth, daughter of Peter the Great, was a social favorite. She did away with capital punishment and liberated 55,000 debtors who had been thrown into prison because they could not meet their obligations. Despite this generosity she was noted for her religious intolerance. She banished the Jews and instituted a court of inquisition. Sometimes she remained in the torture chamber as a spectator to the unique cruelties she had devised. She went so far in the gratification of her petty spites and jealousies that her successor to the throne recalled 17,000 persons whom she had exiled.

Catherine II. was a good administrator, but the peasants suffered much from the injustice and inhumanity of her decrees. She was the first to introduce serfdom into Russia. She denied the right of the serfs to complain against their masters and pro-

vided dreadful punishments for poor agriculturists who gave offense. Although she had no sympathy for the lower classes, and did much to increase their hardships, she was intensely patriotic and did many things to prove her fidelity to the country. When vaccination was introduced she was the first to offer herself to the surgeon's knife. Believing it to be for the best interests of her people, she abandoned the Protestant faith. A suggestion of her eccentric character is given in the instance when she commanded her physician to bleed her of every drop of German blood in her veins.

Frederic J. Haskin.

Appreciative Husband.

"I declare," complained Mrs. Duzzit, "I certainly shall have to punish the children."

"What have they been up to now?" asked Mr. Duzzit.

"They have simply upset my sewing room. Nothing is where it should be. Needles, spools of thread, scissors, darning balls and everything have been poked away into the most unexpected corners. I had to search all afternoon to find a card of buttons. It is perfectly exasperating."

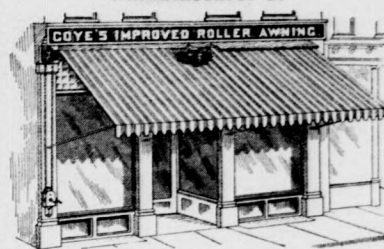
"My dear, the children didn't do that. I did it."

"You? What possessed you?"

"I thought I was doing you a kindness. After you straightened up the papers and books in my desk so beautifully, I thought it was no more than right that I should return the compliment by putting your sewing room in similar shape."

Chas A. Coye

Manufacturer of



Awnings, Tents, Flags and Covers

Send for samples and prices
11 and 9 Pearl St.

Grand Rapids, Michigan

The "Ledgerette"



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

W. R. ADAMS & CO.

45 Congress Street West, Detroit, Mich.

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.

JAMES JEROME HILL.

The Empire Builder of the Great Northwest.

"Agree with Jim Hill or kill him." As a one line estimate of this master builder of the new northwest in America it is doubtful if its verbiage might be improved. It is a sentence biography which is applicable to many men of the self-made type everywhere, but it peculiarly is fitting to the character of James Jerome Hill. A graduate student in human nature would find the index in the man's face. The most ignorant of the Scandinavians delving in the cuts and on the grades of his railroad system in the new country of his founding have been quick to see the same spirit dominating the man who has made their digging possible.

"Ay tank when Yem Hill coom 'roun' laughin' dere bees da deevil to pay; Ay lak heem when hees ain't laughin'."

To be a diplomatic master of all men in the field of material endeavor a man either must not know too much or he must refrain from seeing too much. "Jim" Hill violates both canons of the philosophy. He knows and sees too much of the "navy" and his work with pick and spade, just as he knows too much and just as he sees too much of his Titan competitors in railroading and of the jugglers on the bourse of Wall street. Thus naturally it has come to the crisp "Kill him if you can't agree with him." Especially when a Scotch-Irishman, knowing that he knows, has made a hundred million dollars out of that knowing, there is no room for argument of any kind from anybody.

It is too much to suggest to any one that in such a character the search for sweetness and light has promise of reward. They are qualities which empire builders consistently must disavow to all men until they are atrophied, or else these qualities must have perished early of inanition. To be able to reprove out of his accurate knowledge the purchase of a ton of cotton waste at a sixteenth part of a cent above the market price; to meet as a master the hard, sharp conditions of competing railroad systems and the shrewd methods of their tacticians, while at the same time peering far ahead into the future of empires and republics and building in anticipation of those futures—here is a work to leave impossible the social, softer side of human nature.

Here are insights into the evolution of a man who in ill considered dress is careless of tobacco ash in his lap and of where his cigar stub is thrown, while yet in his \$500,000 residence hangs Millet's priceless "The Gleaners" on his wall.

Here are reasons, if need be, for the fact that Britain's royal head may hold stock in his great railroad, drawing dividends in just the proportion that the occasional conductor, brakeman, and division superintendent of the line draw theirs from a privileged purchase.

Here is the man who, years ago finding that a solitary wagon track

in the great Red river valley of the north was marked by grass twice as tall as the grass of the unbroken plain, saw "God's promise of a fertile empire" in the mere rut of a wagon wheel. Yet it is the same man who in the millionaire marts of New York to-day has earned the reputation of being "shifty" in his dealings with competitors—of thoroughly discussing a possible trade from a certain one point of view and then as suddenly breaking off, and turning tables upon his associates to his own wholly unexpected point of vantage.

But however the man and his methods, it is doubtful if America ever has seen a greater genius in railroad building. To build a great railroad between two points of developed commercial magnitude which are clamoring for trade intercourse is a mere business enterprise to command right of way, grading, tracklaying and the equipping of the line for the service. But in starting a road from nowhere, to direct it through a tract of country where the prairie grass grew taller because a wagon wheel had pulverized its crust, and on toward the far off rim of a forest bound ocean was a dream of genius.

Genius always has dreamed and much of it has died dreaming. Hill awoke from his dream and, with a strong common sense quickened by his horny handed touch with the world of work, he set about the task of materializing the figments of his imagination.

Chance had made the opportunity for this Canadian boy. A stranger years before had stopped at the Canadian farm house for dinner, prepared for him by the widowed mother of the boy. He tied his horse at the gate, and Jim, noting that the animal was tired, carried a pail of water to the thirsty creature. The stranger was pleased at the action, and in recognition of it tossed the boy a chance newspaper, telling him to read of the demand for men in Minnesota. As a result the boy borrowed \$10 and bought passage to the United States. From Syracuse, N. Y., he moved westward as a boy of all work to find himself in the little town of St. Paul, then a station for the stern wheel boats of the Upper Mississippi. To-day, from the windows of the finest mansion in the Minnesota capital, he may look out upon the docks where he toiled at loading and unloading the scant freight that passed to and from the little town of 5,000 people.

It was in 1874 that Hill became a railroad man in the acquirement of the bankrupt stub road stretching fifty miles from St. Paul to St. Cloud. Thus half a hundred miles of his dream came true—rough, rusty, tortuous miles they were, but the rails lay toward the goal of the Pacific.

Perhaps capital was not so timid as it is now. In any event the young man talked to it so convincingly that in 1879 the building of the new St. Paul, Minneapolis and Manitoba was begun. How the building progressed in after years may be approximated when for a period of fifteen years an average of one mile of completed and equipped railway was turned out each working day at the hands of this

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

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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.

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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

master builder and designer. In 1880 the Manitoba line had 600 miles of track; in 1890 it had 3,300 miles in the system, with the six steamers of the Northern Steamship Company carrying freight from Duluth to Buffalo. And in that year the Great Northern Railway Company was organized with leases on all acquired properties for a period of 999 years.

"Jim" Hill's dream had come true! Building a railroad may be easy, however, when compared with the building of traffic for the road. But Hill could build traffic, too—build it out of nothing, take it and transport it at a gross cost that has become the wonderment of railroad men who were experts when he was a mere laborer on the river docks at St. Paul. Wall Street was disgusted when the Western magician first announced that a railroad ought to be operated at a cost not greater than 55 per cent. of its gross earnings. It was in 1898 that the railroad interests of the continent sat up, awake, when the 5,000 miles of the Northern Pacific system showed its cost of operation to have been only 48.02 per cent. of its earnings. Hill methods, the Hill school of railroading, and the Hill graduates of that school had been established.

Opportunities for some of the Hill methods have passed. When the Hill road was new in Dakota its farmers were dependent upon wheat. Sometimes the wheat crop failed, and the road felt the failure as quickly as did the farmer. "Get out of the rut—have something to do all the year round" was the call of the railroad builder, and as a spur to the effort he bought a thousand blooded bulls and 10,000 blooded swine, which he distributed among the farmers along his line, with the result that to-day no other road carries as many head of live stock into St. Paul as does the Great Northern.

As indicating the Hill method in making business for his road may be cited the purchase of the Mahoning iron mine in the Mesaba range. The mine had been opened near Hibbing, from which place a logging road ran to the Great Northern line. Hill bought the road and several thousand acres of land surrounding it, not so much for the value of the properties as for the purpose of reaching the Mesaba haul of ore. Within a week of the purchase, however, he was offered \$10,000,000 for the property, and since that time the offer has been doubled. But far more than this, it is said that the Great Northern road controls 250,000,000 ore tonnage of the Mesaba range, with other properties coming into the transportation belt of the line.

Considering the man who has accomplished the building of an agricultural and commercial empire and who looks to the fields and the mines as its basic wealth, to be envied of Wall Street and the city which houses that street of billions, the stock markets of the world have wondered at this odd personality in his almost sloven bluntness. His Northern Securities Company was a fight in which at the hands of the Supreme Court of the United States he was loser. Yet as against his rival, Har-

riman, he came out winner at the last. Morgan, too, has met the master builder and come to truce with him. On top of which experiences the railroad king has paid doubtful compliment to "the Street" on more than one public occasion.

Blunt and gruff as he is—bitter, even, when he will—this striking figure in world affairs has had his romance. It began when he was "mud clerk" on the levee at St. Paul and when Mary Mehigan was a dining room girl in a St. Paul hotel. He a Presbyterian in the blood and she a Roman Catholic through generations, no creed could stand between them. Both were ambitious and she left the hotel for a convent school. When she left it the two were married. She is mistress to-day of a home described by an authority as the finest private residence in America. Six daughters and three sons were born to the pair and two of the sons are trained to succeed the father in the railroad business, schooled from the bottom of the service.

How little the differences of religion have been regarded in the Hill household was brought out when he erected and endowed six buildings called the St. Paul Seminary, whose purpose is the education of men for the Roman Catholic priesthood. This gift to the church was in behalf of his wife, to whom he has given the credit of much of his success in life.

Scores of this man's old time friends have benefited by his generosity in numerous ways. On the other hand, many of his employes have been sacrificed at a moment's notice with some question whether the unexplained cause were more than a mere personal prejudice.

A characteristic story is that which showed him stepping into the offices of a newly acquired railroad property with the blunt, loud spoken query as to how many persons were employed there.

"Eighty-three," was the answer of the manager.

"Can't you get along with fewer men than that?" he persisted.

"No; we never have done so," returned the manager.

"Well, I'll get a man who can," was the parting rejoinder, and the changes were made soon afterward.

Yet this was the man who paid \$5,000 as the principal and interest to the Canadian farmer who had loaned him the \$10 with which to leave home for the United States; and it was the man who, on the death of the old schoolmaster who had whipped him unmercifully for cutting the name "Jim Hill" in the top of a desk, ordered a special train in which he might go to attend the schoolmaster's funeral.

Bigotry might be a sustained charge against such a man had he accomplished less and were he failing to see more; but it is Jim Hill only as the world sees him and accepts him. Almost seventy years of age, sturdy, rugged of face and manner, and studying and seeing still, even the conservative Chicagoan within a short time has listened to one of his forecasts of the future with something of the spirit of the

disciple standing before his prophet: "When the Pacific coast country shall have 20,000,000 inhabitants Chicago will be the largest city in the world." Hollis W. Field.

Chili, one of the most progressive of the South American countries, has sent a Commercial Commissioner here to see what can be done to improve business relations with the United States. "Americans," he says, "don't seem to realize the importance of closer commercial relations with Chili. Were it not for the present difficulty of shipping American goods to that country there would be a great demand. This is especially true of machinery and manufactured articles. At present all goods have to go through four or five agents, and each takes his commission. This makes the goods very high-priced. Then again goods are often six months on the way."

Superiority to circumstances is one of the most prominent characteristics of great men.—Horace Mann.

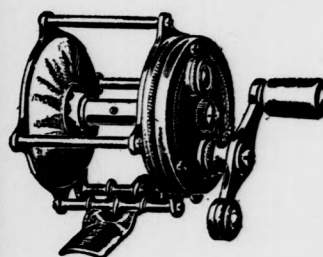
Bryan and Bissell Plows

They sell themselves—try it and be convinced.

Brown & Sehler Co.
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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





Display Your Vacation Shoes Bright and Early.

Two retail shoe dealers used to do business across the street from each other, once upon a time. Said the first dealer one day: "Do you think I'm going to show up vacation shoes and encourage my customers to leave home? Do you think I'm driving trade out of my town? Well, I guess not. I'm foxy, I am."

Said the second retailer one spring day: "I'm going to show up vacation shoes. The vacation season is near at hand, and I want to sell my customers outfits of footwear for their holidays."

To briefly conclude this anecdote it is only necessary to remark that the first retailer is now driving a hack, while the second man has all the trade in town.

Procrastination is a common thief of time. Successful shoe retailers realize it and forestall it. For another example, to illustrate the value of showing goods early: A certain prosperous shoe man showed up a few white canvas shoes in February. Said he: "The people will talk about them and think about my store when the time comes for them to wear white canvas shoes."

Said his rival down the street: "That man is a fool. Who wants white canvas shoes when the snow is on the ground?"

Late in April the first retailer said that he had been selling white canvas shoes since February, women buying them for house and party wear, and that during April he had received many enquiries concerning white canvas shoes and other summer novelties. Business on seasonable lines was very good with him.

But the second retailer was doubtful about white canvas goods and the summer trade. While the first retailer was showing late spring novelties, fancy footwear chiefly, in his window, the second had an assortment of commonplace goods in his window, and cards announcing a church concert that had taken place the previous week. The first retailer is always ready for an opportunity. Procrastination is robbing the second retailer, both of money and opportunities.

Preparedness is the source of success of all successful men. The retailer who prepared his store early for the coming trade can not help getting it. The retailer who shows his summer goods early not only gets the trade of the people who buy and wear advance styles early, but he also gets the advantage of that advertising which comes from the man or woman who talks about the new styles just shown up in advance of the season at his store, and this small talk directs a large volume of trade into a store just as surely as many small brooks running together form a large river.

White canvas shoes will be offered

to the trade, and vigorously pushed early this year by a number of retailers. The white canvas shoe has become staple in many sections, and there are now opportunities for extending its season, especially as an early summer is being predicted in certain parts of the country. Said one retailer last month, "I drive trade on white canvas shoes this month. I'm not waiting for my customers to call for white canvas goods. If I can sell a woman, or a miss, a pair of white canvas shoes in this month, perhaps for a May party. I am likely to sell her another pair for Fourth of July. She then will have worn out her first pair, and will have contracted the white shoe habit. But if I wait until Fourth of July to push my white canvas shoes, I am likely to find that a number of my customers will say: 'Oh, after the Fourth the summer is half gone. I believe I will get along without white canvas shoes this year.'"

This retailer is like the farmer who plants two crops in a season, first planting in the early spring and then in the early summer. He does not trust his farm to late crops alone and the mercy of the frosts of late in the season.

Sandals will again be popular this summer in many cities and towns. Manufacturers have improved these barefoot shoes so that previous objections to them are overcome and they make a comfortable and sanitary shoe. The new sandals have molded soles, which support the foot, and have one-piece vamps, which prevent pebbles and sand from getting beneath the stocking and the sole of the sandal and irritating the foot.

Sandals offer good profits. One line of sandals in particular has been paying retailers from 50 to 70 per cent. profit in the various grades. These sandals sell to the trade at from 80 cents to \$1.50 in misses' and children's and men's and women's lines. The man who makes them has turned out 50,000 pairs this year, a considerable increase over his output of last year, and he looks for a bigger sandal season in 1907.

Beach shoes include every kind of a shoe that is worn at the beach, and as summer resorts are increasing in numbers and popularity it is expected that there will be a large increase in the demand for beach shoes this summer. In beach shoes there is a chance for the retailer to go after trade, just as there is for the farmer to walk into the fields and pick berries. The trade is not apt to come to the retailer, any more than the berries will walk to the farmer. A man is likely to go barefooted, or to wear a pair of his old slippers on the bathing beach, unless the shoe man or some friend emphatically recommends to him the virtues of bathing shoes. The same man will wear his street clothes on a yacht, unless the yacht owner, or some friend, suggests that he get a pair of yachting shoes, so as not to scratch the polish of the deck with his leather-soled shoes. The popcorn and peanut peddler at the beach shout their wares and pull trade and the wise retailer

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.

Our Shoes Are Profit Bringers, Business Builders and Trade Holders



They satisfy your customers because they are the best wearing, most comfortable and handsomest shoes you can get for the money.

Our line ranges from men's workshoes to fine Goodyear welts. Our trade-mark on each and every pair is a guarantee of sure shoe satisfaction.

We go everywhere for business.

Rindge, Kalmbach, Logie & Co., Ltd.

Grand Rapids, Mich.

proclaims the merits of his beach shoes.

A new beach shoe for this season has a "string" sole and a canvas upper. This "string" sole looks as if it were woven of stout string. It is a light, cheap shoe and it is most comfortable to wear. These shoes are made for lounging and common wear and, also, for bathing, a cork sole being put into the bathing shoes. They are made for men, women and children.

Another light-summer shoe is a turn shoe, with a light, flexible sole and a khaki upper. This is a cheap shoe. It is claimed that this is a desirable shoe for children to wear on the beach, or in the country, for it will not soil easily. Sneakers, sandals, white canvas shoes, yachting shoes, rowing shoes and other light summer novelties may also be pushed as beach shoes.

A tempting window display may be made, by the way, by covering the floor of the window with sand and arranging about it a display of beach shoes, as above classified. The background may be made of pictures of summer resort scenes. Often proprietors of summer resorts will contribute a good picture to advertise their resorts. Smaller pictures of summer resorts, summer resort literature, and time tables, sea shells and other like things from the summer resort, and perhaps a figure of a child playing in the sand will add to this display.

Many women delight in fine summer footwear. Young women love dainty shoes for dancing and for piazza wear. Beautiful shoes in colors are made up to satisfy the trade. Certain elegant patterns recently sent out by a Lynn, Mass., manufacturer wouldn't take the trouble to turn to look at a \$5 bill. They were made of such new colors as elephant gray, Dutch blue, dawn gray, morocco red, smoked pearl, and of new tones of green and blue and, also, of gold and bronze kid. These shoes were handled as tenderly as if they were of spun glass.

Certain retailers are pushing trade in shoes to match costumes this spring and summer. Some shoes in this class are made of leather, while others are made of canvas.—Fred A. Gannon in Boot and Shoe Recorder.

Shoe Repairing Can Be Conducted at a Profit.

Shoe repairing is one of the best side lines for a shoe merchant to develop. Aside from the profit there is in the repairing work itself, this department materially helps to keep your trade in touch with the store. If you can induce a sufficient number of your patrons to drop into your place of business to have their shoes repaired, it is a safe bet that when they are in need of new shoes your store will be the first one they will think of.

Aside from this desirable feature of the repairing business, the large profits to be gained from building up this branch of the trade are well worth the consideration of every shoe merchant. The margin of profits depends upon the kind of service you install in your repair depart-

ment. Briefly, there are three methods that may be employed in equipping the department, viz.: power machinery, foot-power machinery and machine stitching and hand finishing, the last named being the most expensive, or, to put it in another way, the method which allows of the smallest profit on the work done.

It has been estimated by expert shoe repairing men that one man can turn out complete—preparing and finishing the shoes, soles and heels, with the aid of a power stitching machine and a power finishing machine—twenty-five pairs of shoes daily, at an average labor cost of nine to ten cents per pair. The same authority states that one man can turn out complete—preparing and finishing the shoes, soles and heels, with the aid of a foot-power stitching machine and a foot-power finishing machine, eighteen to twenty pairs daily, at an average labor cost of 12 to 13 cents per pair, and one man operating a stitching machine only, and the shoes finished by hand, from thirteen to fifteen pairs daily, at an average labor of 16 to 17 cents per pair.

The above is only for the cost per pair of the man employed to do the work. In addition to this must be figured the cost of the stock used in doing the work. The average cost of the best grade of sole leather for soles and heels, per pair, is about 22 cents. In addition to this there must be figured the cost of wax, thread and nails per pair, which will amount to two cents, making a total cost of materials 24 cents.

As \$1.00 is the average low price of sewed soles and heels, it will readily be seen that 60 to 68 cents is the profit on the pair, according to the method used in the repair department. There are many stores maintaining a profitable repair department that make it bring from \$9.00 to \$16.40 net profit daily made off one man's efforts.

Many dealers who maintain repair departments do work for their competitors who do not have a department. These dealers make a bargain to sew "the other fellow's work," charging them from 15 cents to 25 cents per pair for the service. The man with a department equipped as above can do this sewing for competitors at a cost of two cents per pair, thus making 13 to 23 cents profit on this class of work.

Still other dealers go further in soliciting work from neighbors by having the shoe stores which haven't a machine of their own solicit business for them. In such cases the dealers allow them a commission of say 20 cents on the pair for getting them the business. This class of work leaves them a profit of from 40 to 48 cents per pair.—Shoe Retailer.

The Visitor from Abroad—Isn't this Chicago?

The Native—Why, no, this is New York.

The Visitor—But isn't that a hold-up in the highway ahead of us?

The Native—No, certainly not. That's only a walking delegate stopping a funeral procession.

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

Getting the Business

is an important point, but vastly more important is holding fast the business you get.

Hard-Pan Shoes

keep the trade coming—simply can't keep the people away from a store that handles our Hard-Pans.

Good leather and good shoemaking—that's the combination; that's exactly our proposition and that's what counts when it comes right down to business.

Think what this means to you when we give you the exclusive agency in your town. We give you shoemaking, we give you profits. Deliveries right out of stock.

Mail a postal today for samples.

Our Name on the Strap of Every Pair

HEROLD-BERTSCH SHOE CO.

Makers of Shoes
GRAND RAPIDS, MICH.

Elk Skin Bicycle Shoes

Quick Sellers

Order Now

Men's Olive or Black - - \$2.00 per pair

Boys' Olive or Black - - 1.67 1/2 per pair

Youths' Olive or Black - - 1.45 per pair

Little Gents' Olive or Black 1.25 per pair

HIRTH, KRAUSE & CO.

Makers of

Rouge Rex Shoes for Men and Boys

GRAND RAPIDS, MICH.

Are Customers to Be Classed as Fault Finders?

There were three of them on their knees, including the boss, when the writer ventured to show his head in the store. He stood silent and abashed at first, and then picked up the shoe paper and pretended to be absorbed in its contents, with eyes and ears on the store only.

The boss was having a tough proposition with a woman customer, who was insisting upon just a half-size smaller than the shoe that he couldn't line to her foot. One of the clerks was arguing the question of latest styles in a shiny leather his customer had taken a fancy to; while the third member of the store force was eloquently dilating on the merits and beauty of a low patent leather strap, to another young woman, who was "almost persuaded."

Meanwhile the boss had to excuse himself for a moment to the half-laced customer, to listen to a fourth one that had decided at the eleventh hour to have a pair of highcut lacers in place of the oxfords she had brought back.

The prospects for an interview looked rather dim, and yet the scribe lingered. What he had seen and heard already seemed to inspire a new and definite line of inquiry with which to assault the tired and heated dealer, when he should have cooled down sufficiently to make such an interview safe and profitable.

When the coast was clear, and the decks cleaned after action, and the four fastidious patrons had been disposed of; and after the dealer had resumed his customary placid demeanor, the scribe, with his habitual fearlessness, threw his first tentative bomb:

"Do shoe wearers protest too much, in the matter of style and fit nowadays?"

"Oh! I don't know. There are different brands of shoe wearers as well as of shoes. Some have to be particular and take a long time to decide, because of their limited means, and we must make charitable allowance for this class, because they, unlike their richer sisters, cannot indulge in great numbers and variety of foot coverings.

"We live in an age of luxuriant abundance and almost infinite variety of footwear; and, as a rule, even the wage-earning young woman, who formerly considered herself well shod with a very limited outfit, who contented herself with one pair of dress shoes, for which she willingly paid a fair price to secure quality and durability, now insists upon reveling in footwear to the extent of from three to five pairs, so as to secure an elegant variety.

"For this luxury she cannot afford to pay more than one-half the price per pair that she did formerly for the one substantial, high-grade pair. She must buy from a much lower scale of prices to get the variety.

"And, yet, it is safe to assert that this young woman is from three to five times better pleased with her personal appearance, according to the increase of her pedal possessions, than she ever was before.

"With the same humble feet she is

able to make from three to five times more display than formerly; and although the cost for this additional display is only about half the price per pair, it is mighty satisfactory, notwithstanding the perishableness of the shoes, relatively.

"Now, referring to the shoe reformer's oft-repeated cry, do you suppose this young woman could be educated to a higher standard of quality in footwear, by the accompanying penalty of a great decrease in numbers? The theory may be all right, but it won't work.

"One of the young women you saw when you first came in was purchasing her third pair of shoes within a month, and she was naturally solicitous as to the things she was about to add to her collection.

"No, I don't think shoe wearers, as a rule, protest too much; but we would rather have them do some protesting here before completing the purchase, than to have them too easy, which often leads to the return of a pair of shoes, and a lot of scolding.

"But, after all, the strongest protests come from the ill-shod feet after the store discussion is all over. Then we will modify the question and make it this: Do our feet protest too much?

"No! emphatically, no! Those poor dumb, abused members have no other way of expressing their disapproval of the pain and hardships that thoughtless shoe wearers are continually imposing upon them.

"We should welcome these foot protestations as timely warnings against greater evils than present discomfort, and heed them to the extent of relieving the feet by adopting at once more suitable coverings.

"If the feet should ever cease to protest, then the shoe stores would turn out more halt and maimed feet than the hospitals could well care for with other ailments."

"Could you give me some statistics as to the number of customers who—" began the insatiable gatherer of news; but he was cut short.

"No, I protest!" said the dealer, smiling, and politely opening the door to let a new customer enter, and, incidentally, perhaps, to let the scribe out.

"That Clerk of Ours," furnishes an inexhaustible topic for the writers for the shoe papers. He catches it right and left at times so that he is unable to dodge the flying missiles that are put into print.

Fortunately he has some champions to defend him, among whom the writer, an ex-clerk himself, takes his stand; but only in defence of the salesman.

Of course there are the "sheep and the goats" to separate, and it is not to be expected that the "goats" will be handled quite as tenderly as the "sheep" are.

A man may be an expert salesman, grounded and rooted in the store, almost indispensable to the proprietor and yet be quite unpopular with his fellow clerks.

The old shoe clerk, of a certain type, whose head has been growing larger each year of his long service, sometimes makes the common mis-

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

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

FOOTE & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
Candy, Corsets, Brass Goods,
Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal
Foods, Woodenware Specialties,
Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

19-23 E. Fulton St. Cor. Campau,

GRAND RAPIDS, MICH.

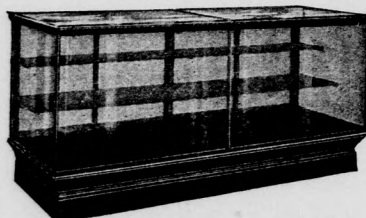
THE BEST IS IN THE END THE CHEAPEST!

Buy None Other

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.



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

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

SHERWOOD HALL CO., LTD.

GRAND RAPIDS, MICH.

Our harness are strictly up-to-date and you can make a good profit out of them.

Write for our catalogue and price list.

take of assuming that his experience in the store, where many new clerks have come and gone, has finally entitled him to the term "indispensable."

When he has arrived at this stage, it is probable that he will strike an unseen snag when he begins to act upon to this fallacious belief, and he would best go slowly.

There are many little conflicts in the shoe store, arising out of this presumption on the part of a senior clerk, and in some of these wordy conflicts he may be worsted by a junior clerk or by the interference of the proprietor, in the interests of justice and fair play.

In some stores much of this sort of trouble arises from the unnecessary intermeddling of the older clerk, often gratuitously offered, merely to give customers an idea of his importance among his fellow employees.

A case in point, in which neither employer nor the younger clerk found it necessary to rebuke such officiousness on the part of the head clerk, but in which the customer set matters right, was the following:

The "woman in the case" was one of the ultra-particular sort, and a little undecided between three or four different styles of shoes under consideration, but she and the new clerk were getting along famously, although a little slowly, as the old clerk thought, when the latter butted in, feeling it incumbent on him to offer a suggestion.

The new clerk tacitly resented the interference by a flush of the face and a look; but the fair patron snubbed the elder clerk by taking no notice of his remark or presence, and quietly pursued her negotiations with the junior from whom she eventually purchased two pairs of the footwear candidates for her favor, as a sort of palliative compromise.

It is to be hoped that the proprietor and the senior clerk both learned a lesson from this incident in non-intermeddling salesmanship, and will hereafter let well enough alone. Give the tyro clerk a fair deal, and let him learn by experience how to extricate himself from a difficulty.

Moreover, it seems like an act of stultification to place a clerk at the service of your customers, and then to admit by your interference that he is not capable of serving them.

It is always safe to assume that after an intelligent clerk has been in touch with a particular customer for half an hour or so, not even the oracle of the store could pick that patron up and consummate a sale offhand.

But, fortunately for retailers, not all of the old salesmen are supercilious and arrogant toward the juniors in the store. Some that the writer has known were as good and fatherly toward the boys as the broad-minded veteran boss himself; ready in every emergency to help the youngsters over hard places by means of "asides" without humiliating them before customers.

Don't forget that last bow and the promise that went with it to your late customer, when everything was lovely and the goods were sold. You know there was a little conditional

clause put in by yourself, while speeding the parting guest, something about "on approval."

Don't change that pleasant, almost perennial smile of yours into a forbidding frown if you should happen to see that same "satisfied customer" coming into the store again with a tell-tale shoe parcel under her arm.

Give her the same old smile that went out with her and the shoes at her last visit; or, if you can't give her the original, under adverse circumstances and altered conditions, then give her a facsimile of it.

You did it; you know you did it; your clerks know you did it; they heard you going over the old formula, with our yard-wide smile thrown in, about "if they don't suit you in every particular, we will cheerfully exchange them or refund your money, etc."

Now, how are you going to "cheerfully" exchange the goods, to say nothing of pulling out your cash drawer and refunding the money, without that first pleasant smile which cemented the provisional sale?

You know you can't do it, and that even a look of hesitancy on your part will obliterate your former well-meant promise. Let your word be as good as your bond, and throw in some of the amiable spirit with it.—E. A. Boyden in Boot and Shoe Recorder.

Has Offers to Remove.

Pontiac, June 5.—C. V. Taylor will give possession of his factory to the National Body Co., of Mt. Pleasant, by June 15 and the Mt. Pleasant concern will begin moving here by that time. Mr. Taylor has not yet decided what he will do with his vehicle manufacturing outfit, but thinks he will store it for the present. He has received some flattering offers to remove elsewhere and is at present negotiating with Owosso.

On June 15, the Pontiac Spring & Wagon works will begin the erection of a large warehouse to take care of completed jobs awaiting shipment. The Spring & Wagon works is this year enjoying one of the most prosperous seasons in its history.

Enlarge Tanning Works.

Whitehall, June 5.—An addition to the plant of the Eagle Tanning Co. is being built and other improvements made.

One hundred and fifty men are now employed, and when the above improvements are completed the number will be increased to about two hundred and fifty.

A new system of tanning is to be introduced in place of the present process, which requires from 110 to 125 days to turn out the finished product, while the new method will not require over twenty-five to thirty days.

Much To Be Desired.

"But there's one good point about your minister, I hear; he writes all his own sermons."

"Yes, but some of us think it might be desirable to have him use some one else's."

"You mean some one else's might be better?"

"Well, they might be shorter."



Established 1872

The house of

Jennings

Manufacturers
of pure

**Flavoring
Extracts**

**Terpeneless Lemon
Mexican Vanilla
Orange
Almond, Rose, Etc.**

Quality is Our First Motto.

Send Us Your Orders for

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**John W. Masury
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**Paints, Varnishes
and Colors.**

**Brushes and Painters'
Supplies of All Kinds**

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

**Jobbers of Paint, Varnish and
Wall Paper**

Window Displays of all Designs

and general electrical work.

Armature winding a specialty.

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



**MAKE MONEY ON YOUR NEW
POTATOES THIS YEAR**

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

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.

LESSON IN LIFE.

How Tiffany Saw a Chance and Seized It.

John Burroughs, the great naturalist, said: "The eye sees what it has the means of seeing; truly, you must have the bird in your heart before you can find it in the bush. The eye must have purpose and aim. No one yet found the walking fern who did not have the walking fern in mind. A person whose eye is filled with Indian relics picks them up in every field he walks through."

This bit of naturalistic philosophy accounts largely for the business success of one man and the failure of another. The one man sees his chance whenever it materializes in any one of its myriad forms. The other man has no inward type of opportunity in his heart and so does not recognize it, though it thrust itself before him in his pathway.

One of the best instances of a man who has an inward vision to supplement the outward sense of sight is Charles Louis Tiffany. When one scans the advertisement "Tiffany & Co., diamond and gem merchants, importers, etc.," one is apt to picture the founder of this firm as born with a golden spoon studded with diamonds and rubies, or something of that sort. He, however, was of far more plebeian origin, for his father, Comfort Tiffany, was a pioneer in practically a new industry of cotton goods. When Charles was a lad of fifteen, his father opened up a country store, while his new cotton mill was being built, and put him in charge. Here he received his first business lessons, and for the next ten years, except a year or so spent at school, he was in the employ of his father, either at the store or the cotton factory. His pay was small, and at twenty-five he had no capital, in this respect resembling many a young man of the present day.

Charles, however, had as an unlisted asset a little winged goddess, "Chance," buzzing in his brain, whom he now saw rubbing her wings, examining her antennae and then flying to New York City. Charles followed in her wake. He domesticated the "winged Chance" by prosaically borrowing \$500 from his father and pooling his resources with an equal sum of a friend, John B. Young. With this modest capital the firm of Tiffany & Young was started at 259 Broadway, opposite City Hall park, in what was once the parlor of a dwelling house, with a young merchant, Alexander T. Stewart, as a near neighbor.

Fifteen feet frontage is not a large space for the display of merchandise, but these two young merchants found it plenty large enough for their stock of Chinese and Japanese curios and notions. Times in New York in that year of 1837 were far from prosperous, and most people hesitated to embark in business when they saw the fortunes of old concerns submerged. These folk scoffed at the thought of any one making money from Japanese umbrellas and satsumas—way up on Broadway at that. But these people knew no more about hunting and capturing a whimsical goddess

"Chance" than most people know how to distinguish a motionless partridge from the brown leaves about it, which a hunter's eye can pick out in a moment.

The total amount of money taken in for the first three days was \$4.98, but the opening day was not in vain. Soon customers came, saw, and bought. The public taste was hit, for Tiffany & Young had not brought coals for Newcastle. The store was unique, the first of its kind, and every novelty therein displayed had an intrinsic value and merit. The receipts for the day preceding Christmas amounted to \$236, and the day before New Year's brought them \$675.

Bohemian glassware and Sevres and Dresden potteries were added, and 1840 found them in more spacious quarters. Now gold and silver ware and the better kinds of inexpensive jewelry were imported, and with the coming years gems of priceless value were added. When the lean years of a stringency in the money market came to France in 1848, jewels of the rich were readily exchanged for money. The supply of jewels brought down their price 50 per cent., and so great were the panic and the demoralization of trade that European buyers feared to invest in such a falling market.

Charles Louis Tiffany saw his chance. The European buyers' eyes were holden. Tiffany seized upon the glorious opportunity before it could vanish. The girdle of diamonds once worn by Marie Antoinette was bought; and all the wondrous gems of French beauties that were at that time put upon the market were seized upon at once to become the property of Tiffany & Co.

In 1858 another instance of Mr. Tiffany's marvelous insight occurred. In this year the first message from the European coast to the Atlantic was received, the first triumph of Cyrus W. Field's achievement. America was frantic with delight. When a disaster to that first success occurred, Mr. Tiffany purchased as much as he could of that first Atlantic cable and sold it in cut bits appropriately mounted as historic souvenirs.

There was no enterprise that came to hand that was not undertaken by the business genius of Charles Louis Tiffany. He saw the advantage of manufacturing his own silver and gold ware and created his own patterns. Shop work was added to his establishment, and he soon rivaled the old houses of Amsterdam and London.

The civil war presaged evil times to a silversmith and jewelry merchant. Diamonds, tiaras, and rare porcelains were not to be considered at such a time; and any other man than Mr. Tiffany might well have shut up shop. But he saw chance where others saw failure, just as a sportsman sees a brown woodchuck where others behold nothing but boulders. The store front of Tiffany's became transformed in a night. The sword took the place of a bracelet, steel took the place of gold, flags waved where bric-a-brac had been. Army shoes and military equipment of all kinds were bought, and Europe

was ransacked not for the jewels of queens but for the weapons of warriors.

The men of the North fought with hand upon the hilt of sword fashioned by the genius of Tiffany. The medal of honor that the hero wore was melted in the crucible of Tiffany, and the banner that led to victory came from the shop of Tiffany. The war augmented the business of the firm, and in 1868 the house became a corporation with Tiffany as head. It now has branches in London, branches in Switzerland—and there is not a city or state in the union whose well-to-do denizens do not boast of some piece of artistic jewelry or art ware, saying proudly, "That came from Tiffany's."

It takes an eye to see a chance in life; and I know of no one who had so keen a gift of perception in this respect as the business genius, Charles Louis Tiffany.

Burroughs tells us that one autumn he became so engrossed in bees that he saw and heard bees wherever he went; and that even while standing on a busy street corner he could see above the trucks and traffic a line of bees laden with the sweets robbed from grocery or confectionery shop, a sight which was utterly invisible to any other eye.

It was like Philip Danforth Armour to have this superior eyesight when he trudged across the continent from Stockbridge, N. Y., to the California gold mines, going partly by rail, partly by foot. He had the hunter's sense to track the game—money that he went west for—but he found it not in washing for gold, but in constructing a ditch for the washers. He seized upon the one opportunity that others did not see. And when he returned east it was with money; when he bought the biggest elevator in Milwaukee he laid the foundation of his immense fortune.

When John Roach came to this country, a raw, uneducated Irish boy of fifteen, as a steerage passenger, he had no future before him save such as he could make with his two hands. He got a job in the Howell Iron Works in New Jersey. For ten years he worked in iron, every muscle painfully put to it, but in his brain he saw a chance, and on Goerck street in New York he started a small foundry, the Aetna works. Through discouragements he fought his way, and in 1860 New York City gave its contract for the Harlem river's great iron drawbridge to John Roach, who came to this country with no fortune but his two hands.

It now stands as a monument to his name. His poverty was but the pain that would pierce the ear to hang therein the precious jewel, as Jean Paul Richter has said.

Opportunity comes to man in different ways. Two highwaymen passed a gibbet. One exclaimed: "What a fine profession ours would be if there were no gibbets!"

"Tut! you blockhead," replied the other. "Gibbets are the making of us, for if there were no gibbets every one would be a highwayman."

Not every boy would have taken the chance that Leland Stanford's

father gave him to earn money to study law. The father had a big tract of wooded land he wished cleared. He gave his son the chance to sell all the timber the land would yield and keep the proceeds on condition that he clear all of it. Young Leland went to work and with a little help cut about 2,200 cords of wood, which netted him over \$2,000. This gave him the means to study law, and he thus formed the habit of taking advantage of every situation in life that offered improvement to his condition. M. M. Atwater.

Some of the Queer Things in Nature.

Heels, it is said, owe their origin to Persia, where they were introduced upon sandals in the shape of blocks of wood fixed underneath. In Persia these blocks of wood were used simply to raise the feet from the burning sands of that country and were about two inches high.

With the Persian women these blocks were vastly higher than those affected by the men, their height being from eighteen inches to two feet, thus becoming more of the nature of stilts than anything else. Strangely enough, many years after a similar fashion came into vogue in Venice, but the motive in this case was comically different, for by its means jealous husbands thought they would be able to keep their wives at home.

The supports of such shoes in Venice were called "chapineys," and to appease the vanity of the ladies and doubtless also to sugar the pill were made highly ornate. The height of these chapineys determined the rank of the wearer, an extra coating for the pill, the noblest dames being permitted to wear them half a yard or more high.

For a feat of dexterity and nerve it would be difficult to surpass that of the Bosjesman of South Africa, who walks quietly up to a puff adder and deliberately sets his bare foot on its neck. In its struggles to escape and attempts to bite its assailant the poison gland secretes a large amount of venom. This is just what the Bosjesman wants. Killing the snake, he eats the body and uses the poison for his arrows.

The strangest will on record is that of a Connecticut clergyman who broke through the ice of a certain pond. Finding that he was unable to get out upon the ice and realizing that he had but a short time to live because of the bitter cold he took his knife and wrote his will on the smooth surface of the ice. It was found, duly sworn to and recorded as his last will and testament.

In the Breslau zoological garden there is a spider monkey which was operated upon for a cataract and now wears glasses. It seems to do well and understands the reason for its strange facial adornment.

A ton of dead flies was the strange cargo a vessel from Brazil unloaded at the London docks. Dead flies are admirable food for chickens, birds in captivity and captive fishes. But there being no flies to speak of in England, those in search of this delicacy for their animals have to send to

Brazil, where there are flies on everything.

The River Amazon abounds with flies. Brazilians float down the stream in boats and scoop in millions of the flies which circle in dense clouds just above the water's edge. The flies are killed, dried thoroughly in the sun and packed in bags. They are then shipped.

Dead flies constitute one of the richest of foods for animals. For chickens the flies are mixed with other ingredients, such as millet and corn. By themselves the flies are too rich, but their power of nourishment is so great that a small quantity of them has a most beneficial effect.

Two years ago the Brazilian government stopped the exportation, being afraid that the fish in the rivers would suffer by being deprived of this fly-food. But the prohibition has been removed.

Formerly dead flies sold at 10 cents a pound, but the demand has so grown and the supply so lessened that 30 cents a pound is now charged. One ton of flies fills a large room, as there are only fifteen pounds of flies to a bushel.

Six sailors in the San Francisco Marine Hospital refused to go to bed one night because they deemed the hour too early, but the nurse in charge pulled a pistol and the sailors went to bed at the muzzle of a 44.

Professor Berg in Buenos Ayres has discovered a spider which at times practices fishing. In shallow places it spins between stones a two-winged conical net, on which it runs in the water and captures small fish, tadpoles, etc.

That it understands its trade well is shown by the numerous shriveled skins of the little eel pouts which lie about on the web of the net.

The deepest soundings of the sea, made this year, have been discovered near Guam, where the enormous depth of nearly twenty-five and one-half miles has been found.

The pressure of the water at this depth is almost inconceivable. The thickest boilers and bells would be crushed like eggshells and of course all animal life is impossible. The strongest ships would be ground up long before they reached bottom.

Depends on the Man.

A man's wits may be sharpened on a great many kinds of whetstones; his mind may be stored with much useful information.

How to make both ends meet, and how to accomplish certain desired results, are often problems more difficult than any that college students puzzle over in algebra or geometry. Such real-life problems stimulate and sharpen the intellect and give fine, practical results besides.

Patient continuance in the humble, monotonous, apparently unimportant routine of the daily life appointed to the majority of men and women may mold them into finer characters than that of those folks whose lot is easier.

It depends on the man.

What is one man's thrift is another man's meanness.

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.					
Drs. of	oz. of	Shot	Size	Gauge	Per 100
No. 120	4	1 1/4	10	10	\$2 90
No. 129	4	1 1/4	9	10	2 90
No. 128	4	1 1/4	8	10	2 90
No. 126	4	1 1/4	6	10	2 90
No. 135	4 1/4	1 1/4	5	10	2 95
No. 154	4 1/2	1 1/4	4	10	3 00
No. 200	3	1	10	12	2 50
No. 208	3	1	8	12	2 50
No. 236	3 1/4	1 1/4	6	12	2 65
No. 265	3 1/2	1 1/4	5	12	2 70
No. 264	3 1/2	1 1/4	4	12	2 70
Discount, one-third and five per cent.					
Paper Shells—Not Loaded.					
No. 10, pasteboard boxes 100, per 100.	72				
No. 12, pasteboard boxes 100, per 100.	64				
Gunpowder					
Kegs, 25 lbs., per keg	4 90				
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90				
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60				
Shot					
In sacks containing 25 lbs.					
Drop, all sizes smaller than B.	1 85				
AUGURS AND BITS					
Snell's	60				
Jennings' genuine	25				
Jennings' imitation	50				
AXES					
First Quality, S. B. Bronze	6 50				
First Quality, D. B. Bronze	9 00				
First Quality, S. B. S. Steel	7 00				
First Quality, D. B. Steel	10 50				
BARROWS.					
Railroad	15 00				
Garden	33 00				
BOLTS					
Stove	70				
Carriage, new list	70				
Plow	50				
BUCKETS.					
Well, plain	4 50				
BUTTS, CAST.					
Cast Loose, Pin, figured	70				
Wrought, narrow	60				
CHAIN.					
Common, 1/4 in. 5-16 in. 3/4 in. 1 in.	7 00				
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	8 00				
BBB, 7/8 in. 1 in. 1 1/8 in. 1 1/4 in.	8 00				
CROWBARS.					
Cast Steel, per lb.	5				
CHISELS					
Socket Firmer.	65				
Socket Framing	65				
Socket Corner.	65				
Socket Slicks.	65				
ELBOWS.					
Com. 4 piece, 6 in., per doz.	net. 75				
Corrugated, per doz.	1 25				
Adjustable	dis. 40&10				
EXPENSIVE BITS					
Clark's small, \$18; large, \$26	40				
Ives' 1, \$18; 2, \$24; 3, \$30	25				
FILES—NEW LIST					
New American	70&10				
Nicholson's	70				
Heller's Horse Rasps	70				
GALVANIZED IRON.					
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28					
List	12 13 14 15 16 17				
Discount, 70.					
GAUGES.					
Stanley Rule and Level Co.'s	60&10				
GLASS					
Single Strength, by box	dis. 90				
Double Strength, by box	dis. 90				
By the light	dis. 90				
HAMMERS					
Maydole & Co.'s new list	dis. 33 1/4				
Yerkes & Plumb's	dis. 40&10				
Mason's Solid Cast Steel	30c list 70				
HINGES.					
Gate, Clark's 1, 2, 3	dis. 60&10				
HOLLOW WARE.					
Pots	50&10				
Kettles	50&10				
Spiders	50&10				
HORSE NAILS.					
Au Sable	dis. 40&10				
HOUSE FURNISHING GOODS.					
Stamped Tinware, new list	70				
Japanese Tinware	50&10				

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	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, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

Butters

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

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each..	6

Fine Glazed Milkpans

1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each...	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 14

Jugs

1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2

SEALING WAX

5 lbs. in package, per lb.	2
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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 doz.

Anchor Carton Chimneys

Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons

No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons

No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 50

LaBastille

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 24
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.	2 15
3 gal. galv. iron with spout, per doz.	4 15
3 gal. galv. iron with faucet, per doz.	4 75
3 gal. galv. iron with faucet, per doz.	4 75
3 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	8 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 doz.	
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, 3/4 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



Some Aspects of the Underwear Trade.

As the season progresses sales of underwear continue to be brisk at retail. In all the shops now are to be seen the knee "pants" for warm weather wear. They come in various patterns and fabrics; in fact, the variety in which they are shown is almost endless. Most of them, however, are of linen, white or in fancy designs. One house is said to be applying the idea to pajamas, although most people would be inclined to scoff at the idea of a knee-length pajama, inasmuch as that garment is not only for sleeping wear but also, to some extent, for lounging in one's room.

Wholesalers report a remarkable call for the short-length underdrawer, however. They put it out at first without much confidence, but retailers have taken it seriously, it seems. Let the furnisher beware when he puts in a stock of these goods, however. If his trade is conservative he may do well to let the knee-length drawer alone or, at any rate, to buy it cautiously, for it is still something of a fad. As one wholesaler expressed it, the sale of the knee-lengths has been a good deal like an epidemic of measles: "One catches the infection; then everybody gets it in turn."

Jobbers are doing an excellent fall business, but report that the stringency of the summer goods market is unmitigated. Balbriggans, as previously reported, are especially in demand. No change is looked for during the summer, and even for another year conditions will probably be much the same.

To how great an extent the San Francisco calamity will complicate conditions in the underwear and hosiery trade is, of course, a matter of mere conjecture. That it will complicate them—as it will complicate allied lines—is not to be doubted. With underwear and hosiery at a premium now, and not to be obtained anywhere nearly as fast as wanted; with mills way behind on orders; with retailers begging for goods and jobbers unable to satisfy them, it would seem that the loss of many thousands of dollars' worth of underwear and hosiery would have a tendency to boost prices again.

Dullness prevails among agents for manufacturers of cotton goods at the present time. The lines for 1907 will, of course, not be shown for some months. It is authoritatively stated that the opening of such lines will be very late this year. It is probable that they will not be shown before August, and there are those who predict that it will be well along in the fall before manufacturers are ready to take orders for spring. This unprecedented delay is the consequence of the prevailing prices, with which the manufacturer is not disposed to cope. He is simply drifting and hoping that a slump in cotton

prices will enable him to get up a line that can be manufactured at a reasonable profit.

Agents are advising, with a seriousness that is probably not actuated entirely by self interest, that orders be placed far in advance. "Order a year ahead!" is the exhortation buyers are greeted with. "We will not promise delivery unless you do."

The foreign market is, if possible, in worse condition than the domestic. The average retailer probably has no conception of how clean of stock the French and German knit goods centers are.

Imported hosiery is selling well, in spite of delays in delivery. Silk, lisle, and silk and lisle mixtures in solid colors of pastel shades, also with clockings of contrasting shades, are among the favorites. Various subdued tints of lavender are preferred colors for fall half hose.—Apparel Gazette.

Weekly Market Review of the Principal Staples.

Special Sales—Jobbers are now busy preparing several special sales in white goods, linens and fancy cotton wash fabrics. These sales will be held prior to the semi-annual clearance sales which take place the last part of June. In one or two quarters heads of departments have been successful in securing stocks of the above mentioned goods and as the market is particularly bare on goods of this description for prompt delivery, these sales should be both timely and well patronized. On white goods and fine grade cotton wash fabrics authorities in the market state that almost every manufacturer in the country is heavily oversold, and that no shipments can be secured prior to the spring season of 1907. In addition to this it is stated that if the jobber has failed to place his order for goods, especially of fine yarn make, it is more than likely that he will not be able to secure any supply for the remainder of the year or anything with which to meet the demand of his spring trade.

Carpets—The retail carpet houses throughout the country continue exceptionally busy on spring lines, and although they are taking a very fair amount of fall merchandise, road salesmen complain that it is difficult to get the retailer away from his spring business. Large buyers throughout the country seem to have fully grasped the situation in the carpet and rug market, and have placed heavy orders on fall lines. They are evidently firm believers in further price advances, and do not want to be caught on the wrong side of the market. In addition to this the past season has taught them that the late placing of orders on popular goods means practically no deliveries. Certain retailers state that they are now in receipt of goods which should have been delivered in January and February. This is particularly true with regards to certain lines of rugs.

Rugs and Matting—Rugs and matting for summer cottages have been in very heavy demand, and handlers of Japanese and China matting state that they have seldom seen such a brisk demand for goods of this de-

We Want Your Orders for

Summer Underwear Summer Hosiery and Summer Furnishings for Men

Best Styles, Best Values and Immediate Delivery

Men's Balbriggan Underwear, per doz.....	\$2 25 to \$4 50
Women's Knit Vests, per doz.....	40 to 2 25
Women's Knit Pants, per doz.....	2 25
Misses' Knit Vests, per doz.....	45 to 2 25
Misses' Knit Pants, per doz.....	1 00 to 2 25

Men's Sox, per doz.....	\$0 45 to \$1 00
Men's 1/2 Hose, per doz.....	75 to 2 25
Women's Hose, per doz.....	75 to 4 50
Boys' and Girls' Hose, per round.....	75 to 2 25

Men's Neckwear

Midget String Ties, per doz.....	\$1 75
Bows, per doz.....	1 25
Club Ties, per doz.....	2 25
Shield Tecks, per doz.....	2 25
Midget Four in Hands, per doz.....	2 25

Men's Linen Collars, all shapes, 75c to \$1.10 dozen.

Men's Negligee Shirts in Percales, Mohairs, Madras, Blue Pongee and Mercerized Goods, plain and fancy styles, from \$4.50 up to \$18.00 dozen.

Men's Cotton Night Shirts \$4.50 to \$9.00 dozen.

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

How Do We Know That Globe Union Suits Give Satisfaction?



Each season finds us adding to our line and the orders coming from the same dealers. We think this is good proof that the stuff is right. Do you know you can make money by talking Union Suits? Try it. We have the following grades:

MEN'S SUITS sizes 34 to 44.

Fine jersey ribbed color ecru @ \$9.00 per dozen.
Fine jersey ribbed color blue or flesh @ \$12.00 per dozen.
Fine jersey ribbed color or flesh @ \$18.00 per dozen.
Fine jersey ribbed color blue or flesh mercerized @ \$24.00 per dozen.

LADIES' SUITS sizes 4 to 8.

Ladies' ecru sleeveless @ \$2.25 per dozen.
Ladies' white or ecru long or short sleeves @ \$4.50 per dozen.
Ladies' white or ecru sleeveless @ \$6.00 per dozen.
Ladies' white or ecru sleeveless @ \$12.00 per dozen.
Ask our salesmen or send sample order.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

scription. It seems to be quite a fad to furnish the summer home almost entirely with grass matting or light texture rugs. The Japanese and Chinese mattings, which are now coming forward, are in excellent condition; in fact, much better as to wearing quality than they have been in several seasons. In the larger retail stores axminster rugs have been well patronized, especially in 9x12 and smaller sizes. Retailers all look for an excellent fall season and are making preparations with that end in view. Owing to the quantity of unfinished orders which were left on manufacturers' books it will not require very heavy sales in order for the different mills to sell up their production.

No Monopoly of the Gold Brick Industry.

So much has been said about the visitor from out of town who has bought gold bricks, who has paid to see the hole that the explosion made in the river, who has tried to solve the lock puzzle, and who has paid out good money for the inestimable privilege of seeing a skyscraper turn around, that it is time to show the other side of the picture.

It is a matter of little known but incontrovertible fact that some of the sharpest games that are played in the big cities to-day are operated by farmers. Each year a great many dollars go from the pockets of metropolitan citizens into the hands of farmers who have succeeded in proving that the man who thinks that he is wise has not always the best data obtainable about himself. There are many legitimate schemes in which farmers worst city dwellers day after day, but there is also a wealth of suspicious schemes by means of which the supposedly ingenuous agriculturist mulcts his urban brother.

Nobody can compute with any accuracy the number of city people who send good money to schemers who live in small towns or upon rural delivery routes, but whose spider's web extends into the highways and byways of the sophisticated city. Ask the postal inspectors and the secret service men engaged in running down postal frauds and you will find that much of the money that is lost by fake mail schemes is city money and that it is lost to the country brother.

One of the fakes that prospers mightily makes a great appeal to the dweller in the city. He hears that by sending 15 or 20 (in some cases 50) cents in stamps to some obscure citizen in a more obscure village he will receive in return a book or some pictures, or something else that he thinks he wants. Instead he gets one of his 2 cent stamps back with a polite note informing him that the stock of the article he wanted has been exhausted, but that by sending back the inclosed 2 cent stamp he will be furnished with a catalogue of other goods.

The postal authorities will tell you that the percentage of city people who will send forth their money blindly and get stung for their pains is large as compared with the percentage of rural suckers.

In the more legitimate pursuits there is no monopoly of shrewdness. For instance, it is notorious that some of the cleverest of city horse traders are farmers. There are within a circuit of 100 miles of every large city scores of farmers who come in every now and then to trade horses and get the best of the trade. There is a saying among them that the best judges of horses are the men who, as boys, got up before the sun to do chores, and who are still willing to stay up late or to get up early to make money in a horse trade with supposedly sophisticated city dwellers.

The acumen of country born and bred lawyers and judges has many times before this startled metropolitan practitioners most of whose days have been spent in the city. In medicine it is about the same. Away from the wonderful help of large hospitals and close communion with great doctors there are many physicians and surgeons on the country side who have achieved wonderful success.

The dweller within the city's gates naturally takes to himself the belief that there is some inherent superiority in the city life, and that the "farmer" is deprived of this. But a close study of the matter reveals the fact that even with this deprivation the "farmer" is succeeding day after day in running close to his city cousin and that in countless cases he is outdistancing the city man.

The old superstition about the verandancy of the farmer is dying hard, but it is dying. There are men in all of the larger cities who, by virtue of the fact that their pockets can tell them the story, are quite ready to write an epitaph for the tombstone that will mark the resting place of the tradition.

Jefferson Andrews.

Mutual Congratulations.

The farmer had brought in butter and eggs to sell, and after the grocer had weighed the butter the farmer said:

"No use counting over the eggs. There's just five dozen."

"All right," replied the grocer. "It looks now as if we were about to return to honest days."

"It does that. I see that a congressman has been sent to prison for land-grabbing."

"Yes, and those life insurance fellows have got some hard knocks."

"You bet, and they are still after the beef trust."

"And I notice that two or three legislatures are after boodle members," said the grocer.

"And aldermen in three or four cities are on the rack," replied the farmer. "Yes; it really looks as if we might return to the good old days and be done with graft forever."

Then they smiled at each other, agreed that this world was getting to be a better place to live in and parted. Then the grocer had weighed the butter short by four ounces, and the farmer was half a dozen short on his eggs!

The blood that is thicker than water seldom flows in the veins of rich relatives.

Hot Weather Goods



We still have a good assortment of Organdies, DIMITIES and Lawns, ranging in width from 24 to 32 inches, in all the newest colors, such as light greys, cadets, bright pinks, etc, which are in great demand this season. Our line bears inspection.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

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

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

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.



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treas-
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kal-
amazoo; Grand Secretary, W. F. Tracy,
Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Possibilities Open at the Selling End.

The momentous question of youth is, "What shall I do?" The parent struggles with much thought to decide how to advise a son; the youth is anxious to start at the particular thing at which he can accomplish most.

The question is, therefore, "What shall I do?" Money is youth's goal; social and business ambitions depend upon it. We believe that, all things considered, the field of salesmanship is the most inviting, promising and prolific open to the man of ability and average education. At least the man who creates a demand for the products of nature and labor has a field of abundant opportunities; but the field is so large that it requires specializing—what branch, therefore, is best?

The answer is obviously that field where most ability is demanded; the one that offers the greatest opportunities. In the railroad world it is the solicitor who supplies freight for the traffic department, which makes the largest profits for the roads; in the insurance world the enormous business is all produced by solicitors; in fact, three fourths the world's volume of business is produced in this way.

Solicitors or salesmen are trained for a work in which excellence is at a premium. In the clerical or operating departments of our great counting-houses, retail stores, wholesale houses, railroads, or insurance companies, a large percentage of the employees are dependent upon a small salary all their lives, with no protection against old age or misfortune.

It is pitiful to see such men, after the vigor of manhood has been exhausted, solicit freight or insurance or sell portraits. Had they started in early life in the sales department soliciting business the older they grew the more desirable and profitable their service.

The youth should consider well his future and choose wisely; even if his choice entails sacrifice and drudgery for the present, it is the end and not the means that should shape his decision. Salesmen are free from the narrow limits and cheap competition of an office position; they enter a race where with study, practice and work they may win a big prize in life, and in which, by their mastery of mankind, they become powerful factors in commanding and utilizing the labor of others, which is beyond all question man's greatest and most difficult achievement.

The sales force in any institution

is superior to the other working force in the same concern and from it is drawn the material that makes up the majority of the management of the institution; it is the brain power that furnishes raw material for the entire organization.

Few products either from our thousands of factories or millions of laborers are meritorious enough to sell themselves. Many an article of merit remains in oblivion and has for a tomb wasted fortunes and crushed ambitions because of an incompetent sales force. In fact, the absolute requirements in any business—capital, organization and system—avail but little without the sales force to create the desire to buy; this keeps both producer and consumer busy—one laboring to supply the article and the other laboring to supply the means with which to purchase it.

Selling goods is a difficult field for those who are always eager for some excuse which will justify failure. The salesman who can be discouraged because it takes hard work, and much of it, to get business will never make a marked success.

Energy, cheerfulness, courage—what a world of results they produce for salesmen who apply them in the ordinary routine of business! The only man who wins is the one who will not be discouraged. The world no sooner discovers cowardice in a man than it begins to weigh him down with discouragements. It is not enough to smile occasionally; cheerfulness, to be encouraged, must be perpetual. If a man can be discouraged, depend upon it he will find his Waterloo.

The salesman who places himself entirely in the hands of his manager will, if he sticks to the business long enough, acquire a fund of knowledge that will carry him through life a money-maker. This course, too, will give him the rare ability to handle men—and events.

Summing up the reasons why field work is best one need only consider a few advantages, viz.: The practical education, an opportunity to travel, the making of money from the day one starts, later utilizing his salesmanship experience and ability as a teacher and manager of salesmen, entering an end of business where all promotions are made from the ranks and from which is drawn the material used in developing managers and leaders, even to the officers of the company.

The requirements of general salesmanship are natural ability, plenty of brains, judgment of human nature, reasonable command of language, fair personal appearance, confidence in one's self and in what one is selling, a thorough knowledge of what is to be sold, a manner of speech and action which will command the respect and confidence of the buyer, a firm determination to succeed, backed by plenty of enthusiasm and hard work.

In the consideration and preparation for services as a salesman the first step is a fixed standard of work. A thorough study of suggestions for working plans will start the beginner's mind in the right direction, but

he can only learn to apply them successfully by actual practice. A salesman is dealing in ideas; the material with which he works is human nature. Intelligent effort determines his success; therefore, much thought and study must be given to his work and all other interests banished from his mind.

The language to be used in presenting a proposition can be learned from experience only. Mannerisms should be dropped and the habit of repeating one's self overcome. The time given to long talks on samples and how they are made should be given to subjects of more interest to the customer, who is not concerned whether the samples were made in London or Chicago; what customers do want to know is whether they will secure the best grade of work possible.

It is essential for the salesman to keep in mind the good qualities of the business, and the best side of his proposition; it is folly to offer a defense until attacked; by doing so an attack is invited and is generally forthcoming.

Men achieve more some hours, some days, some months, than others, simply because they resolve to accomplish certain things; either because they want to or because they must. The best day should be the highest standard and daily ambition of our salesmen. The wise man starts in to make his first day's results larger than his necessary average.

In this way he places a margin to his advantage; he fortifies himself against the "rainy day," so that when one-half of his time is consumed two-thirds of his task is performed. He then goes to work to make the last part larger than the first, so that at last, instead of accomplishing what he started out to do, he has gone far beyond his goal.

Many salesmen have started out for fifty orders a week and secured them in three days; but how many have resolved to get sixty in the next three days? That is the danger—men feel satisfied and stop to enjoy the fruits of their labor.

On the other hand, many a salesman starts out to get fifty and ends with twenty, but spends more money meanwhile than he who gets fifty, expecting that next week the weather will be better, or he will be in a new territory, and will make enough there to justify his present expenditures. He is spending money before he makes it. When he begins his next week's work, realizing he is working for money already spent, immediately three fourths of his ambition evaporates.

Personal expenses of our salesmen are mighty important. Men who cannot control themselves on expenses are not suited to teach others, and a foreman and manager, besides being a salesman, must be a teacher. We get what we go after in expenses as well as production.

The wise salesman makes every month show something gained and saved; even if he deprives himself of some of the necessities of life he is a better and stronger man. A

great many men who have accomplished distinction in life have hungered and toiled at some point in their undertaking. Men in this company are apt to know something of self-denial; too many fail to apply lessons of economy; that is why possible fortunes dwindle into mere pittance.—Evan A. Evans in Salesmanship.

The Same Kind of Cat.

It is related that William H. Crane and his favorite grand-daughter were standing on the front porch of Mr. Crane's country home when a large black cat belonging to one of the neighbors stalked by majestically. The little girl did not like that cat; it had scratched her more than once. Folding her hands demurely she looked after the retreating feline with distinct disapproval, remarking the while:

"There goes that d—n cat of the Brown's."

Following much consternation on the part of her grandfather, the small girl was reprimanded and told that ladies never used such a word; that her chances for heaven materially would diminish, while her chances for punishment would increase if she continued to indulge in it, and that under no circumstances was she to repeat it. Granddaughter appeared greatly impressed, and grandfather concluded to let the matter drop.

The next evening, as the little girl stood by the window, again the cat went by. The memory of those scratches still lingered, but so did the memory of last evening's lecture. For a moment she hesitated; then she turned to her grandfather with determination in her eye.

"Grandpa," she exclaimed, "there goes that—there goes that—that same kind of cat of the Brown's it was yesterday!"

The man who says nothing doesn't always saw wood.

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

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

Dates Selected for the K. of G. Convention.

Port Huron, June 4—The Board of Directors of the Michigan Knights of the Grip have decided upon July 27 and 28 as the dates for the annual convention to be held in this city.

An enthusiastic meeting of Post H was held Sunday afternoon, at which time the following committees were appointed to take charge of the State convention:

Executive Committee — F. P. Burtch, J. B. Corlette, R. C. Mitchell, E. J. Monsell and J. C. Wittliff.

Printing—F. J. Courtney, chairman; E. R. Begar, P. Leo Wittliff.

Boat, Auto and Trolley Ride—Frank E. Minnie, chairman; Robert C. Mitchell, Charles F. Boyce, Edward F. Percival, Charles F. Smith.

"Trip Around the World"—Frank P. Burtch, chairman; E. J. Monsell, A. D. Seaver.

Hall for Business Meeting—Wallace A. Murray, chairman; R. H. Reed, Maxwell Gray.

Ball Game—Frank W. Atkins, chairman, F. Canty, F. J. Fenske, C. W. Howett, Frank E. Minnie.

Banquet and Dance—Hamilton Irving, chairman; F. P. Burtch, E. J. Courtney, J. B. Corlette, J. C. Wittliff.

Music—M. Melchers, chairman; F. W. Atkins and J. H. Stouffer.

Hotel Rates—William Morash, chairman; A. D. Seaver and R. H. Reed.

Decorations—A. A. Wagner, chairman; J. D. Kirkwood, Watson Wesley, C. D. Witherall and D. I. Robins.

We want every member of the Association to come and bring his wife. If he has none, take a June bride and make it a part of his wedding trip. We have the disposition and the price to give them all a pleasant time. F. N. Mosher.

Interesting Developments in the Patterson Case.

Ravenna, June 5—Before the commencement of the bankruptcy proceedings against Wm. E. Patterson, the bankrupt transferred his store building, situated on leased land, and his furniture and fixtures, to his father, Alex E. Patterson, to pay a pretended loan of \$2,000 which he claimed to have previously obtained from him and put in the business. The father, on receipt of the bill of sale, transferred said property to a man by the name of Heaton and took the latter's note for the purchase price. After the commencement of the bankruptcy proceedings, Heaton got frightened and surrendered the property to the trustee, and the same has been sold for the benefit of the creditors. In the meantime Alex. E. Patterson, the father, had filed a bill for divorce against his wife, and the Chancery Court at Muskegon assigned his claim of \$2,000 to his wife as alimony, and she, through her attorney, filed a proof of claim against W. E. Patterson's bankruptcy estate. Senator Doran, the attorney for the trustee, objected to same, argued and filed a brief, insisting that the claim was a fraud on the creditors, and furthermore he had subpoenaed

the father to appear and be examined in regard to his dealings with his son, and instead of appearing, he left the country and could not be found. On this ground he claimed that he was at least entitled to an examination of him before the allowance of the claim. The Referee held in Doran's favor, disallowing the claim. Claimant, however, appealed from the Referee's decision to the U. S. District Court, and Mr. Doran argued the matter last Tuesday for the trustee and creditors before U. S. District Judge Wanty, who has just rendered a decision disallowing the claim.

Successful Outcome of Lansing Food Show.

Lansing, June 4—The first annual food and industrial exhibition given by the Retail Grocers' Association closed a very successful week Saturday night. A jolly crowd of exhibitors and visitors filled the auditorium and the "carnival spirit" was abroad. The demonstrators were kept busy filling the wants of the large crowd. The happy faces of the throng made the scene seem more beautiful than before. Along in the evening a comedy feature was introduced, a nail driving contest in which various gentlemen connected with the show participated. At the end of the contest Manager Cady announced that by request Homer Klap, the versatile Assistant Manager of the exhibition, would be forced to compete. When timed Mr. Klap drove five spikes in four minutes and seventeen seconds, stopping to spit on his hammer and take off his coat. J. E. Gamble, of the National Grocery Co., won the contest, his time being thirty-two and one-quarter seconds. City Clerk Myles F. Gray acted as timer and Manager Cady as referee.

In the contest Friday night Mrs. C. D. G. Johnson, of the National Biscuit Co. booth, won in thirty-three seconds and Miss E. Randall, of Crusoe Brothers, was second, driving the five heavy spikes in forty-one seconds.

Manager Cady said this morning that the patronage which the show had received from the general public had been entirely satisfactory and that the exhibition would undoubtedly be retained as an annual feature by the Association.

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

Buffalo, June 6—Creamery, fresh, 17@19½c; dairy, fresh, 15@17c; poor, 12@14c.

Eggs—Fresh candled, 17½c; at mark, 17c.

Live Poultry — Broilers, 22@25c; fowls, 13@13½c; ducks, 14@15c; geese, 11@13c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@14c; turkeys, 16@20c; old cox, 10@10½c.

Beans — Pea, hand-picked, \$1.65; marrow, \$2.75@2.90; mediums, \$2@2.10; red kidney, \$2.60@2.75.

Potatoes—White, 90c@\$1 per bu.; mixed and red, 75@85c.

Rea & Witzig.

You can not gauge the intelligence of an audience by the price of the tickets.

Two Experiences with Sears, Roebuck & Co.

A reader of the Tradesman recently noted that Sears, Roebuck & Co. was advertising a typewriter for \$22.75, and that it would be sent out on thirty days' trial, the money to be refunded in case the typewriter was not satisfactory. The gentleman sent on the money, and within a week returned the typewriter as useless. This was in March, and up to June 5 no return remittance had been received, nor has he been able to obtain any definite assurance that the money would ever be forthcoming. On the date named he wrote the company that unless the money was received by June 10 he would place the matter in the hands of an attorney.

A merchant recently called at the Tradesman office and told the story of a man who came in and looked over his line of axes, selecting one which was ordinarily sold at \$1. He said, "I will buy this axe if you will sell it to me at the same price Sears, Roebuck & Co. ask," which happened to be 77 cents. The merchant said, "I accept the proposition, providing you will place me on the same basis as the mail order house—2 cents for postage, 5 cents for money order and 25 cents expressage, bringing the cost up to 99 cents." The deal was thereupon made on that basis. When the farmer counted out the money the merchant wrapped up the axe and put it back on the shelf behind the counter. "Aren't you going to give me the axe, now that I have paid for it?" "Yes," replied the merchant, "you come around here in about four weeks and I will give you the axe. That is as promptly as a mail order house acts in shipping orders, where it has received the cash in advance."

Gripsack Brigade.

Harry Kerley, letter carrier at Manistee, has gone on the road for the Manistee Candy Co. He will resign his present position with Uncle Sam.

Dell Wright, for many years on the road for the Musselman Grocer Co. and its successor, has engaged in the banking business at Conklin under the style of E. D. Wright & Co. Mr. Wright will not relinquish his position for the present, having placed the business in charge of Thomas Hines, who has long been regarded as a reliable and painstaking accountant. Mr. Wright has pursued the varying occupations of farmer, retail merchant and traveling salesman and has been faithful to his trust in every avocation which he has ever espoused. There is no reason to doubt that he will prove to be equally faithful in his new connection, and the Tradesman feels no hesitation in predicting that he will achieve the same measure of success in the banking business that he has in his other avenues of activity.

Aimig a Blow at Catalogue Houses.

Fulton, June 5—I think the time has come when the merchants should combine in order to protect themselves. I have a proposition to suggest for the benefit of merchants, especially in small towns where they buy quantities of produce, such as butter and eggs. There was a time

when we could discount it for cash, but that time is past. Customers demand the same price in cash as they do for trade or they will go elsewhere. They say one merchant has to pay it because others do and, owing to the catalogue houses, they demand the cash and send it away. Otherwise nine times out of ten they would trade it out.

My proposition is this: Discount it 10 per cent. for cash. We need not bind ourselves to pay a uniform price. Let each merchant pay what he wishes to, but simply discount 10 per cent. for cash, thereby withholding thousands of dollars from the catalogue houses to our benefit.

L. H. Wood.

The Boys Behind the Counter.

Calumet—George Hebert, who has for the past five years filled a position in the drug store of Carr & Granger at Mt. Pleasant, has resigned to accept one as manager for Sodergren & Sodergren, at this place.

Bellaire—H. L. Allen is the new druggist in A. B. Large's drug store.

Charlotte—Dudley Norton has gone to Detroit, where he has secured a position with Lee & Cady, wholesale grocers. Although considerable responsibility goes with the position, Mr. Norton states he intends to familiarize himself with every branch of the business.

Benton Harbor—George Searle, who has been in charge of the Gerrity drug store, has resigned his position to work in the office of the Graham & Morton Co. The drug store is for sale and until sold the store will be conducted as a cigar stand in order to keep up the rent and incidental expenses.

San Francisco folks, in the midst of their losses, console themselves by saying that "anyway it was the biggest thing of the kind that ever happened." They refer to it as a blessing in disguise and will seize the opportunity to make the city bigger, better and more beautiful than ever before. As an illustration of the popular spirit the story is told of a man who went in search of a bottle of prepared food for his child. He got it and met another man who wanted the same thing. "I'll give you a dollar for that," he called. But the first shook his head and offered to pass on. "Wait a minute!" the bidder urged. "I'll give you five. Well, then, I'll give you ten. Look here, man; I've hunted everywhere for some of that stuff. I've got a baby here that needs it bad." The answer was prompt. "I'll give you half of it, but you couldn't buy it all for a million."

There is honor even among the brokers in Wall Street. William S. Hooley failed three years ago with liabilities of \$1,000,000 and settled with creditors at 50 cents on the dollar. Then he went into business again and prospered. A few days ago his creditors were surprised to receive checks for the amount and interest of their old claims, which many had cancelled as dead wood. Instances of this kind are not so common as they should be.



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 No-
 vember.

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, De-
 troit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Col-
 man, Kalamazoo; Charles F. Max., De-
 troit; W. A. Hall, Detroit.

Tincture of Iodine in the New U. S. P.

Professor Remington explained at the last meeting of the American Pharmaceutical Association, apropos of the slight change made in tincture of iodine in the new U. S. P., that potassium iodide had been added with the object of preserving the iodine content. "Professor Coblenz," he went on to say, "made a number of exhaustive investigations on this subject. He kept on hand for six months some tincture of iodine with a small amount of potassium iodide added, and the amount of iodine at the end of that time remained practically constant, and simple tincture of iodine will not compare with it. It makes the preparation more stable, and legal prosecutions in the future (for selling deteriorated tincture of iodine) will be fewer. Another criticism about the new tincture of iodine is that, when applied to the skin, owing to the small quantity of potassium iodide present, there will be a little precipitation of crystals and consequent irritation of the skin. I have had it on my hand, and did not find that this was the case. But it will stop prosecution, and the pharmacist will not be liable to arrest or fine. Apropos of this, I received a letter yesterday from a gentleman in Illinois, who has been prosecuted because under the old Pharmacopoeia of 1890 it was found that the iodine tincture on his shelves was slightly deficient in strength."

Took the Wrong Bottle.

I will relate a little experience of mine that happened about two years ago, one that frightened me out of about two years' natural growth. One of my M. D.'s had been treating a young man who had a very serious and long continued attack of pneumonia. Returning from calling on his patient one morning he came in my place, wrote a prescription for a cough mixture containing syrup of tar, and directed me to compound it. He said some of the family would be in for it during the day. In the meantime I had filled a liniment formula for veterinary use, containing powdered white arsenic, corrosive sublimate and oil of tar.

The young man's brother came in for the medicine, which I gave him. He said he had to go to the wood yard and attend to the selling of some wood and would leave the medicine until he was ready to go home. He went out, leaving the bottle on a show-case. In about an hour he came back. I was busy in the prescription room, and he said he would get the bottle himself. I merely said, "All right," went on with my work, and knew no difference until closing time in the evening, when I always look around the store to see if everything is right.

On this occasion I was horrified to find that the young man had taken the liniment and left the cough mixture! Shades of Esculapius! I ran to the livery stable, grabbed from the stable boy without a word a buggy and horse that happened to be ready, and commenced my five-mile drive at full speed into the country on a mission that meant life or death. When I arrived at the house the young man's mother was holding him up in bed while his father was about to pour a dose of the fistula remedy down him. I caught his hand in time and explained that the medicine was for another patient, and that I had trotted down to make the exchange.

Fearing they would detect the mistake by my great excitement, I slowly wended my way back to town.—Walter H. Cousins in Bulletin of Pharmacy.

Keeping the Summer Vacation Trade.

One of the problems which face the city druggist, especially in the better residence districts, is how to hold the trade of the people who spend all summer out of the city at the resorts. If the druggist doesn't "watch out," all his best trade leaves him for the season and things are pretty dull. Why not keep as much of this custom as possible?

Many druggists begin a campaign before the general summer exodus starts by a thorough canvass of their clientele with circulars or booklets. One Brooklyn man has a small circular printed which he puts in every package leaving the store in May and June, calling attention to his facilities for sending prescriptions and summer supplies by mail, and asking for customers' trade while on vacation. Two short paragraphs explain that postage but not expressage would be prepaid on such orders. A New York pharmacist uses postal cards, specially printed, for the same purpose.

A neat booklet was prepared by another firm last year, which held their open letter to customers on the summer trade question, and an amount of useful miscellaneous information which was likely to insure the retention of the booklet by the recipient as a pocket companion. One section quoted the United States postal regulations and rates and another the prices of staple drugs, or rather prescriptions, and sundries were classified under their various heads.

A druggist was found last year who prepared an elaborate record of the temporary summer addresses of his traveling patrons, so that he could

constantly keep in touch with them. For this purpose he utilized an old card index file in which he entered the city and out-of-town address of each individual, with such shipping directions as he was able to gather from them. In one New York store neat signs were printed in large attractive type which called attention to the careful consideration given mail orders. These were placed conspicuously in the windows and on the counters inside.

But the most ambitious effort was made by a large Broadway house, which issued a booklet containing a mass of material. First was a catalogue of sundries, ready-prepared prescriptions, and simple remedies which could be sent by mail instantly. Then there was a miniature "First-aid-to-the-injured" section, which furnished directions for meeting seasonable emergencies. This portion was printed on a perforated insert, so that it could easily be torn off to facilitate carrying in a hand-bag, wallet or vest pocket. These directions, while authoritative, were in exceedingly simple words. There were rules for resuscitating the drowning, treatment of burns, of bites by insects and snakes, directions how to alleviate poisoning by certain plants and leaves, and suggestions for the proper way of attending to cuts and bruises. Sunburn and freckles were not forgotten, and wherever possible the proprietor's own preparations were noted in bold type as remedies for the various ills.—Pharmaceutical Era.

The Drug Market.

Opium—Is steady.
 Morphine—Is unchanged.
 Quinine—Is very dull.
 Acetanilid—On account of an advance in raw material is higher.
 Guarana—Has again advanced 25c per pound. Fresh supplies are expected in July, when the price will be lower.
 Haarlem Oil—Has been reduced 25c per gross.
 Oil Peppermint—Continues firm.
 Roman Chamomile—Have again advanced and are tending higher.
 American Saffron—Continues to decline.
 Gum Shellac—Is higher.

In practically every state in the country there are laws which are supposed to restrain and restrict the sale and use of all dangerous narcotics,

but, nevertheless, the drug habit grows more widespread year by year. It is said that in certain districts of New York there are retail resorts pretending to be ordinary drug stores that not only gain a livelihood almost exclusively by selling drugs to "the fiends," but there is said to be evidence that some of these places distribute cocaine free to non-users and thus build custom by fostering the habit.

For
Books Commencement Exercises
 Grand Rapids Stationery Co.
 29 N. Ionia St., Grand Rapids, Mich.

June being the month of Roses

Why not push the sale?

Sweet Alsatian Roses

Its attractiveness makes customers.

Retails universally 50 cents the ounce.

Direct or of your jobber.

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.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Aceticum.....	60 8	Copaiba.....	1 15@ 25	Scillae Co.....	2 50
Benzolcum, Ger.....	70@ 7	Cubebae.....	1 20@ 30	Tolutan.....	2 50
Boricac.....	2 17	Evechthitos.....	1 00@ 10	Prunus virg.....	2 50
Carbolcum.....	26@ 29	Erigeron.....	1 00@ 10		
Citricum.....	48@ 50	Gaultheria.....	2 25@ 35	Tinctures	
Hydrochlor.....	30 5	Geranium.....	oz 75	Anconitum Nap'sR.....	60
Nitrosum.....	80 10	Gossypii Sem gal.....	50@ 60	Anconitum Nap'sF.....	50
Oxalicum.....	10@ 12	Hedeoma.....	2 25@ 2 50	Aloes.....	50
Phosphorium, dil.....	0 18	Juniperia.....	40@ 21 50	Arnica.....	50
Salicylicum.....	42@ 45	Lavendula.....	90@ 21 75	Aloes & Myrrh.....	60
Sulphuricum.....	1 1/2 40	Limonis.....	1 00@ 21 10	Asafoetida.....	50
Tannicum.....	75@ 85	Mentha Piper.....	3 25@ 35 50	Atrope Belladonna.....	60
Tartaricum.....	38@ 40	Mentha Verid.....	5 00@ 55 50	Aurant Cortex.....	50
		Morrhuae gal.....	1 25@ 21 50	Benzoin.....	60
Ammonia		Myrica.....	3 00@ 21 50	Benzoin Co.....	50
Aqua, 18 deg.....	40 6	Olive.....	75@ 30 00	Barosma.....	50
Aqua, 20 deg.....	60 8	Picis Liquida.....	10@ 12	Cantharides.....	75
Carbonas.....	13@ 15	Picis Liquida gal.....	0 35	Capsicum.....	75
Chloridum.....	12@ 14	Ricina.....	1 02@ 1 06	Cardamon.....	50
Aniline		Rosmarini.....	0 01 00	Cardamon Co.....	75
Black.....	2 00@ 2 25	Rosae os.....	5 00@ 60 00	Castor.....	1 00
Brown.....	80@ 1 00	Succini.....	40@ 45	Catechu.....	50
Red.....	45@ 50	Sabina.....	90 1 00	Cinchona.....	50
Yellow.....	2 50@ 3 00	Santal.....	2 25@ 2 50	Cinchona Co.....	60
Baccae		Sassafras.....	75@ 80	Columbia.....	50
Cubebae.....	15@ 18	Sinapis, ess, os.....	0 65	Cubebae.....	50
Juniperus.....	7@ 8	Tigil.....	1 10@ 1 20	Cassia Acutifol.....	50
Xanthoxylum.....	30@ 35	Thyme.....	40@ 50	Cassia Acutifol Co.....	50
Balsamum		Thyme, opt.....	0 10 00	Digitalis.....	50
Copaiba.....	45@ 50	Theobromas.....	15@ 20	Ergot.....	50
Peru.....	0 1 50			Ferri Chloridum.....	35
Terabin, Canada.....	60@ 65	Potassium	15@ 18	Gentian.....	50
Tolutan.....	35@ 40	Bi-Carb.....	13@ 15	Gentian Co.....	50
Cortex		Bichromate.....	25@ 30	Guaiac.....	50
Abies, Canadian.....	18	Bromide.....	12@ 15	Guaiac ammon.....	60
Cassiae.....	18	Carb.....	12@ 14	Hyoscyamus.....	75
Cinchona Flava.....	18	Chlorate.....	po. 24@ 28	Iodine.....	50
Buonymus atro.....	10	Cyanide.....	84@ 88	Iodine, colorless.....	75
Myrica Cerifera.....	15	Iodide.....	3 00@ 3 65	Kino.....	50
Prunus Virginal.....	20	Potassa, Bistart pr.....	70@ 82	Lobelia.....	50
Quillaja, gr'd.....	12	Potassa Nitrat opt.....	60 8	Myrrh.....	50
Sassafras.....	24	Potass Nitras.....	35@ 40	Nux Vomica.....	50
Ulmus.....	25	Prussiate.....	15@ 18	Opil.....	75
Extractum		Sulphate po.....	15@ 18	Opil, camphorated.....	1 50
Glycyrrhiza Gla.....	24@ 30	Radix		Opil, deodorized.....	50
Glycyrrhiza, po.....	28@ 30	Aconitum.....	20@ 25	Quassia.....	50
Haematox.....	11@ 12	Althae.....	30@ 33	Rhcl.....	50
Haematox, 1s.....	18@ 14	Anchusa.....	10@ 12	Rhcl.....	50
Haematox, 1/2s.....	14@ 15	Arum po.....	0 25	Sanguinaria.....	50
Haematox, 1/4s.....	16@ 17	Calamus.....	20@ 40	Serpentaria.....	60
		Gentiana po 15.....	12@ 15	Stromonium.....	50
Ferru		Glycyrrhiza pv 15.....	16@ 18	Tolutan.....	60
Carbonate Precip.....	15	Hydrastis, Canada.....	1 90	Valerian.....	50
Citrate and Quina.....	2 00	Hydrastis, Can. po.....	0 20 00	Veratrum Veride.....	50
Citrate Soluble.....	55	Hellebore, Alba.....	12@ 15	Zingiber.....	20
Ferrocyanidum S.....	40	Inula, po.....	18@ 22		
Solut. Chloride.....	15	Ipecac, po.....	2 25@ 2 35	Miscellaneous	
Sulphate, com'l.....	2	Iris plox.....	35@ 40	Aether, Spts Nit 3f 30@.....	35
Sulphate, com'l, by.....	70	Jalapra, pr.....	25@ 30	Aether, Spts Nit 4f 34@.....	35
Sulphate, pure.....	7	Maranta, 1/2s.....	0 35	Alumen, grd po 7.....	2 40
Flora		Podophyllum po.....	15@ 18	Annatto.....	40@ 50
Arnica.....	15@ 18	Rhel.....	75@ 100	Antimoni, po.....	40 50
Antemhis.....	22@ 25	Rhel, cut.....	1 00@ 1 25	Antimoni et po T.....	40@ 50
Matricaria.....	30@ 35	Rhel, pv.....	75@ 100	Antipyrin.....	0 25
Folia		Spigella.....	1 50@ 1 60	Antifebrin.....	0 20
Barosma.....	28@ 33	Sanuginari, po 18.....	0 15	Argent Nitras oz.....	0 54
Cassia Acutifol.....	15@ 20	Serpentaria.....	50@ 55	Argentum.....	10@ 12
Cassia, Acutifol.....	25@ 30	Senega.....	85@ 90	Balm Gilead buds.....	60@ 65
Salvia officinalis.....	18@ 20	Smilax, off's H.....	0 40	Bismuth & N.....	1 85@ 91
1/2s and 1/4s.....	18@ 20	Smilax, M.....	0 25	Calcium Chlor, 1s.....	0 9
Uva Ursi.....	8@ 10	Scillae po 45.....	20@ 25	Calcium Chlor, 1/2s.....	0 10
Gummi		Symplocarpus.....	0 25	Calcium Chlor 1/4s.....	0 12
Acacia, 1st pkd.....	0 65	Valeriana Eng.....	0 25	Cantharides, Rus.....	0 75
Acacia, 2nd pkd.....	0 45	Valeriana, Ger.....	15@ 20	Capsic Fruc's af.....	0 20
Acacia, 3rd pkd.....	0 35	Zingiber a.....	12@ 14	Capsic Fruc's po.....	0 22
Acacia, sifted sts.....	0 28	Zingiber j.....	20@ 25	Cap'i Fruc's B po.....	0 15
Acacia, po.....	45@ 65	Semen		Carphyllus.....	20@ 22
Aloe Barb.....	22@ 25	Anisum po 20.....	0 16	Carmin, No. 40.....	0 45
Aloe, Cape.....	0 25	Aplum (gravel's).....	12@ 15	Cera Alba.....	50@ 55
Aloe, Socotri.....	0 45	Bird, 1s.....	0 40	Cera Flava.....	40@ 42
Ammoniac.....	55@ 60	Carui po 15.....	12@ 14	Crocus.....	1 75@ 81
Asafoetida.....	35@ 40	Cardanon.....	70@ 90	Cassia Fructus.....	0 35
Benzoinum.....	50@ 55	Cannabis Sativa.....	12@ 14	Centraria.....	0 10
Catechu, 1s.....	0 13	Cydonium.....	75@ 80	Cateacium.....	0 35
Catechu, 1/2s.....	0 14	Chenopodium.....	25@ 28	Chloroform.....	32@ 32
Catechu, 1/4s.....	0 16	Dipterix Odorate.....	80@ 1 00	Chloro'm Squibbs.....	0 50
Comphorae.....	1 12@ 1 16	Foeniculum.....	0 13	Chloral Hyd Crsl.....	35@ 61
Muphorbium.....	0 40	Foenugreek, po.....	7@ 9	Chondrus.....	20@ 25
Galbanum.....	0 10 00	Lini, grd. bbl. 2%.....	4@ 6	Cinchonidine P-W.....	33@ 48
Gamboge.....	po. 1 35@ 1 45	Lobelia.....	75@ 80	Cinchonid's Germ.....	33@ 48
Guaiacum.....	po 35 35	Pharlaris Cana'n.....	9@ 10	Cocaine.....	3 80@ 4 00
Kino.....	po 45c 45	Rapa.....	5@ 6	Corks list D P Ct.....	75
Mastic.....	0 45	Sinapis Alba.....	7@ 9	Cretosotum.....	0 45
Myrrh.....	po 50 45	Sinapis Nigra.....	9@ 10	Creta.....	0 25
Opil.....	3 10@ 3 15	Spiritus		Creta, prep.....	0 5
Shellac.....	50@ 60	Frument'i W D.....	2 00@ 2 50	Creta, precip.....	0 11
Shellac, bleached.....	50@ 60	Frument'i.....	1 25@ 1 50	Creta, Rubra.....	0 25
Tragacanth.....	70@ 1 00	Juniperis Co O T.....	65@ 2 00	Crocus.....	1 20@ 1 25
Herba		Juniperis Co.....	1 75@ 2 00	Cudbear.....	0 24
Absinthium.....	4 50@ 4 60	Saccharum N E.....	1 90@ 2 10	Cupri Sulph.....	63@ 81
Eupatorium oz pk.....	2 25	Spt Vini Galli.....	1 75@ 2 00	Dextrine.....	7 10
Lobelia.....	oz pk 28	Vini Oporto.....	1 25@ 2 00	Emery, all Nos.....	0 8
Majorum.....	oz pk 28	Vina Alba.....	1 25@ 2 00	Emery, po.....	0 6
Mentra Pip. oz pk.....	23	Sponges		Ergota.....	po 65 60@ 65
Mentra Ver. oz pk.....	23	Florida Sheeps' wool.....	3 00@ 3 50	Ether Sulph.....	70@ 80
Rue.....	oz pk 39	Nassau sheeps' wool.....	3 50@ 3 75	Flake White.....	12@ 15
Tanacetum.....	V. 22	Velvet extra sheeps' wool, carriage.....	0 2 00	Galla.....	0 23
Thymus V.....	oz pk 25	Extra yellow sheeps' wool carriage.....	0 1 25	Gambler.....	8@ 9
Magnesia		Grass sheeps' wool, carriage.....	0 1 25	Gelatin, Cooper.....	0 60
Calcined, Pat.....	55@ 60	Hard, slate use.....	0 1 00	Gelatin, French.....	35@ 60
Carbonate, Pat.....	18@ 20	Yellow Reef, for slate use.....	0 1 40	Glassware, fit box.....	75
Carbonate, K-M.....	18@ 20	Syrups		Less than box.....	70
Carbonate.....	18@ 20	Acacia.....	0 50	Glue, brown.....	11@ 12
Oleum		Aurant Cortex.....	0 50	Glue white.....	15@ 25
Absinthium.....	4 90@ 5 00	Zingiber.....	0 50	Glycerina.....	12 1/2@ 25
Amygdalae, Dule.....	60@ 60	Ipecac.....	0 60	Grana Paradisi.....	0 25
Amygdalae, Ama.....	80@ 85	Ferri Iod.....	0 50	Humulus.....	35@ 60
Anisi.....	1 75@ 1 80	Rhei Arom.....	0 50	Hydrarg Ch.....	0 90
Aurant Cortex.....	2 75@ 2 85	Smilax Off's.....	50@ 60	Hydrarg Ch Ox.....	0 85
Bergamoli.....	2 75@ 2 85	Senega.....	0 50	Hydrarg Co Ru'm.....	0 10 00
Caliputi.....	85@ 90	Scillae.....	0 50	Hydrarg Ammo'l.....	0 10 10
Carophilli.....	1 20@ 1 25			Hydrarg Ungue'm.....	50@ 60
Cedar.....	50@ 90			Hydrargyrum.....	0 75
Chenopadi.....	3 75@ 4 00			Ichthyobolla, Am.....	90@ 1 00
Cinnamoni.....	1 15@ 1 25			Indigo.....	75@ 100
Citronella.....	60@ 65			Iodine, Resubi.....	3 85@ 3 90
Conium Mac.....	90@ 90			Iodoform.....	3 90@ 4 00
				Lupulin.....	0 40
				Lycopodium.....	85@ 90
				Mace.....	0 60

Liquor Arsen et		Rubia Tinctorum	12	14	Vanilla	9	00	9
Hydrarg Iod	@ 25	Saccharum La's	22	25	Zinci Sulph	7	0	8
Liq Potass Arsnit	10 @ 12	Salacin	50	4				
Magnesia, Sulph.	20 @ 3	Sanguis Drac's	40	50	Oils			
Magnesia, Sulph bbl	@ 1%	Sapo, W	12	14	Whale, winter	70	0	70
Manna, S F	45 @ 50	Sapo, M	10	12	Lard, extra	70	0	80
Menthol	3 @ 30 @ 40	Sapo, G	@		Lard, No. 1	60	0	65
Morphia, S P & W2	35 @ 20	Seidlitz Mixture	20	22	Linseed, pure raw	45	0	48
Morphia, S N Y Q2	35 @ 26	Sinapis	@	18	Linseed, boiled	45	0	49
Morphia, Mal.	2 35 @ 20	Sinapis, opt	@	30	Neat's-foot, w str	65	0	70
Moschus Canton.	@ 40	Snuff, Maccaboy,			Spts. Turpentine	Market		
Myristica, No. 1	25 @ 30	DeVoes	@	51	Paints	bbl. L.		
Nux Vomica po 15	@ 10	Snuff, S'h DeVo's	@	51	Red Venetian	1 1/2	2	@ 3
Os Sepia	25 @ 28	Soda, Boras	9 @ 11		Ochre, yel Mars	1 1/2	2	@ 4
Pepsin Saac, H &		Soda, Boras, po	9 @ 11		Ocre, yel Ber	1 1/2	2	@ 3
P D Co	@ 1 00	Soda et Pot's tart	25 @ 28		Putty, commerl	2 1/2	2 1/2	@ 3
Picis Liq N N 1/2		Soda, Carb	1 1/2 @ 2		Putty, strictly pr	2 1/2	2 1/2	@ 3
gal doz	@ 2 00	Soda, Bi-Carb	3 @ 5		Vermillion, Prime			
Picis Liq qts	@ 1 00	Soda, Ash	3 1/4 @ 4		American	13 @	15	
Picis Liq, pints.	@ 60	Soda, Sulphas	@ 2		Vermillion, Eng.	75 @	80	
Pil Hydrarg po 80	@ 50	Spts, Cologne	@ 2 60		Green, Paris	14 @	18	
Piper Nigra po 22	@ 18	Spts, Ether Co.	5 @ 55		Green, Peninsular	13 @	16	
Piper Alba po 35	@ 80	Spts, Myrcia Dom	@ 2 00		Lead, red	7 1/4 @	7 1/4	
Pix Burgum	@ 8	Spts, Vinl Rect bbl	@		Lead, white	7 1/4 @	7 1/4	
Plumbi Acet	12 @ 15	Spts, VI'l Rect 1/2 b	@		Whiting, white S'n	9 @	90	
Pulvis Ip'c et Opi 1	30 @ 150	Spts, VI'l Rect 1/2 b	@		Whiting Gilders'	@	95	
Pyrethrum, bxs H		Spts, VI'l R't 10 gal	@		White, Paris Am'r	@ 1 25		
& P D Co. doz	@ 75	Spts, VI'l R't 5 gal	@		Whit'g Paris Eng			
Pyrethrum, pv	20 @ 25	Strychnia, Cryst'l	1 05 @ 1 25		cliff	@ 1 40		
Quassiae	8 @ 10	Sulphur Subl	2 1/2 @ 4		Universal Prep'd 1	10 @ 1 20		
Quina, S P & W.	20 @ 30	Sulphur, Roll	2 1/2 @ 3 1/4					
Quina, S Ger.	20 @ 30	Tamarinds	8 @ 10		Varnishes			
Quina, N. Y.	20 @ 30	Cerebroma Venice	28 @ 30		No. 1 Turp Coachl	10 @ 1 20		
		Theobroma	45 @ 50		Extra Turp	1 60 @ 1 70		

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

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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By Columns

Col	
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B	Baked Beans
C	Candies
D	Dried Fruits
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F	Fish and Oysters
G	Gelatine
H	Herbs
I	Hygiene
J	Jelly
L	Licorice
M	Meat Extracts
N	Nuts
O	Olives
P	Pipes
R	Rice
S	Salad Dressing
T	Tea
V	Vinegar
W	Washing Powder
Y	Yeast Cake

1

ARCTIC AMMONIA

Doz.

12 oz. ovals 2 doz. box

Doz.

1 lb. wood boxes, 4 dz.

1 lb. tin boxes, 3 doz.

10 lb. pails, per doz.

25 lb. pails, per doz.

25 lb. pails, per doz.

1 lb. can, per doz.

2 lb. can, per doz.

3 lb. can, per doz.

BATH BRICK

English

BLUING

Arctic Bluing

Doz.

6 oz. ovals 3 doz. box

16 oz. round 2 doz. box

BROOMS

No. 1 Carpet

No. 2 Carpet

No. 3 Carpet

No. 4 Carpet

Parlor Gem

Common Whisk

Fancy Whisk

Warehouse

BRUSHES

Scrub

Solid Back 8 in.

Solid Back 11 in.

Pointed Ends

Stove

No. 3

No. 2

No. 1

Shoe

No. 8

No. 7

No. 4

No. 3

BUTTER COLOR

W. R. & Co.'s, 15c size

W. R. & Co.'s, 25c size

CANDLES

Electric Light, 8s

Electric Light, 16s

Paraffine, 6s

Paraffine, 12s

Wicking

CANNED GOODS

Apples

3 lb. Standards

Gallon

Blackberries

Standards

Beans

Baked

Red Kidney

String

Wax

Blueberries

Standard

Gallon

Brook Trout

Clams

Little Neck, 1 lb.

Little Neck, 2 lb.

Clam Bouillon

Burnham's 1/2 pt.

Burnham's pints

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, 1 lb.

Mustard, 2 lb.

Soused, 1 1/2 lb.

Soused, 2 lb.

Tomato, 1 lb.

Tomato, 2 lb.

Mushrooms

Hotels

Buttons

Oysters

Cove, 1 lb.

Cove, 2 lb.

Cove, 1 lb. Oval

2

Plums

Plums

Peas

Marrowfat

Early June

Early June Sifted

Pie

Yellow

Pineapple

Grated

Sliced

Pumpkin

Fair

Good

Fancy

Gallon

Raspberries

Standard

Russian Caviar

1/4 lb. cans

1/2 lb. cans

1 lb. cans

Salmon

Col'a River, talls

Col'a River, flats

Red Alaska

Pink Alaska

Sardines

Domestic, 1/4s

Domestic, 1/2s

Domestic, Must'd

California, 1/4s

California, 1/2s

French, 1/4s

French, 1/2s

Standard

Succotash

Fair

Good

Fancy

Strawberries

Standard

Fair

Good

Fancy

Tomatoes

Fair

Good

Fancy

Gallons

CARBON OILS

Barrels

Perfection

Water White

D. S. Gasoline

76 Gasoline

87 Gasoline

Deodor'd Nap'a

Cylinder

Engine

Black, winter

CEREALS

Breakfast Foods

Bordeaux Flakes, 36 lb.

Cream of Wheat, 36 lb.

Egg-O-See, 36 pkgs.

Exello Flakes, 36 lb.

Exello, large pkgs.

Force, 36 lb.

Grape Nuts, 2 doz.

Malta Ceres, 24 lb.

Malta Vita, 36 lb.

Mapl-Flake, 36 lb.

Pillsbury's Vitos, 3 dz.

Raisins, 36 lb.

Sunlight Flakes, 36 lb.

Sunlight Flakes, 20 lbs

Vigor, 36 pkgs.

Zest, 20 lb.

Zest, 36 small pkgs.

Crescent Flakes

One case

Five cases

Special deal until July 1

One case free with ten cases

One-half case free with 5 1/2 cases

One-fourth case free with 2 1/2 cases

Freight allowed

Rolled Oats

Rolled Avena, bbl.

Steel Cut, 104 lb.

Monarch, bbl.

Monarch, 100 lb.

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	@11 1/2
Warner's	@11 1/2
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
Honey Cake, N. B. C.	12
Honey Fingers, As Ice	12
Honey Jumbles	12
Household Cookies As	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Jamaica Gingers	10
Kream Klips	20
Lady Fingers	12
Lemon Gems	10
Lemon Biscuit Sq.	10
Lemon Wafer	16
Lemon Cookie	8
Malaga	11
Mary Ann	8
Marshmallow Walnuts	16
Muskegon Branch, iced	11
Molasses Cakes	8
Mouthful of Sweetness	14
Mixed Picnic	11 1/2
Mich. Frosted Honey	12
Newton	12
Nu Sugar	8
Nic Nacs	8
Oatmeal Crackers	8
Okay	10
Orange Slices	16
Orange Gems	8
Penny Cakes, Asst.	8
Pineapple Honey	15
Plum Tarts	12
Pretzels, Hand Md.	8 1/2
Pretzellettes, Hand Md.	8 1/2
Pretzellettes, Mac Md.	7 1/2
Raisin Cookies	8
Reverse, Assorted	14
Richwood	8
Rube	8
Scotch Cookies	10
Snow Creams	16
Snowdrop	16
Spiced Gingers	9
Spiced Gingers, Iced	10
Spiced Sugar Tops	9
Sultana Fruit	15
Sugar Cakes	8
Sugar Squares, large or	8
small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Waverly	8
Water Crackers (Bent & Co.)	16
Zanzibar	9

CHICORY

Bulk	5
Red	7
Eagle	4
Franch's	7
Schener's	6

CHOCOLATE

Walter Baker & Co.'s	22
German Sweet	28
Premium	28
Vanilla	41
Caracas	35
Eagle	28

COCOA

Baker's	35
Cleveland	41
Colonial, 1/4s	35
Colonial, 1/2s	33
Epps	42
Huyler	45
Van Houten, 1/4s	12
Van Houten, 1/2s	40
Van Houten, 1s	72
Webb	28
Wilbur, 1/4s	41
Wilbur, 1/2s	42

COCOANUT

Dunham's 1/2s	26
Dunham's 1/4s & 1/2s	26 1/2
Dunham's 1/4s	27
Dunham's 1/2s	28
Bulk	13

COCOA SHELLS

20 lb. 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

Fair	16
Choice	19

MEXICAN

Choice	16 1/2
Fancy	19

GUATEMALA

Choice	15
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JAVA

African	12
Fancy African	17
O. G.	25
P. G.	31

MOCHA

Arabian	21
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6

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'ng	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, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 40
PIPES	
Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85
PICKLES	
Medium	
Barrels, 1,200 count	4 75
Half bbls., 600 count	2 88
Small	
Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00
PLAYING CARDS	
No. 90 Steamboat	85
No. 15, Royal, assorted	1 20
No. 20, Rover enameled	1 60
No. 572, Special	1 75
No. 98 Golf, satin finish	2 00
No. 808 Bicycle	2 00
No. 632 Tourist whist.	2 25
POTASH	
48 cans in case	
Babbitt's	4 00
Penna Salt Co.'s	3 00
PROVISIONS	
Barreled Pork	
Mess	
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 7 1/2
60 lb. tubs	advance 7 1/2
50 lb. tins	advance 7 1/2
20 lb. pails	advance 7 1/2
10 lb. pails	advance 7 1/2
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

7

Beef	
Extra Mess	10 00
Beefless	11 00
Rump, new	10 50
Pig's Feet	
1/4 bbls.	1 10
1/2 bbls., 40 lbs.	1 85
3/4 bbls.	3 75
1 bbl.	7 75
Tripe	
Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00
Casings	
Hogs, per lb.	28
Pigs, 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
RICE	
Screenings	@4
Fair Japan	@5
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 @7
Carolina, ex. fancy	6 1/2 @7 1/2
SALAD DRESSING	
Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35
SALERATUS	
Packed 60 lbs. in box	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 3/4s	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	
Round, 100lbs.	3 75
Round, 40lbs.	1 75
Scaled	13
Trout	
No. 1, 100lbs.	7 50
No. 1, 40lbs.	3 25
No. 1, 10lbs.	75
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
Hemp, Russian	4 1/2
Mixed Bird	4
Mustard, white	9
Poppy	4 1/2
Rape	25
Cuttle Bone	25
SHOE BLACKING	
Handy Box, large, 3 dz.	2 50
Handy Box, small	1 25
Bixby's Royal Polish	9 @11
Miller's Crown Polish	85

8

SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Rapple in jars	43
SOAP	
Central City Soap Co.	
Jaxon	2 85
Boro Naphtha	3 85
J. S. Kirk & Co.	
American Family	4 05
Dusky Diamond, 50 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.	
Acome soap, 100 cakes	2 85
Naptha, 100 cakes	4 00
Big Master, 100 bars	4 00
Marseilles White soap	4 00
A. B. Wrisley	
Good Cheer	4 00
Old Country	3 40
Soap Powders	
Central City Soap Co.	
Jaxon, 16 oz.	2 40
Lautz Bros. & Co.	
Snow Boy	4 00
Gold Dust, 24 large	4 50
Gold Dust, 100-sc.	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
Scouring 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, Amboyna	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
Ginger, African	15
Ginger, Cochlin	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 1/2
6lb. packages	@5 1/2
40 and 50lb. boxes	2 1/2 @3 1/2
Barrels	@2 1/2
Common Corn	
20lb. packages	5
40lb. packages	4 @7
SYRUPS	
Corn	
Barrels	23
Half Barrels	25
20lb. cans 1/2 dz. in case	70
10lb. cans 1/2 dz. in case	1 65
5lb. cans 1/2 dz. in case	1 75
2 1/2lb. cans 1/2 dz. in case	1 80
Pure Cane	
Fair	16
Good	20
Choice	25
TEA	
Japan	
Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @24
Siftings	9 @11
Fannings	12 @14

9

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
Kylo	35
Battle Ax	37
American Eagle	37
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 Heidsick	66
Boot Jack	80
Honey Dip Twist	40
Black Standard	40
Cadillac	40
Forge	34
Nickel Twist	52
Mill	32
Great Navy	36
Smoking	
Sweet Core	34
Flat Car	32
Warpath	26
Bamboo, 16 oz.	25
I X L, 5lb.	27
I X L, 16 oz. pails	31
Honey Dew	40
Gold Block	40
Flagman	40
Chips	33
Kill 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
Plow Boy, 1 1/2 oz.	39
Plow Boy, 3 1/2 oz.	39
Peerless, 3 1/2 oz.	35
Peerless, 1 1/2 oz.	38
Air Brake	36
Cant Hook	30
Country Club	32-34
Forex-XXXX	30
Good Indian	25
Self Binder, 16oz. 8oz. 20-22	
Silver Foam	24</

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

JAXON
1 1/2 lb. cans, 4 doz. case... 45
1 1/2 lb. cans, 4 doz. case... 85
1 lb. cans, 2 doz. case 1 60

Royal



10c size 90
1 1/2 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

Small size, 1 doz. box...40
Large size, 1 doz. box...75

CIGARS



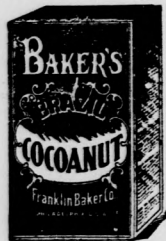
G. J. Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



75 1/2 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/2 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
Ribs7 @ 13
Rounds7 @ 8
Chucks5 @ 6
Plates7 @ 4
Livers7 @ 3

Pork

Loins@ 11 1/4
Dressed@ 7 1/2
Boston Butts@ 9 1/4
Shoulders@ 9
Leaf Lard@ 9 1/4

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...

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, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.

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.

Mill Clean-up Sale

The Season's "End Lots"
From a Hundred Mills

This sale is the result
of a vigorous buying
campaign among manu-
facturers all over the
country just when their
desire to clear decks for
a new season disposed
them to make conces-
sions for the "quick
action" we could offer.

Quantities such as we
dare to handle because
of our immense three-
city outlet, and the cash
to pay for those tre-
mendous quantities cer-
tainly ought to produce
most exceptional values.

And if in windows and
through printed matter
you push some of these
bargains—which are **real
enough to compel** peo-
ple into your store—
your June sales of other
goods would be greatly
increased.

See what **special ef-
fort** on a large scale will
do when intelligently
directed in the way of
getting **real bargains**—
even on a rising market
and against a strong de-
mand.

Ask for our June cata-
logue (No. J577) and
decide just how busy
your June shall be.

Write now.

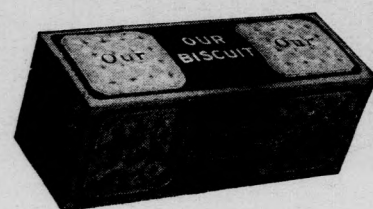
Butler Brothers

Wholesalers of General Merchandise
By Catalogue Only

New York Chicago St. Louis

And Minneapolis
after Jan. 1, 1907

"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.

Second Hand Motor Car Bargains

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

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

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

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

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

Write us or call.

Adams & Hart

Grand Rapids

47-49 North Division St.

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.

Illinois-Manitoba Land Company, Winnipeg, Manitoba. The best value for your money to-day is in the Red River valley of Manitoba. We have driven over this valley for years and can show you the best land at bottom prices. Excursions every week. Write for particulars. Agents wanted. 811

Canadian farm lands. We have for sale, choice, improved and unimproved farm lands; also town properties and lots. Reliable information to land seekers. Correspondence invited. Miller & Irwin, Real Estate Brokers, Rocanville, Sask. 812

For Sale—We offer for sale our stock of hardware, agriculture tools, buggies, wagons and harnesses. We are now closing out the business. Here is an opportunity to buy an old-established business. This business has been established thirty-eight years. If you wish a good thing, come and see us. Dunham & Son, Hudson, Mich. 813

Hardware—Owing to other business here, demanding my entire attention, I offer for sale my stock of hardware, crockery and small implements, all in good condition and up-to-date. Inventory about \$3,000. Will rent building, 30x72, which is an excellent location. Best of farming land and a small manufacturing town. Good grain and produce market. Interested parties invited to investigate at once. Will Isham, Butter, Mich. 817

Timber—A person controlling large tracts of timber would like to meet with mill man to operate same on shares or on stumpage basis. Good opening also for sash, doors and shingles. Apply No. 821, care Michigan Tradesman. 821

For Sale—Miniature railroad and Ferris wheel all in running order. Box 105, Greensburg, Ind. 814

Will exchange my farm, near town, for good business, describe fully with price. Jas. P. Phillips, Manchester, Tenn. 816

For Sale—A first-class stock of hardware and fixtures, invoicing \$22,000 in suburb of Chicago, with a population of 25,000. Can make good terms to responsible purchaser and guarantee the business to bear the closest inspection. H. O. Stone & Co., 206 LaSalle St., Chicago, Ill. 818

For Sale—Store with or without stock. Good farming section, only store. Kendall & Slade, Sylvester, Mich. 819

We Have Ore—Have expended about \$20,000 for machinery and in development work and need about \$15,000 more. The mine is fully equipped with machinery, and will be a sure dividend payer. Write for full description and particulars. The Apex Copper Co., Colorado Springs, Colo. 820

For Sale or trade for clean stock of merchandise, a \$10,000 choice farm. Good soil. Buildings and water, rolling land, suitable and used for fruit, dairy or stock. Only 3½ miles from Grand Rapids. John P. Oosting, 128 Cass Ave., Grand Rapids, Michigan. 822

South Texas Land—Twelve thousand acres of excellent land, first-class for corn, cotton and alfalfa, 30 inches rainfall per annum; 6 miles from railroad; can be cut up and sold for \$14 to \$17 per acre; part of an estate, price \$10 per acre; ¼ cash. Hilland P. Lockwood, San Antonio, Texas. 823

Pierre—Fort Pierre, South Dakota; bargains, lots and acreage; trade for good paper, farm, or improved city property. A. L. Carter, 620 Julia, New Orleans, La. 824

For Sale—Grain elevator at Hudsonville, Mich., on tracks of P. M. Ry., near main street, \$700. Good chance for live man to make some money. Valley City Milling Co., Grand Rapids, Mich. 825

A good opening to start a factory of creamery and dairy supplies. Town will pay half for building and give land and I can give you a trade to sell all goods that can be made. Have all the patrons and customers. Like to start a stock company. Address No. 826, care Michigan Tradesman. 826

For Sale—Stock groceries, shoes and notions. Good town, good trade. Owner retiring. Village and farm properties. J. G. Jennings & Co., Lawrence, Mich. 827

For Sale At Once—Grocery and crockery stock. Old-established business of J. Wiseman, deceased. Address M. Wiseman, Marshall, Mich. 782

For Sale—A fine opportunity for one wishing to go into business. A general store of about \$2,000. Good terms. Fine farming and fruit country. Write F. L. Orcutt, Beulah, Benzie Co., Mich. 785

Let us be your factory. Hardware specialties manufactured under contract; models developed. We are specialists in patent articles of first-class workmanship; prompt service; reasonable prices. Address No. 783, care Michigan Tradesman. 783

Wanted—Experienced man to take stock in established upholstering and furniture manufacturing plant. One who can manage a good business. Address J. C. Grannan, Burlington, Ia. 786

For Sale—New stock of dry goods and groceries, a little over one year old, will invoice about \$3,500 dry goods and \$1,000 groceries, dry goods over 75 per cent. domestics and staples; good paying business for a hustler; best and oldest location; too much other business, reason for selling. M. M. Hyman, Montpelier, O. 790

For Sale—All or part interest in new \$50,000 chair factory. Located in southern hardwoods on three trunk lines. Running on contract orders that will keep factory busy for 12 months. Experienced man with some capital needed. Address No. 803, care Michigan Tradesman. 803

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

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—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

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

Haight's perfect egg tester. A great money-saver. Price \$1.50. 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 stock. Will sell or trade for farm. Kinne Bros., Owosso, Mich. 758

For Sale—Two Russian Sharpless separators, one boiler and engine. One steam milk tester. Will sell cheap. Adam Kolbe, R. D. 2, Lorain, Ohio. 808

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 ¼ cost. Hagaman & Sharp, Grant, Mich. 776

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—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—Restaurant and ice cream plant, both doing good business; good reason for selling. Address C. & S., Charlotte, Mich. 734

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—Best flouring mill in Shawnee 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—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 Rent—Dry goods and grocery stores; old-established trade, 9,300 feet floor space; best corner in town of 5,000; receipts \$115,000 to \$125,000; vacant Aug. 1. A. D. Smith, Morris, Ill. 807

For Sale—First-class drug stock. Stock and fixtures inventory about \$3,000. Rent and insurance cheap. Ill health cause for selling. H. S. Phillips, Crystal, Mich. 797

For Sale—Modern canning plant at Ganges, Mich. Eight miles north of South Haven. Fully equipped for fruit and tomatoes. New machinery and buildings, original cost, \$11,000, price \$5,500, half cash. Full particulars on request. E. H. Guertin, 26 State St., Chicago, Ill. 798

An exceptional location is offered for establishing a department store. For particulars enquire of George Lutz, Jamestown, N. D. 799

An ideal farm of 922 acres in Chehalis county; all good land for stock, grain and dairying; prices and terms on application; with or without stock and tools; will sell all or part. I have other lands. J. E. Calder, Montesano, Wash. 800

For Sale—A clothing store in the capital city of Nebraska; business increasing each year; no finer location in the city; good reason for selling. No trade wanted. No commission will be paid. Address B. L. Paine, Lincoln, Neb. 801

For Sale—Hearse and embalming outfit. Cheap. Address No. 750, care Tradesman. 750

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—Drug stock and building. Stock and fixtures, \$2,000, time on building. Sales last year, \$7,002. Address No. 621, care Tradesman. 621

For Sale—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

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

Registered pharmacist wants position. Ran my own store successfully. Will not work in unreliable store. Address No. 815, care Michigan Tradesman. Grand Rapids, Michigan. 815

Wanted—Situation by expert book-keeper, 15 years' factory accounting. Highest references. For personal interview address I. G., care Michigan Tradesman. 805

HELP WANTED.

Salesmen wanted in every state to sell the new "Neverstoop" shoe lace fastener for men, women and children's shoes. The best article of its kind upon the market. Address Neverstoop Fastener Co., P. O. Box 313, Fall River, Mass. 810

Wanted—A good retail shoe clerk, between 25 and 30 years old. Single. A clerk that is willing to show what he can do and who can sell shoes. No other need apply. Salary according to ability. Address J. F. Muffley, Kalamazoo, Mich. 806

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

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.

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.

THE RHEUMATIC GERM.

Many of those who have had it good and proper are willing to make an affidavit that the twinges of rheumatism are as bad, if not worse, than the twinges of conscience. It is set down by those experienced and qualified to speak as one of the most disagreeable and painful diseases to which human flesh is heir. The doctors do the best they can with it but unhappily that is not much in the more stubborn cases. Care and correct living beforehand is the best panacea and usually will act as a preventive. When rheumatism gets in its perfect work it puts the patient on a rack of pain and every motion seems to give the wheel an added jerk. Then it knots the knuckles, twists the muscles, leaves bunches, crooks and turns, taking out the line of beauty and as well the line of usefulness. The person who has had it could write a book on the subject and very tearful, dreadful literature it would be. This malady is general enough to rank among the leading ailments in America and precious few, if any, of the others have produced more pain and suffering.

Pretty much every one has a sure cure for rheumatism, but when applied it falls far short of success. The scientists have studied it and the rheumatic will be more or less delighted to learn that a New York doctor claims to have captured the germ, which he describes as looking like diplococci or streptococci. Surely there must be some consolation in the discovery if not in the description. As a rule when the germ is caught there is or ought to be some way of heading it off or dislodging it. It is a very wicked thing and ought to be driven from the country down a steep place and into the sea. With what joy would hundreds of thousands of people look upon the procession of all the bugs of diplococci or streptococci likeness proceeding to destruction. The Jamestown Exposition would not compare with it as a drawing card. Another alleged fact in connection with the recently reported disclosure is that rheumatism is infectious. There is a difference between diseases that are infectious and those that are contagious, but the former have dangers enough. Just how the germ may be transmitted and how its exodus from one system and its introduction into another can be prevented, the learned physician does not explain. That is something he ought to lose no time in telling. That omission will be forgiven, however, if he will quickly place before the public plainly and explicitly the procedure to be followed to exterminate the rheumatic germ. When this is done countless thousands will rise up and call the discoverer blessed but unhappily the rising up of some of them will be unavoidably delayed until this information is forthcoming.

AFTER SANTA CLAUS AGAIN.

Poor old Santa Claus is a much over-worked individual. His mythological existence is assailed every now and then by some well meaning people, but thus far he has withstood all these attacks and his ca-

pacious stomach has kept right on shaking like "a bowlful of jelly." The latest whack at him comes from the Susquehanna synod of the Lutheran church, which has adopted a resolution discouraging the Santa Claus myth, on the ground that it is "injurious to the youthful mind and subversive of Christian truth." If that synod desires to pass such a resolution it is its own affair, but the public may be permitted to express the opinion that it will not make much difference. Of course the Santa Claus yarn is only a yarn built for the purpose of adding a little to the Christmas happiness of the children, who soon enough learn the facts.

What child was ever the worse for believing in Santa Claus? What child grown to youth ever robbed a bird's nest or stoned a frog because when a little chap the Santa Claus myth was believed? What harm has it ever worked to anybody? What wrong has it done and what injury has it inflicted? If it has added a little or a whole lot to the happiness of youngsters, why take it from them? At the Sunday school Christmas tree the superintendent puts on a bear skin robe, a big mask and cotton whiskers and takes the presents from the tree and nine-tenths of the children enjoy the performance, although knowing full well that it is not St. Nick, but only the superintendent or his assistant. It adds a little sentiment, a little life and gaiety to the occasion and is at worst but a harmless deception. When there are so many other greater and more grievous sins that need assault, why pick out this and seek to legislate against it? The mythical old saint in his imaginary existence has been bringing joy and happiness on Christmas eve to millions of little children and he will keep on doing it for the children's children of the third and fourth generation.

The civilized world was sorry and shocked to see that the Russian government condemned Gen. Stoessel to death because he surrendered Port Arthur. There was nothing else left for him to do. It was only a question of time. The beleaguered fortress was doomed from the day it was surrounded by the Japanese. The only excuse for executing Stoessel is a poor one. Russia seeks to have it appear that its defeat was due, not to its military and naval inefficiency but because one of its commanders was a traitor and gave up the fight. This supposition is not borne out in any way by the facts. Stoessel made as valiant a defense at Port Arthur as any man possibly could. He surrendered only when any one would have been obliged to and had he held out a few days longer it would have been worse. The attitude of the Russian government in this matter is nothing short of infamous. Gen. Nogi, who was in command of the Japanese troops, has made a plea for Gen. Stoessel, but it is not likely to be availing. The Russians seem intent upon winning the disapproval of decent people all over the world.

It is easier to be wise than it is to be generous.

Sure Signs.

The usual group was gathered round the stove at the corner store and the talk fell on domestic discipline. "I always know when my wife is going to have the minister and his wife to tea," said Mr. Hill, gloomily. "Seems 's if I couldn't do a thing right for days beforehand. She'll speak of the way I brush my hair, and how I'm not careful enough brushing my clothes, and what poor table manners I've got, how strange and awkward I use my fork, and so on. I tell you I'm about beat out by the time she tells me they're coming that night."

"My wife takes it out in dusting and scrubbing," said Mr. Saunders, "and seems to me she's right after me with a dustpan and brush every minute and every step I take for days. I have to walk same as if there was an invalid in the house for fear my tread will leave a mark somewhere. I don't take a mite of comfort for two or three days, she's at me so. That's how I always know when she's going to have 'em."

"Over to our house, it's new recipes," said Mr. Ramsdell, and everybody looked sympathetic. "When I have eaten something I've never had before for three days running, sometimes better 'n' sometimes worse, and she questions me sharp as to which way I like it best, and which way it looks best, and whether I'd advise more or less flavoring, I always know the minister and his wife are on the way, so to speak."

"I've got another way of telling,"

said little Mr. Peters, his shrewd old face assuming an inscrutable look. "It's nothing to do with the house, nor the table, nor me, nor the children, nor dusting, nor any such works."

"Well, speak out!" said Mr. Ramsdell, impatiently. "Don't look so knowledgeable, for it's more'n I can bear."

"Well, suppose she's planning to have 'em for supper on Thursday," began Mr. Peters, with great deliberation, "on Tuesday morning about 8 o'clock she sets me to ironing while she goes and invites 'em—that's how I know!"

Tact is something like money—there are lots of people who do not seem to have as much of it as they need.

BUSINESS CHANCES.

Wanted—Experienced salesman to call on retail grocery trade, Central Western Michigan territory. Fifteen hundred and better to good man. Address No. 831, care Michigan Tradesman.

For Sale—Stock of drugs and building. Store with rooms overhead, in village of Chippewa Lake. On account of ill health, proprietor wishes to go to warmer climate this fall. Am a practitioner of medicine with good practice in connection with store. Splendid opportunity for a physician who is a pharmacist, or a pharmacist alone can do well. Must be cash deal or merchantable paper. Price \$1,500. Address Dr. A. A. Patterson, Chippewa Lake, Mich.

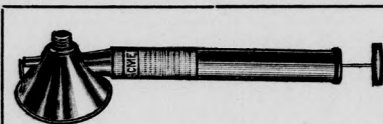
For Sale—Well located grocery in outskirts of town of 6,000; doing \$12,000 yearly; invoice about \$1,000; best reasons for selling. Address L. B. 201, Charlotte, Mich.

For Sale—Drug and grocery stock, invoicing \$4,000. Annual business \$10,000 to \$12,000. Hustling town of 800. Best of locations. Will stand closest investigation. Sickness, must get out. Address XX, care Michigan Tradesman.

Spray=Time is Here

Are you ready with good stocks of sprayers?
Have you prepared to take advantage of the widespread movement for dry-spraying?
Make sure now of a nice, quick profit on these seasonable necessities.

Here are Two Good Ones:

**The Acme Atomizer**

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

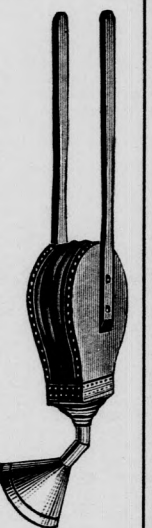
We have these goods in stock and will ship promptly. Or you can order of your jobber.

You Will Appreciate Quick Shipments Now

Also send us your late orders for corn, bean and potato planters.

The Acme Powder Gun

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



Potato Implement Co., Traverse City, Mich.

DON'T DELAY



Do You Think You Forget

Some people **forget** to **think** and **lose** a great many **dollars** every year by **forgetting** to **charge** small **items** going out of the store (say nothing about large ones.) It's a **lack** of **system** and they are paying the price but not getting the benefits.

Merchants who use the **McCaskey System** are **not losing money** in forgotten charges—It's a **no** forgetting system.

It's a **no** night work system.

It's a **no** posting system.

It's a **no** dispute system.

It's a **one** writing system.

It's a **collecting** system.

It's a system that handles credit sales as **fast** as **cash** sales.

Our **catalog** will tell you more about it.

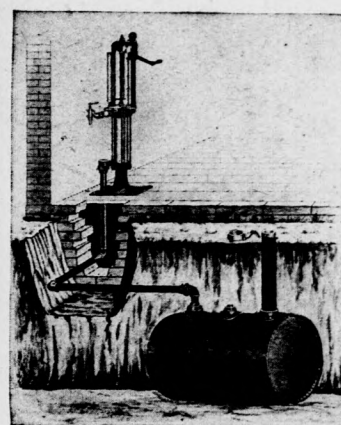
Write today.

The McCaskey Account Register Co. Alliance, Ohio

Mfrs. of the Celebrated Multiplex Duplicating Carbon Back Sales Slips; also Single Carbon and Folding Pads.

AGENCIES IN ALL PRINCIPAL CITIES

He Wanted a Perfect Gasolene Tank



Cut No. 42
Tank Buried, Pump in Store.
One of Fifty.
Good for Kerosene, too.

The other day a grocer who retails gasolene said to our sales-manager: "I want a tank for gasolene that will be absolutely safe under all conditions; one that will make it unnecessary for me to buy 25 per cent. more gasolene than I need on account of evaporation, leakage and waste; one that will allow me to handle gasolene in the store instead of out on the back lot—and still not increase my fire hazard.

I haven't much room, I haven't much time, I'm short of help, and I want a tank that will accommodate itself to these limitations. If I could get one, I'd buy one today, and be ready for the big business that the automobile season will bring."

He bought a Bowser, because we showed him that a Bowser Gasolene Outfit would do all this. Isn't that what you want? Are you interested in a proposition that will largely increase your profits? **Then send for gasolene catalog M. Do it today.**

S. F. BOWSER & CO., INC.

FORT WAYNE, IND.



However it may be with other Cocoas, you can make a fair profit in selling **LOWNEY'S**, and we promise you that we will create a larger and larger demand for **LOWNEY'S** every year by generous and forcible advertising as well as by the superior and delicious quality of our product.

In **LOWNEY'S** dealers have a guarantee against any cause for criticism by Pure Food officials.

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

Ask
For Our

Complete Catalogue

No merchant can afford to be without it. It is a safe guide to **better goods and lower prices** and consequently to **better trade and greater profits**. If you have not a copy now, ask for it—a postal card will bring it **5 and 10 Cent Goods our specialty—ask for lists.**

"Harvest" Assortment White Porcelain

(Shipped from Ohio Warehouse)

Absolutely the best goods obtainable, pure white, finely glazed and guaranteed against crazing.



The Assortment Contains:

12 dozen Fancy Teas	\$0 72	\$8 64
3 dozen Pie Plates	41	1 23
12 dozen Breakfast Plates	58	6 96
3 dozen Coupe Soups	58	1 74
6 dozen Fruit Saucers	27	1 02
1 dozen Bowls, 30s	72	72
2 dozen Oyster Bowls	72	1 44
1 dozen 7-inch Bakers	1 08	1 08
1 dozen 8-inch Bakers	1 62	1 62
2 dozen 7-inch Scallops	1 08	2 16
2 dozen 8-inch Scallops	1 62	3 24
1/2 dozen 8-inch Platters	90	45
1 dozen 10-inch Platters	1 62	1 62
1 dozen Covered Chambers	4 32	4 32
1/2 dozen Ewers and Basins, roll edge	8 64	4 32
1 dozen Jugs, 30s (creamers)	90	90

Total..... \$42 06
Package at cost.

A Big Bargain for Your Bargain Day Counter



Triple Coated Enameled Wash Basins

We have an overstock of these basins and offer them at big bargain prices. Handsomely marbled in white and lavender. They are run of the kiln and practically as good as first quality.

No. 28. Per dozen.....\$1 10
No. 30. Per dozen.....1 25

Unexcelled as trade attracters.

To Make Room

for our large and splendid line of **Holiday Goods and Toys** we are

Closing Out

our entire line of

Ribbons

Below Cost

They are all good clean stock in a large variety of popular shades.

Don't Delay Ordering

as they are going fast. Orders will be filled in the order in which they are received.

Let us Make up an Assortment

for you. Simply state how much money you wish to invest and we will make you up an assortment on which you can more than double your money.

Come in Person if Possible

"Superior" Satin Grosgrain

Best all silk goods, satin finish on one side, grosgrain on the other, 10 yards in a piece.

No.	Piece	No.	Piece
5	32c	12	68c
7	42c	16	80c
9	54c	22	96c

No. 900 All Silk Moire Taffeta

Especially suitable for neck and sash ribbons, millinery and dressmaking purposes.

No.	Piece	No.	Piece
5	29c	16	75c
7	38c	22	88c
9	48c	40	\$1.10
12	66c		

No. 850 All Silk Plain Taffeta

Guaranteed all silk, excellent quality and fine lustre.

No.	Piece	No.	Piece
5	23c	22	70c
7	30c	40	81c
9	41c	60	93c
12	48c	80	\$1 05
16	58c		

No. 302 Fancy Silk Ribbon

Very pretty pattern all silk ribbon in various popular and dainty shades.

No.	Piece	No.	Piece
5	30c	9	40c
7	30c	40	60c

Water or Lemonade Sets

Just what you need for the summer season

"Layman" Assortment

Sold by Package Only



Comprises eight 7-piece sets in four assorted fancy shapes, each shape in two distinct colors, so that every set is different. They are beautifully decorated in exceedingly rich and pretty enameled designs. Sold by barrel only at the very low price of per set..... **72c**

Retail price \$1 and \$1.25.

No charge for barrel

Send us your orders for

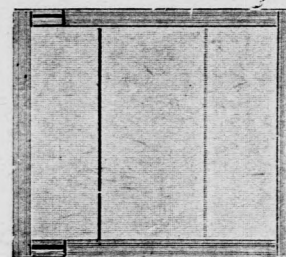
Tumbler Jelly Cups

They are regular table tumblers with caps and may be utilized for table use after using them for jelly cups.

No. 47 with neatly designed bottom and one wide and two narrow pressed bands. Full 83 size. In barrel lots of 20 dozen (no less.) **19c**
Per dozen

No charge for barrel

"Century" Window Screens



The best low priced window screens on the market. They adjust easily and smoothly and are made of basswood stained as walnut. One dozen in crate (no less sold.) Extend to 33 inches.

No. 31—16 x 20 inches. Per doz.....\$1 50
No. 35—20 x 20 inches. Per doz.....2 00

SCREEN DOORS

Common—4 inch stile, 7/8 inch thick, 1/2 dozen in crate (no less sold.)

Per dozen (any regular size)..... **\$8.50**

Fancy Selected Pine, double coat varnish, 1/2 dozen in crate (no less sold.)

Per dozen (any regular size)..... **\$12.00**

Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.
GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade
Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware
and
House-Furnishings