Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 29, 1907

Number 1236



Something's Going To Happen

Corn Flake Situation

Watch for Important Announcement in early issue of this paper.

Eavor through its Flavor

W.K. Kellogg

Toasted Corn Flake Co., Battle Creek, Mich.

ORIGINATORS of "TOASTED CORN FLAKES"

There are many imitations but ONE genuine.

Every Cake



of FLEISCHMANN'S

vellow label yeast you sell not only increases your profits, but also gives complete satisfaction to your patrons.

The Fleischmann Co.,

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DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

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Pat. March 8, 1.08, June 14, 1898, March 19, 1901.

Pure Cider Vinegar

There will be a great demand for

PURE CIDER VINEGAR

this season on account of the Pure Food law. We guarantee our vinegar to be absolutely pure, made from apples and free from all artificial coloring. Our vinegar meets the requirements of the Pure Food laws of every State in the Union.

Sold Through the Wholesale Grocery Trade

The Williams Bros. Co., Manufacturers

Picklers and Preservers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner. SNOW BOYNASHING GOOD GOODS — GOOD PROFITS.

Twenty-Fourth Year

GRAND RAPIDS, WEDNESDAY, MAY 29, 1907

Number 1236

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.

31/2 Per Cent. Paid on Certificates of Deposit

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

Credit Advices and Collections

MICHIGAN OFFICES Murray Building, Grand Rapids

Late State Food Commissioner

Advisory Counsel to manufacturers jobbers whose interests are affected by the Food Laws of any state. Correspondence invited.

2321 Majestic Building, Detroit, Mich.

YOUR DELAYED FREIGHT Easily and Quickly. We can tell you BARLOW BROS.,

Grand Rapids, Mich

THIRD RAIL SYSTEM A course in bookkeeping, shorthand and typewriting is like the third rail. It increases your speed toward the goal of success. Secure it at the



GRAND RAPIDS FIRE INSURANCE AGENCY

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SPECIAL FEATURES.

Smoker a Success. Around the State. Grand Rapids Gossip. Merchants' Week.

Merchants' Week.
Editorial.
Women Workers.
Clerks' Corner.
Free Labor.
Soda Water.
Pleasant Surroundings.
Woming or Renting.
We Like to Work.
Cranky Customers.
The Steady Worker.
Too Many Rules.
Government Funds.
Shoes.
Milk Delusions.
Butter and Eggs.

Milk Delusions.
Butter and Eggs.
Commercial Travelers.
Drugs.
Drug Price Current.
Grocery Price Current.
Special Price Current.

ABOUT MERCHANTS' WEEK.

There are few things easier to bestow than is the giving of advice. and among the various phases of this facile function there is nothing more free from effort than to advise a person to realize that under all circumstances he is just as good as some other fellow.

In spite of this fact, however, em-Majestic Building, Detroit barrassment of varying degrees is certain to come to all men, no matter how often or how well they may be ELLIOT O. GROSVENOR advised to the contrary, through differences of equipment, influence and achievement. This is true in educational circles, among politicians, bankers, clergymen, merchants, manufacturers, lawyers, doctors, writers, artisans, farmers, men of all work, stevedores, common laborers and all other men.

> The mere meeting of a man who is known to be better educated, more effective in his own personal career; the meeting of a man high in power and influence, or of a man at the head of some greater enterprise, inevitably develops in the mind and manner of another man less notable an attitude of diffidence, a sense of abashment.

It is related that once upon a time very bright and forceful young clergyman met for the first time the late Henry Ward Beecher and was painfully confused. He was well known as a man of wide travel, deep learning and ordinarily most graceful manners. But in his appreciation of Mr. Beecher's renown he was almost helpless and would have made a pitiable spectacle of himself had not the great pulpit orator, instantly recognizing the situation, stepped forward cordially and, addressing the visitor by his surname (Stmih, for example), said: "Say, Smith, I'm awfully glad to see you and you can not guess why." Of course this greeting was a sufficient tonic and the young man was at his ease immediately. Then Mr. Beecher drew his friend aside and confided to him the fact that he was almost a fanatic in his interest had nothing to his credit beyond cash. truth. in precious stones. The young man stones, but Mr. Beecher talked so en- heartedness or arrogance. Your vis- a man is apt to grate on his neighbors.

in his hand that he forgot all timid- their acceptance of your invitation, ity and was deeply interested to the last. The end of it all was that somehow or other the two engaged in a discussion upon the verdancy of the to call your traveling men in from emerald hue and so the verdancy of road during Thursday and Friday, bethe diffident man vanished. "Now, Mr. Smith," said Mr. Beecher, "that emerald is as valuable and as beautiful as this way you will be able to give a any of the precious stones, because real gems can not be qualified. They are gems every one and one is as good as another, regardless of the setting. Remember that, my boy." And the Plymouth pastor eyed the young fellow squarely, kindly and that the average small merchant is like a father. The bashful young man small only as to the volume of busiunderstood and to this day says that the lesson taught to him on that occasion was one of the most valuable he ever received.

Diffidence is usually the result of one man's estimate of himself set up do not know. in comparison with his own estimate of some other man. Usually, also, call and, as suggested by Mr. Drumboth of these valuations are incor-

This fact, together with the big ten or twelve days by every man who Grand Rapids. Next week will Merchants' Week in our city. Hundreds of retail merchants from the lesser cities and villages will be the guests of the jobbers in Grand Rapids. These visiting merchants, many of them, will meet our jobbers for the first time; they will visit our large mercantile houses for the first They will be entirely outside time. their respective bailiwicks-among strangers who are to be their hosts.

It behooves our jobbers to remember the full meaning of the term hosts. Bear in mind that hospitality means much more than a "How-dedo, glad to see you." It means the making of a guest feel comfortable, easy, at home.

It might help matters greatly if our merchants would recall their own sensations when, for the first time in their lives, they met some eminent manufacturer or merchant in the American metropolis or elsewhere in the East; recall the icy mitts received now and then mayhap and compare such experiences with the manly, gen- State, fixing the minimum length of nine and cordial treatment they received at the hands of others. "Comparisons are odorous," said Dogberry, thickness of pillows. Many people and such comparisons would fill your nostrils with the taint and stench Then which go naturally with recollections of superciliousness on the part of

Get next to your guests genuinely. knew little or nothing of precious Do not let any greeting smack of half

tertainingly about an emerald he had itors are here by your invitation, and any way you care to look at it, is an honor conferred upon you. It is not only proper, but a wise thing to do, cause such action will help to make your guests feel more at home. In more personal character to your meeting them for the first time. They are acquainted with your salesmen, and introduced to you by a man who knows both parties, it will be easier to thaw out in earnest. You will find ness he handles; that otherwise, as to all essentials of good citizenship, he is just about as large as you are. You may possibly learn, also, that there are a few things he knows which you

Keep your travelers at home and on mond last Saturday evening, call upon them to show the visitors our public library, our scientific museum, the hearted, broad minded examples of true manliness set all through his the Citizens Telephone Co., our maglife by Mr. Beecher, might well be nificently shaded streets, picturesque kept in mind all through the next vistas and beautiful homes. Let the strangers learn what Grand Rapids is engaged in merchandising goods in truly is as a city of homes, culture, refinement and other resources.

> When he was at the Erie Railroad station in Jersey City the other day a reporter asked Mark Twain what he thought of the town. The noted humorist in reply handed out this chunk of wisdom: "You can never judge an American city from a railroad station." Every traveler of experience appreciates the truth of this statement. It is only the novice that supposes a city to possess the characteristics of its chief railroad station. As a matter of fact comparatively few American cities have railroad stations in keeping with their size and importance. This is demonstrated by the constant demand for enlargements and improvements. American cities are growing faster than their railroad facilities and it will be some years, indeed, before they can be recognized as fully adequate.

The Texas Legislature has passed a bill in compliance with the request of the tall men who travel in that sheets for hotel beds. The next thing to be regulated probably will be the seem to think that any real or fancied grievance can be cured by law.

In making a thing go as far as possome tactless, foolish pinhead who sible be careful not to stretch the

The greatness that is thrust upon

SMOKER A SUCCESS.

One Hundred and Fifty Traveling Men Attend.

The first smoker held under the auspices of the Wholesale Dealers' Committee of the Grand Rapids Board of Trade, which occurred last Saturday evening, was well attended and much interest was shown in the proceedings by all concerned. The meeting was called to order by the chairman of the Committee, Frank E. Leonard, in the following words:

Leonard, in the following words:

I am genuinely pleased to have the privilege of opening this first spread given in honor of our friends and coworkers—the fraternity of traveling salesmen of Grand Rapids.

The idea of such a meeting as this originated at the last banquet of the wholesalers in the fertile brain of our friend, John Sehler.

You are invited here, in the spirit of good fellowship, to spend a social hour in a genial mood. It is not the purpose to consider great questions of finance or of trade this evening, although we are well aware that we might go further and learn less, but we leave such questions for personal might go further and learn less, but we leave such questions for personal talks over our desks. It is to be an hour of hearty good cheer, and in this spirit I extend to you, one and all, a cordial welcome in the name of the Wholesale Dealers' Committee of the Grand Rapids Board of Trade.

You will be entertained by oratory, by story and by song, and he who can tell the best story or sing the jolliest song will be voted the best fellow.

fellow. You fellow.
You are the right arm of the wholesalers, and as such you are often in mind. Indeed, I suppose there is nothing which receives more attention and study from us than the sales account of our travelers—for I would not in this meeting suggest the expense account, to which, as you are aware, none of us pay any attention. I take it that the first desire of are aware, none of the first desire of your hearts, as of our own, is to increase sales. In this, at least, we have a common interest and co-operation, therefore, is the keynote. Consequently, with this one aim in view, is it not desirable that we consider these questions for a moment?

desirable that we consider these questions for a moment?

How shall we increase sales, develop resources and conquer new territory? How may Grand Rapids be made a more beautiful, better and greater Grand Rapids? For we shall all share in the growth, prosperity and good name of our city, and thus is suggested to each one of us the thought, What can I do for Grand Rapids?

May not this meeting help to an-

May not this meeting help to answer this question, as well as give all a royal good time?

all a royal good time?

Turning now to the memorandum programme handed me, I would explain that this meeting is virtually in charge of one of our sub-committees, of which Mr. Sehler is chairman. I suppose he is, partially at least, responsible for the list of names I find here, but his own is strangely missing. I think, however, that we would like to hear from him. I will generously give him a part of my own time in order that he may develop more carefully the thought that is in our minds: What can I do for Grand Rapids?

Mr. Sehler: Briefly, the plan of the

to every person present. Honored by known and appreciated by all. Mr.

Mr. Stowe spoke as follows:

Rapids Board of Trade.

Mr. Stowe spoke as follows:

In behalf of the Grand Rapids Board of Trade it affords me great pleasure to meet and greet so large a representation of the traveling men who are upholding the name and fame of Grand Rapids as a jobbing and manufacturing center. Most of you are personally known to me through my close and cordial relations with the jobbing trade and traveling men of this market during the past twenty-four years. My acquaintance and experience with traveling men lead me to believe that there is no moral or political force on earth more irresistible than the combined efforts of the traveling fraternity. They can make and unmake governors, congressmen and public officials generally, and I am glad to bear witness to the fact that in most cases their efforts are in the right direction.

Next to the relations of the traveling man to his family and his house should be his relations to his—home town and the organization which represents the best thought and stands for the most progressive effort of his community. Of course this description applies to the Grand Rapids Board of Trade, which is composed of over a thousand of the leading citizens of Grand Rapids—men who make up the banking, manufacturing, mercantile and professional life of the city.

The Board of Trade, like the traveling men, occasionally makes mistales.

The Board of Trade, like the traveling men, occasionally makes mistakes. It is sometimes swayed by selfishness and diverted from its by selfishness and diverted from its proper course by sinister motives which are skillfully and adroitly presented by men who seek to subordinate the public weal to their personal or professional interests. Instances of this kind are not of frequent occurrence, but when they do happen they should receive the condemnation of right-thinking men. Arguing along the same lines, when the Board takes advanced ground on any subject and stands firmly for a cause which is just to all and in the interwhich is just to all and in the interest of the masses it should have the cordial support and co-operation of every citizen, the traveling man included.

cluded.

Without the traveling men there would be no Board of Trade, because there would be no banks, no manufacturing institutions and no jobbing establishments. They are the pioneers of trade and the advance guards of prosperity. Wherever they go the freight train follows. Without them the cars would rust on the tracks and the ships would rot at the wharves. So much for the obligation we are under to the traveling men. the traveling men.

missing. I think, however, that we would like to hear from him. I will generously give him a part of my own time in order that he may develop more carefully the thought that is in our minds: What can I do for Grand Rapids?

Mr. Sehler: Briefly, the plan of the Committee to get out a classified directory of everything Grand Rapids has to sell. When a traveling man becomes aware that one of his customers wants a thing not on his own list he will consult the book, find where the article can be secured—and tell his customer. It is a great scheme and all it needs is a little cooperation.

Mr. Leonard: Among those with us this evening, we have a gentleman whom we all love to hear and who really needs no introduction to this audience, as I think he is known

the enembers, he has been elected to the office of President of the Board of Trade, where his devotion to the work of upbuilding, enlarging and developing our field of action is known and appreciated by all. Mr. Stowe will respond for the Grand Rapids Board of Trade.

Mr. Stowe spoke as follows:

Wholesale Dealers' Committee, this strong feeling of loyalty to home interests and abiding faith in the stability and integrity of the market can be further stimulated and encouraged, I shall feel that the traveling men of Grand Rapids are richly entitled to the reputation they have long enjoyed as the most representative, most consistent and most progressive class of men in our cosmopolitan citizenship.

favored this evening in having the privilege of listening to those whose talents are appreciated outside the narrow circle in which we commonly move, and who have been called to give of their time and thought to larger fields of action. Among these we have Mr. Lee M. Hutchins, one of the directors of the National Credit Men's Association of the United States, a post requiring unusual ability, speech and thorough understandof business conditions. Mr ing Hutchins will speak on the Result of Persistence.

Mr. Hutchins spoke substantially as follows:

as follows:

There is a flavor about such gatherings as this one which generates renewed interest and an increase of energy in behalf of the city we live in, and that means added force and determination in the promotion of our individual concerns. I am fond of Grand Rapids and have faith in her business men, coming as I did from a larger city, where the business community was copper bottomed, drift bolted and double distilled in its bigoted aloofness toward all men and interests not already members of their inner circle. inner circle.

inner circle.

It has been my invariably good fortune since locating in Grand Rapids to meet with generous and hearty treatment at the hands of all your men of business. They have always shown a spirit of local loyalty and pride in the affairs of the city as a whole, and with that practice ever in evidence, with the confidence and ability they have and still are showing, it is not strange that Grand Rapids has won a distinct position as one of the most important jobbing centers in the country. The event we are now observing spells large a continuation of the harmony, energy and persistence which have already won a superiority of such a character.

Speaking of persistence reminds me

Wholesale Dealers' Committee, this strong feeling of loyalty to home interests and abiding faith in the stability and integrity of the market can be further stimulated and encouraged, I shall feel that the traveling men of Grand Rapids are richly entitled to the reputation they have long enjoyed as the most representative, most consistent and most progressive class of men in our cosmopolitan citizenship.

Mr. Leonard: We are certainly be catalogued as persistence. There favored this evening in having the be catalogued as persistence. There are a right way and a wrong to stick

to a given course.
Your successful traveling salesman is always persistent and never ob-stinate. He has an ultimate result, that is fair alike to himself and his that is fair alike to himself and his customer, set up as a goal, and adjusting himself, his goods and his skill to the attainment of that goal he meets and overcomes all obstacles without becoming a bore or a cad. At no time does he make himself or his business obnoxious. Contrary, he is invariably courteous, considerate, patient, entertaining and square. Thus the time comes ultimately when he wins his game.

the time comes ultimately when he wins his game.

I have two friends who sell shoes and have sold them for competing houses for many years. One of them had a customer in a town and the other one did not have that customer. Often these two men arrived together at this town. They were fast friends. The one who had the customer would make his call and receive his order and then he would go about his business to give his friend a chance to call. And that friend called on the merchant he did not have as a customer every time he visited the town. Twice a month this salesman visited this merchant during a period of fourteen years without ever taking an order from him. He called thus regularly because he had a legitimate object in view and because he had faith in his final triumph. He was a welcome visitor because he brought the latest news, the best story that was wholesome and funny; because he showed a knowledge of and interest in the affairs of the merchant's own town; because, in brief, he was a gentleman always and persistent. It is that kind of a manmy friend is now selling goods to the friend he visited merely as a friend for fourteen years—who wins success.

And that suggests the thought of cess.

in the country. The event we are now observing spells large a continuation of the harmony, energy and persistence which have already won a superiority of such a character.

Speaking of persistence reminds me that that characteristic is the topic upon which I am expected to address you. And so, also, I am reminded specified in the country of the suggests the thought of competition. There is enough business for every man who goes after it right. That means the use of patience, of fairness to himself, his customer and his competitors. There is not the slightest kind of doubt as to the essentials requisite for the win-

CHAS. W. GARFIELD, President

FRANK S. COLEMAN, Cashier



All Accommodations Given to Merchants' Accounts

Only Bank on North Side Monroe Street

Come in when in the City. You will be welcome.

ning of success. We all know what ning of success. We all know what they are, but do we have the correct estimate as to what constitutes success? We say that So-and-So has been a success or that some other man has made a failure. How do we know? Who shall say what may be another's man's conception as to his own success? Every man instantly recognizes his own success. He alone knows because his victory is formulated, worked for and won or lost in his own heart. It is not always a victory when a man bases results upon purely material basis. There are other considerations—a man's family, a man's responsibilities to the comother considerations—a man's family, a man's responsibilities to the community in which he lives, a man's own conception as to how he can best fulfill all obligations. Success is purely a matter of individual judgment. Each man must create his own standard, and he alone is able to pronounce the final verdict.

Mr. Leonard: We will now hear from a representative of the frater.

from a representative of the fraternity ever since they put water in the river-a man who reflects credit on himself and his house in every walk of life. I refer to Lloyd M. Mills, of the Hazeltine & Perkins Drug Co.

Mr. Mills spoke as follows:

Although I had but a few hours' notice that I had been honored with a speaking part in this meeting, which, I trust, will prove most fruitful in future possibilities between the proprietors and representatives of such an important factor in the prosperity and described to the properity and describ proprietors and representatives of such an important factor in the prosperity and development of the "Queen City of the Grand," I will not at this time, as I never have in the past, hesitate to improve every opportunity of "boosting" the beauties and benefits of the jobbing and manufacturing houses of Grand Rapids. An intimate personal acquaintance during the past 27 years with the thousand salesmen representing our city instifers. thousand salesmen representing our city justifies me in stating that I am no exception in this respect, as a more loyal, home cherishing body of men it has never been my pleasure to meet. Everyone of us, in season and out of season, day or night, is preaching the doctrine of "Success in business depends upon buying your goods right, and that means in Grand Rapids." But my text is, what can traveling men do? Not what we have done—rather a prospective or prom-

more loyal, home cherishing body of lawe a very clear more laws never been my pleasure men it has never been my pleasure men it is an every been my pleasure in the more cannot be a support of the committee of t

to go to our city and inspect our holiday line said, "My wife so ad-mires Detroit that I have to go there mires Detroit that I have to go there every summer to buy my holiday goods as my expenses are paid." The lady just then entering the store I began extolling the "City of Homes" and the many beauty spots therein, and followed up with my pack of picture cards. She confessed she had no idea Grand Rapids contained so much natural and architectural beauty, and the result was a promise to ty, and the result was a promise to come to our city this summer instead of going to Detroit. In this connection I am reminded of an incident occurring in a Jackson hotel a few weeks since: Several mercantile

ties that make his words ever worthy of our attention. Of no one could this statement be more true than of Mr. John Snitseler, manager of one of the principal dry goods concerns of Michigan and noted for clear thinking and far-sightedness. What he says on Co-operation you may take home with you—you've got something.

I believe in both operation and co-operation. I tell our travelers that we want them to operate. Operation is what is expected of them, and if after they have operated for the house they represent they feel like co-operating in behalf of some other interest, all right. They must operate first and co-operate next. And that is what I believe the Board of Trade expects of us. Operate for our selves first and for Grand Rapids after the statement be more true than of want them to operate. Operation is what is expected of them, and if after they have operated for the house they represent they feel like co-operations, and co-operate of the principal dry goods concerns of the princi thing.

Mr. Snitseler spoke as follows:

When I was told that I would be expected to talk on Co-operation I recognized it as a hackneyed topic, and then felt foolish because I didn't have a very clear idea as to the meaning of the word. Of course I realized that a pair of steers yoked together for the first time and hitched

or party. A man's first duty is to his family, then his country and then his business. Incidentally, in performing these duties he performs his duty toward the city in which he lives. A

ward the city in which he lives. A good business man and good citizen devotes his best ability to his own business so long as necessary. Then, perhaps, he contributes toward the advancement of some other business. This is human nature. Call it selfishness if you will, it is what is required of every man who expects to succeed in business; it is what is required of every traveling salesman who wins success. It is a pretty topic to tell about, is co-operation, because there is much more opportunity to co-operate in all departments of human endeavor than is generally appreciated. No man can be occurring in a Jackson hotel a few weeks since: Several mercantile missionaries were sitting in the lobby one evening, when representatives of Detroit and Grand Rapids houses were very earnestly advancing the merits of their particular cities and the demerits of others. Said the Detroit man, "Look at our beautiful river, so broad and deep." "Yes," said the Valley City man, "yours is broader and deeper than ours, but ours is a blanked sight longer."

Mr. Leonard: In the front rank of the jobbing business of any city must be the dry goods line, and it follows as a sequence that a man prominent in that department of trade has qualities that make his words ever worthy of our attention. Of no one could

expects of us. Operate for ourselves first and for Grand Rapids afterward. In this view of the case I feel sure this function will result in great good to our own respective interests as well as to our city in general eral

Mr. Leonard: In the field of "doing for others" we have a shining example with us to-night in a gentle-

bers of Grand Rapids have felt the bers of Grand Rapids have ten ac-necessity of becoming better ac-quainted with the traveling salesmen representing the Grand Rapids houses, knowing full well that such an acquaintance and friendship would be equally beneficial to both. Howbe equally beneficial to both. How-ever, it devolved upon our friend Sehler and his committee to work out the details and make that which had seemed to be a sort of dream in the minds of most of us a living real-

This, I believe, is the beginning of a closer and better relation between the travelers and wholesalers of our city. This meeting to-night is only preliminary and will be a mere side show in comparison to what is liable to happen later on.

Much has been said to-night about

the co-operative spirit in business these days and we are told that this is an age of co-operation. This is no more co-operative than This age previous age. It is because we have come to recognize it more. In other words, it has been forced upon us, words, it has been forced upon us, due entirely to the law of evolution that is constantly going on around us. "It is a wise man who recognizes the peculiar conditions of his age and adapts himself to them, rather than to hang back and criticise them."

No longer than four years ago it would have been impossible to have interested the jobbers of Grand Rapids to any extent in such a meeting

ids to any extent in such a meeting as this to-night, to say nothing about our Merchants' Week of one year ago, followed later by a trade extension excursion. Let me remind ago, followed late tension excursion. tension excursion. Let me remind you, traveling men, that we, the wholesalers, are growing some, and with the many schemes and plans brought out at the various wholesale dealers' meetings which I have had the privilege of attending, I sometimes wonder where it will end. There will be no end until Grand Rapids by its enterprise and broad liberal poles. its enterprise and broad, liberal policies has become one of the strongest jobbing points in the Middle West.

How will this be accomplished? y getting together just as we are By getting together just as we are doing here to-night, putting up a solid front that will not only enable us to hold on to what we have already acquired, but to continually reach out for more. It is ours. All we have to do is to go after it.

Now, just a word regarding the Merchants' Week banquet. Some one of the old philosophers has wisely said that there are but two ways

ly said that there are but two ways of acquiring knowledge: one, by observation, the other, by experience. The committee which had in charge the Merchants' Week banquet last (Continued on page six)

Administrator's Sale

The undersigned, special Administrator of the estate of Horace G. Mann, deceased, late of Mt. Morris, Genesee county, Michigan, under the direction of the Probate Court for said county, hereby offers for sale the entire stock of merchandise, dry goods, groceries, boots and shoes, clothing, hats, caps, and stock furniture and fixtures, belonging to the estate of said deceased, in bulk and as a whole.

Said stock being situated in the store for-merly occupied by deceased, in said village of Mt. Morris, and being stock all purchased within the last two years.

It is fresh and up-to-date, new and very de-It is fresh and up-to-date, new and very desirable. The undersigned, who owns the store, will rent upon reasonable terms to any responsible purchaser if desired. The stock and fixtures inventory about \$12,000. The store, stock and inventory will be open for inspection to prospective bidders June 5th and 6th, 1907. Sealed bids will be received by the undersigned for the same to be accompanied. undersigned for the same, to be accompanied by the deposit of \$100 with each bid up to and including June 7th next. All bids subject to approval or rejection by the Judge of Probate of said Genesee county on or after June 8th.

This is an opportunity of a lifetime to engage in business in good live town with big trade already established.

C. H. MANN, Special Administrator,

Flint, Michigan,



Movements of Merchants

Shepard-M. H. Tiffany has opened a new grocery store.

Colon-F. B. Buys is succeeded in the hardware business by Buys Bros. Port Huron-A new jewelry store

has been opened by Langtry & Kerr. Dowagiac-Geo. D. Jones has sold property. his stock of groceries to Joseph Kib-

Parkville-O. E. Huff is succeeded in the grocery business by A. L. Ul-

Traverse City-W. J. Weese has sold his grocery stock to T. J.

Cadillac-The hardware firm of by E. J. Morgan, James H. Murray arator in which Mr. Graham is in-

Vermontville-H. H. Kirk has retired from the grocery and meat business and is succeeded by R. I. Ben-

Oxford-A. McLaughlin, of Capac, has purchased the shoe stock of I. Straughn and will continue the business.

C. W. Slade, general merchandise, Sylvester: We could not get along without the Tradesman. We enjoy it every week.

Port Huron-Langtry & Kerr have opened a jewelry store. Mr. Langtry has been connected with R. S. & J. D. Patterson.

Shelby-Hoffman Bros. are ceeded in the drug business by C. E. Bechtel, formerly engaged in the drug business at Six Lakes.

Six Lakes-C. E. Bechtel has resold his drug stock to W. A. Wood and removed to Shelby, where he has purchased the drug stock of Hoffman

St. Johns-Alexander W. Morrison, for the past thirty-three years engaged in the notion business at this place, will sell his stock and retire from

Shelby--F. E. Lewellyn has nounced his intentions of erecting a large elevator and bean storage house and is having plans drawn for their construction.

Hubbardston-H. B. Slocum has taken a partner in his milling business in the person of J. J. Burke and the business will be continued under the name of H. B. Slocum & Co.

Holland-John Arnt, Wm. Young and Jacob Eberhardt, of Benton Harbor, have opened a fruit store here and will conduct the business under the style of the Holland Fruit Co.

Shepherd-W. L. Dibble is succeeded in the coal and ice business by M. E. Walker, the bean dealer. Mr. Dibble will continue in the hay business with H. D. Bent for a time.

Mancelona-W. O. Brown & Co. are succeeded in the harness business by I. W. Mathewson and his two sons, who will conduct the business under the style of the Mathewson Harness Co.

Kingston-The Kingston Grain Co. grain, farm produce and coal, with an authorized capital stock of \$12,000, exceed that of last year.

all of which has been subscribed and paid in in cash.

Benton Harbor-M. A. Price, of the M. A. Price Cigar Co., has purchased the entire equipment of the La Compania Domingue cigar factory at Tampa, Florida, and moved the same to his factory.

Northville-A corporation has been formed under the style of the Stimpson Specialty Co. to deal in merchandise, with an authorized capital stock of \$9,200, all of which has been subscribed, \$1,900 being paid in in

Turner-F. A. Dunham has merged his elevator business into a stock company under the style of F. A Dunham & Co., with an authorized capital stock of \$10,000, of which amount \$6,600 has been subscribed and paid in in cash.

Benton Harbor - Trustee James Pound has sold the dry goods stock of J. O. Van Horn to W. A. Dunlap, who will remove the stock to another location. The store thus vacated will be occupied by Enders & Moore with stock of dry goods.

Boyne City-Joseph Tuttle has withdrawn from the firm of Lewis & Tuttle, commission merchants, and has become interested in the grocery business with Tony Joselyn. The commission business will be continued by Wm. J. Lewis.

Buckley-Chas. Johnson and G. A. Brigham have formed a copartnership under the style of the Chas Johnson Drug Co. and engaged in the drug business at this place. They purchased the drug stock of W. M. Boylan, at Grawn, and moved it to this place.

Cadillac-The hardware firm of Morgan & Murray has been dissolved and the business will be continued by E. J. Morgan, James H. Murray has allied himself with T. R. Graham and is traveling in the northern part of the State, introducing a separator in which Mr. Graham is in-

Calumet-John and James Clark. who have hitherto conducted their general merchandise business under the name of Clark Bros., have merged their business into a stock company under the style of the Clark Mercantile Co., with an authorized capital stock of \$10,000, of which amount \$5,020 is subscribed, \$2,687.59 being paid in in cash.

Oxford-C. M. Harris, who recently sold his jewelry stock to R. Rogers, has now sold his two brick stores and his stock of novelty goods to a Detroit real estate firm, which, it is understood, has resold it to a Kalamazoo man. Mr. Harris intends to enter the insurance business, but will remain in the store until the new owner decides whether he will continue the business or close out the stock.

Manufacturing Matters.

Ann Arbor-The Michigan Elm Hoop Co. is removing to this place.

Traverse City-The Traverse City Manufacturing Co. has increased its capital stock from \$30,000 to \$100,000.

Sturgeon River-The sawmill of the O'Callaghan Lumber Co. is in comhas been incorporated to handle hay, mission for the season's run. It is expected that the cut will greatly

Detroit-The capital stock of the Lake Superior Iron and Chemical Co. has been increased from \$3,000 to \$7,500,000.

Gladstone-The Buckeye shingle mill will soon begin operations with a total capacity of 120,000 a day, besides much miscellaneous cedar.

Saginaw-The Saginaw Manufacturing Co., which puts out wood split pulleys, washboards, etc., is erecting substantial addition to its factory.

Detroit-The Colonial Motor Car Co. has been incorporated to conduct an automobile garage, with an authorized capital stock of \$20,000, of which amount \$17,000 has been subscribed, \$6,800 being paid in in cash.

Detroit-The Gilchrist-Fordney Co. has been incorporated to engage in the lumbering business. The company has an authorized capital stock of \$1,200,000, all of which has been subscribed and \$120,000 paid in in cash.

Gladwin-The Gladwin Creamery Co. has been incorporated to manufacture butter, cheese, cider and vinegar and to can fruits and vegetables. The company has an authorized capital stock of \$2,600, all of which is subscribed and paid in in cash.

Greenville-A corporation has been formed under the style of the Inter-State Watch Co. to conduct a manufacturing business, with an authorized capital stock of \$6,000, of which amount \$3,000 has been subscribed, \$1,500 being paid in in cash.

Rexton-Grimore & Son have taken a contract to put in a large number of logs near this place for Bay City parties. It is calculated that it will take four years to get out all the timber. The logs will be rafted to Bay City to be manufactured.

Romeo-A corporation has been formed under the style of the Romeo Foundry Co. to manufacture machinery and castings. The company has an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed, \$1,000 being paid in in cash.

Berrien Springs-John B. Dumont has placed an order for roller process machinery to be installed in his store building. He will use electric power as soon as the same is available. George Whitman will be in charge of the mechanical part of the business.

Detroit-The business of the Great Lakes Boat Works has been merged into a stock company under the style of the Great Lakes Boat Co. company now has an authorized capital stock of \$5,000, of which amount \$2,500 has been subscribed and paid in in property.

Mt. Clemens-A corporation has been formed under the style of the Mer-cu-tine Chemical Co. to manufacture a mercurial inunction. The company has an authorized capital stock of \$10,000, of which amount \$6,000 has in cash and \$5,000 in property.

Kingsley-Case & Crotser have recently acquired 957 acres of hardwood timber in Matchwood township, Ontonagon county, the consideration being \$8,000. As they own other tracts in the same district they will shortly erect a mill and begin opera-

Millersburg-E. M. Lewis handled 5,000,000 feet of lumber last year and has started in to manufacture and sell 7,000,000 feet the present year. He is also operating cedar and bark camps. The bark peeling business will be on in full force the fore part of June and will employ a large number of

Cass City-The Sterling Lumber & Cedar Co.'s shingle mill, which was set up to cut out the shingle timber in the last bunch of pine in the Cass River region, is being dismantled and will be moved to the Upper Peninsula, where the company bought timber and a sawmill plant last October.

Ontonagon-The Ontonagon Lumber & Cedar Co.'s mill is ready to go into commission, but work will not begin until it is considered safe to begin sorting logs. This is being delayed because of the high water in the river. There is a big stock of logs on hand and the mill will be kept busy until next fall.

Detroit-The American Overall Co. has filed articles of association. Its capital stock is \$10,000, of which \$6,500 is subscribed and paid in, \$6,000 in cash and \$500 in other property. Stock is held as follows: J. S. Loewenberg, 300; R. I. Loewenberg, 100; M. Schorr, 100; Robert Platler, Sherman, 100; S. Scherr, 50.

Pellston - Chas. Bogardus has merged his business into a stock company to manufacture hardwood lumber and conduct a mercantile business under the style of the Bogardus Land & Lumber Co. company has an authorized capital stock of \$250,000, all of which has been subscribed and paid in in property.

Detroit-A corporation has been formed under the style of the Kerr Machinery & Supply Co., which will manufacture machinery, implements and store and office equipment. The company has an authorized capital stock of \$20,000, of which amount \$10,000 has been subscribed, \$2,639.45 being paid in in cash and \$5,360.55 in property.

Bay City-The Detroit & Charlevoix railroad, known as the "Ward road," having been constructed some years ago by the late David Ward from Frederic on the Mackinac division of the Michigan Central to South Arm, eleven miles from Charlevoix, has been bought by the Michigan Central Railway. The line was constructed for a logging road, but it was built substantially and of the best material and can carry all the traffic crowded upon it. It is expected it will be extended through to Charlevoix. The big Deward saw mill plant is located twelve miles from Frederic on this line. The road traverses the largest timber belt in the State and it will let a vast quantibeen subscribed, \$1,000 being paid in ty of timber products into Bay City. The mill at Deward is cutting nearly 50,000,000 feet annually. This lumber comes through Bay City, and there will be an immense quantity of mixed timber handled by the road which will come to Saginaw River. Already 20,000,000 feet annually are railed to the Kern Manufacturing Co., at this place.



The Produce Market

Asparagus-90c per doz. bunches. Butter-The demand has been very good during the past week, and while the receipts have increased considerably the demand has increased proportionately and the price is unchanged. The future price depends upon the weather. The season is two or three weeks late and the weather in the producing sections has been cold. There will probably be no further decline until warmer weather becomes settled, Under grades are moving out as fast as they come in. Creamery is held at 23c for No. 1 and 24c for extras. Dairy grades command 19c for No. 1 and 15c for

at 20c. Cabbage-Charleston commands \$3 per crate and California fetches \$3.75 per crate.

packing stock. Renovated is steady

Celery-85c for California Cocoanuts-\$4 per bag of 90. Cucumbers-\$1 per doz. for hot

Eggs-The market is about unchanged. There is still a good speculative demand as well as a good consumptive demand, and no radical change is looked for until we have settled seasonable weather. Eggs are still being stored. Local dealers pay 14c for case count and find no difficulty in getting 15c for candled.

Green Onions-17c for Silver Skins and 121/2c for Evergreens.

Green Peas-\$2 per bu. Honey-16@17c per tb. for white clover and 12@14c for dark.

Lemons - Californias command Messinas range about \$4.50@4.75. 25c per box below Californias. Lemons are slow sellers, owing to the weather. There are very few coming from California. All the Mediterraneans are of good quality and plenti-

Lettuce-121/2c per tb. for hot house.

New Beets-65c per doz. New Carrots-65c per doz.

Onions-Louisiana in 65 tb. sacks command \$2: Texas Bermudas fetch \$2.25 per crate for either white or yellow.

Oranges-California Navels command \$2.50@3.50 for extra large stock and \$4@4.50 for the more desirable sizes. Mediterranean Sweets range about 25c per box less.

Parsley-35c per doz. bunches.

Pieplant-\$1 per 40 fb. box of hot house.

Pineapples-Cubans command \$3.75 for 36s, \$4 for 30s and \$4.25 for 24s.

pay IIc for live hens and I4c for Julia Sinclair, Grand Rapids 500.00

dressed: 12c for live chickens and An inventory of the stock is now 15c for dressed; 12c for live ducks being taken.

and 14c for dressed: 12c for live turkeys and 16@20c for dressed.

Veal—Dealers pay 5@6c for poor and thin; 61/2@71/2c for fair to good; 8@81/2c for good white kidney from 90 fbs. up. Receipts are moderate.

Radishes—Long and round each fetch 25c per doz. bunch.

Spinach-90c per bu. for Illinois.

Strawberries-The business thus far has been very unsatisfactory. berries have for the most part been poor in quality and there has been little profit in handling them. berries now coming are shipped from Illinois and show little improvement in quality. The price ranges around \$2.50@3 for 24 qts.

Tomatoes-\$3.75 per 6 basket crate. Wax Beans - Floridas command \$2.75 per 3/3 bu. box.

Failure of Freeman & VanLiew at Cadillac.

Freeman & Van Liew, grocers at Cadillac, have uttered a bill of sale conveying their stock, fixtures and book accounts to F. O. Gaffney, trustee, for thirty-six creditors, whose claims aggregate \$3,126.27. The list of creditors and the amount owing each are as follows: Butler Bros., Chicago\$ 22.82

| ı | W. F. McLaughlin, Chicago | 27.60 |
|---|---|--------|
| ı | Straub Bros. & Amiotte, Traverse | |
| ١ | City | 4.58 |
| ı | Globe Tobacco Co., Detroit | 16.20 |
| ı | National Biscuit Co., Grand Rapids | 20.27 |
| Ĭ | Money Weight Scale Co. Chicago | 60.00 |
| ı | Morris & Co., Chicago | 34.90 |
| ı | Morris & Co., Chicago | |
| ı | Minn | 14.2 |
| ı | Hancock Bros., Frankfort | 12.50 |
| ì | Baird Produce Co. Cadillac | 19.57 |
| ı | Worden Grocer Co., Grand Rapids | 73.54 |
| ı | Darrah Milling Co., Big Rapids | 53.20 |
| ı | Saginaw Beef Co., Saginaw | 216.29 |
| ı | Worden Grocer Co., Grand Rapids Darrah Milling Co., Big Rapids Saginaw Beef Co., Saginaw Judson Grocer Co., Grand Rapids | 326.23 |
| ı | J. H. Bell & Co., Chicago | 45.60 |
| | Armour & Co., Chicago | 34.9 |
| ĺ | Holland Rusk Co., Holland | 4.5 |
| ı | Orr & Locket Co., Chicago J. H. Prout & Co., Howard City Vinkemulder Co., Grand Rapids | 23.9 |
| 1 | J. H. Prout & Co., Howard City | 19.0 |
| Ì | Vinkemulder Co., Grand Rapids | 61.9 |
| | Musselman Grocer Co., Traverse | |
| ı | M. L. Freeman, wages, Cadillac | 620.4 |
| | M. L. Freeman, wages, Cadillac | 446.8 |
| | J. H. Platt, Cadillac | 40.0 |
| | Toledo Scale Co., Toledo News & Express, Cadillac | 16.5 |
| | Mrs. Andrew Olsen, Caliddac | 23.7 |
| | D. Dybold Codillos | 16.6 |
| | R. Rybold, Cadillac | 136.5 |
| | Huber Perister Co. Buffelo | 30.0 |
| | Cornwall Beef Co., Saginaw Huber Register Co., Buffalo Stanton & Co., Notes, Detroit Geo. Geiger, Check, Mynnings | 311.0 |
| | Geo Geiger Check Mynnings | 110.0 |
| | Gowans & Sons, Buffalo | 15.0 |
| | Schust Baking Co., | 6.8 |
| | Cadillac Gas Co., Cadillac | 4.2 |
| | Rindge, Kalmbach, Logie & Co., | |
| | Rindge, Kalmbach, Logie & Co., Grand Rapids | 253.3 |
| | John A. Gustafson, Cadillac | 2.5 |
| | The stock inventories about \$ | T 500 |
| | The stock inventories about q | 1,500 |

Failure of Honora O'Hara.

The outstanding book accounts ag-

gregate \$2,000.

Honora O'Hara, who has conducted a retail shoe business at the corner of Canal street and Crescent avenue for nearly a quarter of a century, has uttered a trust mortgage on her stock to Peter Doran, trustee, to secure fifteen creditors, whose claims aggregate \$5,408.21, as follows:

Batchelder & Lincoln Co., Boston \$1,437.66
Hosmer-Codding Co., Boston.... 40.25
Farnsworth, Hoyt & Co., Boston
Luddy & Currier, Boston 33.00
Lynn Comfort Shoe Co., Lynn, Lynn Comfort Snoe Co., Lynn,
Mass.

A. G. Walton Shoe Co., Lynn, The quality is good.

Plants—65c per box of 200 for cither cabbage or tomato.

Potatoes—70@75c per bu for home grown; \$1.40 for new Triumphs from Texas.

Poultry—Receipts are much more liberal, in consequence of which prices have receded. Local dealers pay LIC for live hens and L4c for selections.

Mass.

Mass.

Mass.

Shorchard & Co., Lynn, Mass.

Stringe, Mass.

The Grocery Market.

active, there would doubtless be a proves is quite likely.

Coffee-The Brazilian syndicate controls the options for the near to come, and dealers in actual coffee are also moving very cautiously. The enormous available supply is a menace to the market and frightens all legitimate buyers. Low grades of Rio and Santos are rather in superabundance, while high grades are scarce. This is explained by the fact that the syndicate has done the most of its buying from among the better grades. Java and Mocha are steady at unchanged prices and the demand is good. Mild coffees are very steady and have not been affected by the Brazilian situation.

Tea-There is a fair trade doing, but it is only for actual wants, and does not show the usual volume for the current month. No change can be quoted in prices, the entire line being steady on the basis which has to do in the near future. ruled for several weeks.

Canned Goods-The prices that have been announced on California asparagus are as much as \$1 a dozen higher than those of last year on the more popular grades, and are proportionately higher on the others, but are in line with general expectations based upon the heavy reduction made in the crop by the Sacramento River floods at the end of March. Increased enquiry for both spot and future tomatoes was a prominent feature of the market. The demand was strongest for spot goods, for which offerings of desirable quality and good condition were light, particularly in unlabeled stock. There is a continued demand for spot corn, but comparatively little business results, as the buyers are reluctant to meet the higher views of holders. Spot peas are almost unobtainable, while the demand for them is active owing to the prospect of delayed deliveries out of the new pack because of the backward Buyers who have made liberal purchases of California asparagus subject to approval of packers when made are still anxiously awaiting the announcement of opening figures by the packers, only one of them, as before noted, having as yet issued quotations. A considerable business has been done in spring packed spinach during the past few days, as a result of the prospect of a short pack and higher prices.

Dried Fruits-Apricots have about retired from the scene. Spot fruit is nearly exhausted and the future situation is exceedingly strong. It is ifornia will not exceed fifty cars, as against a normal crop of 800 cars. Last year's output consisted of seventy-five to 100 cars. Currants are unchanged and in good demand. Seeded raisins are moving quietly at unchanged prices. Loose raisins are Future sales of raisins for early ship- taken at a valuation of that amount.

ment have been heavy, at the ruling Sugar-If the weather were hot prices. This is because the markets and the fruit and ice cream season have been and will be bare of spot stock. Apples are firm and in fair demand for refined sugar sufficiently demand. Spot prunes are quiet. Some large to advance the market. As it holders, however, are asking an adis, refined shows no change for the vance of 1/4c over last week, but no week, though a further advance of sales have been made at the advance 10 points as soon as the demand im- as yet. Futures opened very strong, the average basis price being 31/2c for fruit and 33/4c for Northern Santa Claras. The business in fumonths, but the public have refused ture prunes has been very light, except for Oregons, which have sold well, largely because they opened comparatively low-lower, in fact, than California prunes. Peaches are quiet in first hands, although jobbers report a good demand. The coast outlook is strong.

> Cheese-The market for both old and new cheese is very firm. Old are getting scarce and firm, and stocks are greatly reduced everywhere. New cheese is now coming regularly forward and shows fair quality for the season. There will naturally be still further improvement as the season advances and the make increases. The consumptive demand is absorbing the receipts at the present time, but there will likely come a decline as soon as the make increases, which it is likely

> Syrup and Molasses-The recent advance in corn has caused an advance both in glucose and compound syrup during the past week. Glucose has moved up to points and compound syrup Ic per gallon. These are Trust advances; some of the independent syrup men will make no advance until their present stock is exhausted. The demand for compound syrup is slow. Sugar syrup is selling fairly at unchanged prices. Molasses is moving slowly at unchanged prices.

> Provisions-Pure and compound lard are firm at last week's advance, and if there is any further change it will likely be upward again. Barrel pork and canned meats show increased demand at unchanged prices. Dried beef is also more active at ruling prices.

> Fish-Cod, hake and haddock are steady and dull. Domestic sardines are firm but quiet so far as spot goods are concerned. Quite a business has been done in future sardines. Imported sardines are unchanged and Salmon is steady and in light demand. It is reported now that future prices may not be made as soon as was expected. There is very little business doing in the fish line. Perhaps the mackerel market shows some slight improvement, but it is not sufficient to affect prices. The general mackerel situation is wholly unchanged.

Detroit-The Union Paper & Twine Co. of Michigan, succeeding the Union Paper & Twine Co. of Detroit, expected that this year's crop for Cal- has filed articles of association with the county clerk. The capital stock is \$150,000, divided into 1,500 shares of \$100 each. Of the total amount of stock, \$100,000 is subscribed and \$85,-000 paid in, none in cash, the stock in trade of the Union Paper & Twine Co., which had headquarters very scarce and the demand is small. at 46 to 50 Larned street west, being

SMOKER A SUCCESS

(Concluded from page three) year certainly did gain some knowledge and we hope to profit thereby this year. We realize fully that we have a big proposition on our hands, as the present indications are that we will have in the neighborhood of eight hundred in attendance at the banquet. You traveling salesmen banquet. You traveling sale can be of great assistance to can be of great assistance to the committee by impressing upon your customers who are liable to attend the importance of sending in their acceptances for the banquet promptly. Last year, as you will remember, we prepared for 350 and had something like 650. The eleventh hour crowd were very much in evidence. It is not necessary to ask you to be around and give the glad hand—I am sure you will do that. You know the customer, as a rule, feels better acquainted with the traveling salesman than he does with the head of the house. So, you see, much of

of the house. So, you see, much of the success of the banquet depends upon your hearty co-operation along this line.

John Cummins, of the Judson Gro-

cer Co., spoke as follows:

My esteemed friend, Mr. sprung something on me this after-noon which took me completely by surprise when he asked me to say a few words at this meeting to-night. Mr. Blake knows that in talking along my own particular line I am usually there with the goods, but as to making a speech or giving a public talk he certainly does not know me at all or he would not have passed this hon-or to me. You will notice I say honor he would not have passed this honor to me. You will notice I say honor and well may I use the term, as I certainly consider it not only an honor but a privilege to have this opportunity of saying a word for the advancement of our beloved city, and if there is anything that needs pushing just put it up to the traveling men, as I don't believe this city can produce a more loyal lot of men in any profession or calling than the men who carry the grip, and I will venture to say if the Board of Trade imposes any duty within reason upon them they will perform that duty without flinching. In my opinion, there is no set of men any better equipped to advertise our city than the salesmen who travel from here, as they come in daily contact with as they come in daily contact with the class of people in all lines of trade whom, I believe, Mr. Chairman, it is your object to interest and di-rect toward Grand Rapids for their ies. As a general rule, they to their homes and fam houses and factories and their city at large and will be to the Board of Trade if that body sees fit to call on them in any way.

at times do the other fellow

The most successful men on the The most successful men on the road have been those who were unselfish enough to look after every interest of their customers, even to the extent of recommending a competitor in their same line of business, when their house could not fill the order. I have known ultimate good to result from this action and it will create confidence which is not easily shaken.

The commercial traveler of to-day is and must be a man of intelligence

and superior qualities.

The traveling salesman comes in direct contact with most of his cusdirect contact with most of his customers. He must know them socially, as well as in a business way. His personality counts for much. He is a part of the goods he sells and he must keep himself, as well as his goods, in fine condition.

The conscientious salesman who has the best interest of this city at heart are respected.

has the best interest of this city at heart can promote, to a large extent, a feeling throughout his territory that Grand Rapids is on the map and will be known in future years as one of the largest jobbing and manufacturing centers in the country, as now it is known for the superior quality of furniture it produces.

If we go at it with a will centle,

will, gentle-indifference If we go at it with a will, If we go at it with a will, gentle-men, guarding against indifference, remembering that nothing can be gained by taking hold of an oppor-tunity with the tips of our fingers, and if we talk Grand Rapids first, last and all the time, I believe the result we are now striving for will be accomplished.

David Drummond, of the Brown &

David Drummond, of the Brown & Sehler Co., spoke as follows:

Just how it happened that the Committee having this occasion in charge should assign the making of a speech to me I do not know and can not guess. I do know this, however, and I know it hard: They displayed execrable judgment. And yet, out of the very high regard in which I hold the members of the Committee and in the hope of at least minimizing the misfortune they have inflicted upon you by choosing myself as a public speaker, I shall make an effort, my maiden effort, at speech making. My topic is: "What Can the Traveling Salesman Do for the Board of Trade?"

In my judgment one of the best

Trade if that body sees fit to call on them in any way.

John Korstange, of the A. F. Burch Co., spoke as follows:
I am sure this committee is very much pleased to see so large a representation of the traveling salesmen and jobbers here to-night.
It is convincing that every one is interested in this movement and in the plans as formulated by the previous speakers, and it brings together them en upon whom the jobbers of this city are largely dependent for their outside business, and allows them to become acquainted with each other, which result I believe could not be obtained in any other way.
The great drawback in the past-twhich, however, in the future will be almost entirely eliminated—is that few salesmen know who are jobbers or manufacturers and what they sell outside their own particular line.
We are possibly acquainted with what the older firms are selling, but the new houses most of us know onthing about, and unless we do get together and advertise them, the result which the subcommittee is looking for will not be realized.
For instance, within the last few months I have met men on the road who stated they were traveling for last stated in the aboring man is taking Two forces of men are at the taboring the laboring men is taking Two for the Board of Trade!?

In my judgment one of the best things we can do for ourselves and for the Board of Trade it or eadjust that has come to be looked upon as the traveling salesmen's method of entertaining their out-of-town customers when they come to the city. The beautiful that popular opinion on this subject is correct. In the tarveling salesmen treat their visiting for the Board of Trade!"

The big 170 horse pow do contret. The big 170 horse pow do the salesmen the popular opinion on this subject is correct. In the value is that all own the salesmen treat their visiting for the distinct of the future will be almost entirely eliminated—is that few salesmen we should show the calculation. The beautiful and the laboring man factory and foundry. The laboring is that lab

friend's house a night or two ago just to say "howdy" and found him engaged in studying a book on psychology, called "The Psychology of Advertising." It was rather deep for me, but one chapter he showed I thought I could understand, as it was full of pictures, and among others was one showing two horizontal lines on the page. He asked which of these two lines was the longer. It was perfectly simple, any of you would have said the same, as the difference was quite apparent, so I answered, "The upper one is a half inch the longer." He applied a rule, and the two lines were exactly the same length. It was an optical illusion, of course. Now, it was up to us some time ago to find a chairman for our Merchants' Week Committee, and out of many good fellows at our command we selected this very gentleman of whom I have spoken, Mr. Merritt, and we all thought he was the equal of any one for this place. But, like the picture he showed me, it was an optical illusion. I don't think one of the wholesalers will object when I say that in producing our booklet advertising Merchants' Week, of which we are mailing 10,000 to merchants around us, he has shown himself not a half inch but head and shoulders above us all in advertising ability, and has exhibited that rare combination of qualities-genius and energy.

Mr. Merritt addressed the meeting at some length in his usually entertaining manner.

Entering on New Era of Prosperity.

St. Johns, May 28-The residents of this place believe that this city is entering on a period of prosperity that will exceed anything in the history of the town. Factory buildings, long unoccupied, are being rebuilt, increased activity is in progress at the concerns which have been in operation, and a general awakening in favor of the laboring men is taking place.

Two forces of men are at work on the construction of the new Chapman factory and foundry. The foundation walls of the foundry are already laid and are made of stone and

The big 170 horse power engine for the Michigan Wagon Co.'s plant is now in position. The old corrugated steel building, formerly occupied by the spring works, has been turned halfway around and will be

The St. Johns Manufacturing Co. is doing an unusually large amount of business and orders are being turned out in large numbers each day.

Factories Consolidate.

Battle Creek, May 28—The Knee-land Manufacturing Co., of Lansing, has consolidated with the Anderson Foundry & Machine Co. here and will take possession of its plant for the manufacture of marine and gas engines. The Anderson plant is new

this or that house, which, to my knowledge, did only a local business and did not go outside to get it.

This fact I am sure confronts all of us and this idea of getting out a booklet giving the names of the various concerns and what they sell is excellent, in my opinion. It is a step in the right direction and great benefit will be derived from it.

Every salesman should feel he can at times do the other fellow some

I heard an old lady say to-day that she never in all her life beheld such a backward spring as we are enduring this year, but that she used to hear her mother say that the coldest spring remembered by people of her age was that of the year 1816-almost a hundred years ago!

A trim all arranged with diaphanous dress goods has little attraction for the Fair Sex because, if made up, there would be absolutely no chance to wear the same on the street now, and it doesn't seem as if the chance would ever come.

"It's an ill wind that blows nobody any good," however, and, many of the women have left off their shoes with winter-length tops and taken to Oxfords, the spat business has picked up to a considerable extent. I still hear some of the feminines referring to these little comforts as "leggins" or "leggings." They are not the same article at all and should be designated by their proper name. This isn't quite to be compared with the unknowledge of a maid who was asked by her mistress to bring the latter's spats and an explanation had to be gone through with before the servant knew what the lady was talking about.

Spats are made in all the staple colors, besides the usual black and white. I know one girl who bought a Delineator pattern, fussed with it until every curve fitted her shapely ankles and now she is seen with spats to match each street dress in material. She is extremely handy with sewing and fashions them all herself, and very trim and stylish she looks in them. She thereby cheats the shoe dealer and the department store man, to be sure, but she isn't losing any sleep on that account.

Until it gets warmer the man should see to it that every window trim has more than a hint in it regarding these dressy little accessories, for der Herr Schneider solemnly promises us weather in the sweet bye and bye wherein no Saint Crispin can work off his spats on the buying public.

How many times has it been reiterated that a merchant should arrange his windows coincident with his advertisements, and yet how few apparently give it a thought. Also, whenever a booklet is broadcasted there should be reference to it in the display window. It takes a mighty interesting pamphlet nowadays not to find a bed in the waste basket along with dozens of its fellows. Here is a description of one I ran across

Largest Exclusive Furniture Store in the World

When you're in town be sure and call. Illustrations and prices upon application.

Klingman's Sample Furniture Co. Grand Rapids, Mich. Ionia, Fountain and Division Sts. Opposite Morton House

that must receive a different fate:

"The laudable ambition to give clothing advertising literature the highest possible literary and artistic quality, without much regard for expense, is strikingly brought out in a booklet prepared by F. J. Ross, with the Frank Presbrey Company, for the Brokaws, of New York. While other concerns may be content with the stodgy, stiff and stilted fashion plates so common in illustrations for style books; only the artistic pictorial effect of the high-class magazine illustrator will satisfy the house of Brokaw Brothers. The illustrations reproduced are from their spring booklet. It consists of four pages and cover. The only illustrations are the two shown here, which face the inside pages. They are photogravures on Japanese vellum, and the only printed text in the book appears on the inside of the back cover. The drawings were executed by Sydney Adamson, the well-known illustrator, and are classy enough to be eligible for use in any literary magazine. The garments depicted are but incidental features of the pictures and all else has been subordinated to the pictorial effect, so that no one would for a moment suspect them of being clothing illustrations. There is no questioning this effectiveness, for is what all advertisers seek to obtain in their style plates-to so interest the recipient that he will forget the effort to advertise and be impressed with the refinement and quality of the art of the proposition and then feel inclined to buy clothing of a house which makes so fine an appeal to good taste.'

The two illustrations referred to are reproduced by the class magazine from which the above is quoted.

In each of them are a young man and a pretty girl. One is a gay restaurant scene with fashionably-dressed people seated at dainty little tables. The young fellow in the foreground is just greeting a young lady at one of the stands. His manners are polished and the meeting is evidently a pleasure to both.

The other picture represents a cozy vineclad porch, with rugs, hammock, willow chairs and a 5 o'clock tea table at one side. A handsome young man sits in one of the chairs near the table, while a summer girl reclines in the hammock. A large Japanese parasol arranged behind the hammock shades her pretty face.

The two illustrations, as the trade magazine states, would never be taken as having anything to do with an advertisement.

Will Make Box Lumber.

Calumet, May 28-A new concern in the Upper Peninsula, the Woodworth Land & Lumber Co., at the head of which is James Woodworth, of Sandusky, Ohio, has started the erection of a large mill for the manufacture of box lumber, etc., at the Neebish, on St. Mary's River, near the Soo. The plant will have a daily capacity of 50,000 feet of lumber, and the company's present holdings are sufficient to keep it in continual operation for ten years. It will go into commission August 1.

MERCHANTS' WEEK.

How To Avail Yourself of This Event.

Gratified beyond measure by the many cordial and most generous expressions of satisfaction and approval received from those merchants who were our guests during the Merchants' Week festivities last year, the wholesalers and manufacturers of Grand Rapids extend to every merchant in Michigan and Northern Indiana an invitation to become our honored guests on the occasion of our second annual Merchants' Week receptions and entertainments Wednesday, Thursday and Friday, June 5, 6 and 7.

An automobile ride will be given about the city on Thursday at o'clock, starting from the Board of Trade rooms on Pearl street.

On your arrival in our city you will be furnished with tickets entitling you to free transportation on the street cars to and from Reed's Lake on Friday afternoon, June 7, and to all the entertainments there, including Ramona theater at 3:30, Toboggan or Figure Eight, Palace of Mirth, Ye Olde Mill, Circle Swing, Razzle Dazzle, Trip on World's Fair Electric Launches, Steamboat Ride, etc., ending with an elaborate banquet at the Lakeside Club at 6 o'clock in the evening.

Eminent after dinner speakers will trip will be stamped thereon. give addresses at the banquet and we can promise you one of the most enjoyable affairs of the kind you have ever attended.

It is absolutely necessary that the Committee know at the earliest possible moment how many are coming to the banquet, and tickets for that event will be furnished only to those who apply by mail in advance signifying their intention to attend that particular function.

Please bear in mind that no banquet tickets will be issued after the first day of June, and if you do not get your request for a ticket in before that time it will be too late, as the Lakeside Club will not permit us to change the number of plates ordered after that date.

All other tickets will be issued to you on your arrival in this city and you do not need to ask for them in advance, but if you wish to attend the banquet you must apply for your ticket before June 1.

Don't forget or overlook this. We want to treat everybody right and so we ask your help. Make up your mind about the banquet just as soon as you can and write to the Secretary of the Grand Rapids Board of Trade at the earliest possible moment if you want a ticket. We want you to come.

Fares will be rebated to merchants according to the amounts of their purchases as per our Perpetual Half Fare Excursion Plan.

From all points where the regular fare to Grand Rapids is not less than 75 cents the following named railroads have granted an excursion rate for persons attending Merchants' Week, June 5, 6 and 7, at Grand Rapids:

Ann Arbor, Detroit & Mackinaw, Grand Rapids & Indiana, Grand

Southern, Manistee & Grand Rapids, Manistee & Northeastern, Michigan the ticket to Grand Rapids. Central, Pere Marquette and Pontiac, Oxford & Northern.

To obtain the reduced rate the following conditions are required:

I. Purchase your ticket on either June 5, 6 or 7, paying full fare Grand Rapids, and procure from the local agent who sells you the ticket a regular printed certificate that you have paid said full fare.

2. Take the train the same day you purchase your ticket.

3. If you can not buy a through ticket to Grand Rapids at your home town, buy a ticket to the nearest railway junction where you can get the through ticket: and under no circumstances must you fail to ask for and obtain a certificate for each purchase-for the ticket bought to the nearest junction and for the through ticket bought at the junction. Be sure and get your certificate at both

4. Immediately upon your arrival Grand Rapids come to the office of the Board of Trade and deposit there your certificate, registering your name and address and specifying to the clerk the day upon which you expect to return to your home.

5. Your certificate will there be signed by the Secretary and the date on which you are to make the return lots of people don't like pie.

6. Call for your certificate at the Board of Trade offices on the day you are to return home. Present the same when you ask the ticket agent at Grand Rapids for a ticket home and the royal pathway to success.

Trunk, Lake Shore & Michigan he will sell you your return trip ticket at one-third the rate you paid for

Tickets will be good to return up to and including Monday, June 10.

The railroad companies will not refund fare or issue a return ticket at reduced fare if you fail to obtain certificate as above explained.

Merchants' Week Committee.

Will Manufacture Cement Shingles.

Pontiac, May 28-The Twentieth Century Tile Roofing Co. has been organized at Rochester for the purpose of manufacturing a cement shingle machine, the invention of G. L. Saterlee, of Rochester. The cement shingles are made impervious to water and the manufacturers claim they are lighter than slate or tile and no more expensive than ordinary cedar shingles.

Pontiac After Another One.

Pontiac, May 28-The Board of Trade has stirred up another industry which will shortly land in this city. The concern asks the city to procure a building which they may lease with the privilege of applying the rent on the purchase of the property. This will be offered them next

A doting mother may claim that her children are as good as pie, but

The picture of many a thirty-cent man reposes in a thirty-dollar gilt frame

Each man has to blaze for himself

Take a Holiday

Come to Grand Rapids

COME AND SEE YOUR FRIENDS

Make our store your headquarters—use our telephone and writing paper. Have your friends meet you here.

Worden Grocer Co.

Corner Island and Ottawa Sts.



DEVOTED TO THE BEST INTERESTS OF BUSINESS MEN.

Published Weekly by TRADESMAN COMPANY

Grand Rapids, Mich.

Subscription Price Two dollars per year, payable in ad-

vance.
Canadian subscriptions, \$3.04 per year in advance.
No subscription accepted unless ac-

in advance.

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

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

Sample copies, 5 cents each.

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor. Wednesday, May 29, 1907

CALAMITY HOWLERS.

The calamity howlers among the railroad managers have apparently concluded to quit. They tried to persuade the public that the course pursued by President Roosevelt and his administration in enforcing the laws regulating railroad conditions was calculated to cause wide-spread disaster to vested interests and ultimately create general business depression. Nothing of the kind has come to pass. The reports of the leading railroads show that their earnings are now as Dominion Parliament. It is recomlarge and in many cases larger than ever before. The New York Central's earnings, for instance, during Bay to Montreal. It is proposed that April were over a million dollars it shall go via the French River, more than during the same month Lake Nipissing and Ottawa River. If last year.

From all parts of the country come statements that industries of every sort are active and that there is no basis for any pessimistic views. The object of the clamor raised by the railroad magnates was to divert the Government from its purpose. The uproar failed to make any impression and now that it is subsiding the righteousness of the President's policy becomes only the more clearly evident. If there is any trouble or any lessening of progress it will be largely due to those agents and officers of the corporations who have talked about it so much as to have created an impression of disaster which may for a time have a bad influence. They may have frightened somebody, but the scare is not likely to be permanent. The calamity howler is never popular.

THE VACATION SEASON.

One of the most prodigious workers of the age is Thomas A. Edison, the man who has made so many important additions to the uses of electricity. He loves his work, and often when three and one-half cents a bushel. deep in his investigations he goes many hours without sleep. Indeed, Canadians are awakening in enterit is his belief that the majority of prise and energy. They are doing people devote too much time to more business and doing it better, sleep, and that six or seven hours of looking all the while to increase their rest is all that is needed by those in facilities. Freight when it can will good health. The amount of sleep go by the shortest and the cheapest in his opinion is largely a matter of route, and water transportation is alhabit, and can be regulated as other ways attractive. American business habits are. But Mr. Edison does not men ought to be and doubtless are think it is well to work incessantly. very much interested in this Georgian Every individual should have occa- Bay canal enterprise.

sional periods of recreation, he says. Change is what he recommends as should go to the country and country folks should go to the city. Fresh air and fresh scenes are wonderfully invigorating in their effects.

These views expressed by Mr. Edison are not novel or original with him, but his record as a worker makes them worthy of consideration. The vacation season is at hand, and everybody should contrive to get some respite from their accustomed land, North Central and Middle Atpursuits. The people of Michigan have at their very doors many of the most attractive summer resorts to be found anywhere. With but slight expense they can reach the Great Lakes. and dozens of other regions which offer recreation in every variety desired. Indications are that all the resorts will have a prosperous season. as the people are prosperous and nave money to spend for summer outings. A good vacation should appeal to all classes as a good investment. It is easier and cheaper to preserve one's health than to recover it when once it has become impaired.

THE GEORGIAN BAY CANAL.

Reference was made the other day in the news columns to the work of what is known as the Georgian Bay Canal Commission in Canada, which is soon to submit a report to the mended that an inland waterway, 21 feet deep, be made from Georgian this work is taken up and completed then the distance from Sault Ste. Marie to New York will be about half as great as by way of Lake Erie, the barge canal and the Hudson River. This Canadian Commission estimates that the cost of this great undertaking will be about \$105,000,000, and it submits plans on that basis. barge canal, about which there has been so much discussion, has already an appropriation of \$101,000,-000, but there are many in the State who say this sum will be nowhere near sufficient to complete the enterprise.

Americans will do well to take an anxious look at this Georgian Bay canal scheme. It aims to make Duluth, Chicago and various other lake harbors practically ocean ports. It would be entirely possible for a boat drawing 21 feet of water to go from Duluth to Liverpool. This would obviate the necessity and the expense of breaking bulk. From the Northwest wheat and iron would be largely transported over this route. It is said that the cost of getting wheat to tide water would be reduced by at least

There are ample evidences that the

LEATHER INDUSTRIES.

An interesting bulletin has just being the essential thing. City folks been published by the Bureau of the Census presenting statistics relating to the manufacture of boots and shoes, leather and leather gloves and mittens. William M. Steuart, Chief Statistician for Manufactures, supervised the preparation of the bulletin, which contains many figures of great interest to the general public. The boot and shoe manufacture is practically confined to the New Englantic States. Massachusetts has held first rank since the statistics of boot and shoe manufacture were first taken, but the next State in the list is New York. Missouri has risen from seventh place to fourth and Ohio reports more capital and greater value of products than in 1900. That the industry is urban in character is shown by the figures: There are sixty cities, each having products valued at over a million dollars, which produced about four-fifths of the total value. In 1905 there were 1,316 es tablishments engaged in the boot and shoe industry, with 149,924 wage earners whose wages amounted \$69,059,680. In the five-year period since the twelfth census capital and value of products increased more than gain in wage earners. This was due principally to the increased use of machinery and in a measure to the large increase in the use of cut stock made by factories devoted exclusively to that kind of work. There has been an increase in the value of every kind of boots and shoes and at the same time a reduction in the number of establishments manufacturing each kind.

> In 1905 leather gloves and mittens were made in 339 establishments, whose total capital was over \$10,000,-These factories employed 10,-645 wage earners, who were paid in wages nearly \$4,000,000. These figures represent increases over 1900 of 18.9 per cent. in capital and decreases of 24.9 per cent. in wage earners and 7.5 per cent. in wages. There is a decrease in the number of establishments, due to consolidation of some of the smaller plants and the discontinuance of others. The falling off in wage earners and wages is attributed in part to the protracted contest between capital and labor in Fulton county, New York. About half the value of products of the leather glove and mitten industry come from that section. There has also been an increased tendency to have work done by contract. The labor troubles in Fulton county are deemed responsible in part also for the insignificance of the percentage of increase shown in the total value of products. It is interesting to note the total number of gloves, mittens and gauntlets manufactured in the United States. In 1900 the number was 2,895,661 dozen pairs, which increased to 3,370,146 dozen pairs, or 16.4 per cent. in 1905. The increase in value, however, was only 6.8 per cent. This is probably accounted for by the larger use of horse and cow hides, materials which deerskin and sheepskin for rough ucts the leading States were New of other nations,

York, Wisconsin, Illinois and California. The output of Wisconsin increased in the five-year period 300 per cent., while that of Illinois, New York and California decreased, respectively, 31.1 per cent., 8.4 per cent. and I.I per cent. The manufacture of leather gloves and mittens in this country was first undertaken in Fulton county and that locality still maintains its pre-eminence, producing in 1905, in 145 establishments, 48.3 per cent. of the total value of products. Gloversville alone, with eighty-six establishments, produced 29.9 per cent. of the total value of products for the United States. The total value of imported gloves of kid and leather for 1905 was over four and a half millions. These figures show the importance of the leather industry in this country and its increasing growth every year.

GOOD TIMES TO CONTINUE.

From Washington comes word that all departments of the National Government are agreed that the good times the country now enjoys are not likely to be interrupted. The officers at the head of these departments are represented as being zealous in their efforts to do everything that may be done through Government instrumentality to continue the prevailing prosperity. There have been some disturbances in the stock market of late, but the bulls and bears of Wall street no longer succeed in creating the idea that their operations are to be accepted as the true barometer of the country's financial status. The stock market to-day is more largely than usual in the hands of speculators. Investors are keeping out. The public has lost much of its former confidence in the corporation magnates and their methods and is not inclined to follow blindly in the ways they would have them.

President Roosevelt has been blamed in certain circles for pursuing a policy that has brought suspicion upon the management of many public service corporations, though it is not disputed that the facts brought to light have warranted his action in many cases. In the speech which he is to deliver on Memorial Day it is expected that the President will make his attitude toward the railroads so clear as to remove any apprehension that he intends to destroy them or to affect their real value as property. In the President's opinion, according to his confidants, adequate control and regulation of the railroads is the only thing that will avert governmental ownership, the agitation for which is stimulated by existing and well recognized evils.

Factors in the continuance of good times which can not be affected by governmental or other influence are the crops. The spring has been backward and a shortage in the wheat crop is pretty certain to occur. Other crops, however, are likely to be abundant, and altogether the prospects for the harvest are encouraging. The American farmers have are cheaper or more durable than never yet failed to produce enough to supply the needs of the Nation, and gloves. In the value of these prod- to furnish large quotas for the needs

COPY AFTER GLASGOW.

for the improvement of Grand River as a navigable stream, with this qualification: That only \$50,000 can be expended during the present year and \$50,000 next year.

And thus far our navigable river enterprise, as to its maintenance and further development, is cared for. We have a two year limit in which to square our shoulders, catch our second wind and go after further aid from the General Government.

In contemplating this situation there are a few absolute essentials which can be evaded no longer by the business men and taxpayers of Grand Rapids.

Thus far the General Government has appropriated \$325,000 for the improvement of Grand River and a few of our citizens have shown their appreciation of governmental liberality by investing \$50,000 in building, equipping and operating two steamboats over the river route. And this operation of boats, still maintained, has demonstrated clearly the fact that a large and constantly increasing freight and passenger business, originating in Grand Rapids, can be developed.

All of this, however, is merely a beginning, a toegrip on the first step leading up to what the business men of Grand Rapids ought to do themselves in order to merit further f vor at the hands of the General Government, and must do if they hope to utilize at its full value the great commercial and industrial possibility which lies undeveloped at the city's threshold.

The present metropolis of Scotland, with close to a million population, is one of the most important seaports in the world and its Clydebuilt steamships are known to every port on the globe. And yet when Glasgow was a city of 100,000 people it was situated in regard to water transportation very much as Grand Rapids is at present conditioned. Located about thirty-five miles from deep water, it was possible to ford the Clyde afoot at points ten, eleven, twelve and fourteen miles below Glasgow, while farther down stream the maximum depth of water was five feet. To-day from the Firth of Clyde to Glasgow Bridgethe head of navigation and the heart of the city-deepest draft ocean tides.

The first effort to deepen the Clyde was made in 1566, when the city of Glasgow had a population of only 3,000, and these inhabitants labored several weeks, as a matter of public spirit, living in temporary huts on the banks of the river. Crude although the effort was, it was a fine example of co-operation based upon civic pride. In May, 1740, when Glasgow had about 25,000 population, the city council "agree that a tryal be made this season of deepening the river below the Broomielaw and remit to the magistrates to cause to do the same, and go the length of £100 sterling of charges thereupon, and quired to make the round trip. to cause build a flatt-bottomed boat to carry off the sand and chingle from the banks."

Continuously from 1740 the convic-There is now available the sum of tion seems to have grown stronger year after year in the minds of the magistrates that the progress and prosperity of the city depended very much on the improvement of the river. Municipal appropriations, privately created funds and individual contributions to the project were annually bestowed and expended. From 1807 to 1835 the Clyde was widened from an average of 330 feet to an average width of 530 feet. The greatest width-1,000 feet-was at Dumbarton Castle, and the least width was at the mouth of the harbor of Glasgow, just below the mouth of the River Kelvin, where it empties into the Clyde.

> The improvement of the Clyde has been during the past 137 years in charge of what is known as the Clyde Trust, an organization which has general government representatives, county representatives, municipal representatives and private citizens in its membership and, including parliamentary loans, municipal loans, private subscriptions and earnings, a total of \$34,000,000, was expended on the enterprise from 1770 to 1875. Up to and including 1905 that total had been increased to \$40,-000,000, or an average of a little over \$296,000 annually for 135 years.

> When it is considered that the work done during the first century of this splendid example of Scotch loyalty, persistence and pride was executed with inadequate machinery and according to crude methods compared with machinery and resources of to-day, the achievement has been a splendid one and the magnificent results not only to the city of Glasgow but to all Great Britain justify the long continued struggle and expense.

The maximum low water depth of the River Clyde in 1758 was 81/2 feet and the minimum or low tide depth was 2 feet. In 1871 the minimum low tide depth was 20 feet and 22 feet was the maximum. To-day the Clyde never shows less than 30 feet depth of water at Glasgow.

These figures as to the widening and deepening of the Clyde tell but little in the abstract of the tremendous engineering problems, the removal and disposal of a rocky river bed, the carrying on of operations at high tides, low tides and neap tides and the building of docks, etc. steamships go and come with the However, when one realizes the following facts the change becomes more nearly comprehensive:

The first steamboat to navigate the Clyde was built by John Wood, ship builder, and engineered by Iohn Robertson in 811 for Henry Bell. Her dimensions were 40 foot keel, 12 foot beam, draught 4 feet and her engines developed four horse power. She was christened the Comet and was equipped to carry forty passengers. Her first trip was made January 18, 1812, and she was built for the route between Glasgow, Greenock and Helensburg, on the north shore of the Firth of Clyde, a distance of twenty-six miles, two days being re-

Compare the foregoing with the facts that an average of 225 steamships, among them the largest ships

afloat, are built annually on the Clyde came by carbolic acid at 8 o'clock at present and that Clyde-built ships having Glasgow as their "port of hail" are known the world over.

Grand Rapids may never become a second Glasgow, with its million population, but it may preserve its even increase it an hundred fold, by imitating the citizens of the Scottish metropolis, who contributed more than half of the \$40,000,000 required to make their city one of the greatest ocean ports in the world.

Government surveys show a difference of less than five feet between the level of the river at Grand Rapids and the level of the lake at Grand Haven. There is no geological, geographical or mathematical problem to overcome, as at Glasgow, in making of Grand River a slack water canal from our city to the Lake. It is solely a problem of expense and River from Grand Rapids to Bass River, a distance of twenty-two miles. From that point to Grand Haven it blement. is already a slack water canal, so far as deep water navigation is concerned, and wide enough to accommodate large craft.

The General Government will not, according to present indications, make any further important appropriations toward giving us a 10 or 12 foot channel to the Lake until the business interests of Grand Rapids show an inclination to contribute their just share of the cost of the improvement. It is said at Washington, "If Grand Rapids is so anxious to become a lake port, let her municipality and her business interests prove their faith by joining hands with the General Government. There is no doubt as to the feasibility of the project, and beyond all question it would be, completed, worth to the city much more than it will cost."

These things should be considered by the people of Grand Rapids, and the campaign, which would probably require fifteen or twenty years to win the triumph possible, should begin immediately.

The matter of greatest sensational interest in the State of Iowa just now is a suicide club, whose memgood families and more than ordinary suicides already. In each case death and profitable industry.

in the morning. Widely separated cities and villages are represented in these tragedies. The suicides for the most part are graduates either of the State University or the State Normal School. Detectives have discovered present importance perpetually, and the existence of an organization, but have not learned the names of the living members. There are very many who assert emphatically that suicide is the expression and result of insanity. It is not a statement very far from the fact to say that anybody who would join a suicide club must be crazy in the first place, or else have a very weak and wabbly mind. A person in fear of punishment for some heinous offense, a person borne down by great grief, might easily be in such a state of mind that common sense would be too weak to prevail against unreason, but those who kill themselves because time to widen and deepen Grand of imaginary evils may properly be regarded as suffering at the time from very considerable mental enfee-

> Abraham Gordon, of New York, a wealthy manufacturer of dress goods, has devised a new and what appears to be a very commendable scheme of charity. He has placed in the hands of the Town Treasurer of Milford, Mass., and other gentlemen in that city, several checks for \$25 each, which are to be given to worthy girls of the poorer classes who have little or no money in their possession when they start out in the world as brides. This sum is to be given to the first poor girl who wishes to marry. More contributions will follow from Gordon, who hopes other rich men will follow his initiative and make similar gifts. Gordon says he was extremely poor when he married, and at that time \$25 would have looked mighty big to him.

Colorado farmers are extensive growers of melons, for which the soil in the valleys of that State is well adapted. Recent experiments show that an excellent grade of cider can be made from the juice of the watermelon, and that a very palatable butter can be manufactured from the meat of the cantaloupe. Arrangements are being made to put a quantity of Colorado melon cider and butbers are well to do young ladies of ter on the market. If the goods meet with the favor expected melon groweducation. There have been several ing will speedily become an extensive

WHERE THE WIND, WATER AND WEATHER GET IN THEIR WORK

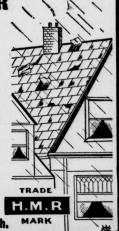
The roof is the first place the elements attack a building-sun, rain and wind bring rust, rot and decay to wood and metal roofs.

H. M. R. Roofing-the Granite Coated Kind-resists all these destroying agents.

The dealer who sells it is building up a big business for the future. Every roll sold sells many others.

Proof and prices will get you in line. Write today.

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



WOMEN WORKERS.

Suggestive Facts Disclosed by Census Enumerations.

Some little time ago the statement was made in these columns that the movement by women for political suffrage and participation in public affairs is the direct result of the situation in which great numbers of women find themselves, being compelled by their necessities to support and maintain themselves and children and helpless men and women dependent upon them, and also able-bodied but idle and worthless male relatives who live upon the hard-working women.

There are no laws to force the loafers to support themselves, and there is no legal means by which women so burdened can relieve themselves of the unbearable incubus which is virtually crushing the life out of them. Every man who is at all acquainted with conditions in American life knows that there are in every community men in greater or lesser numbers who are absolutely idle as far as any honest work is concerned, and whose lives are utterly worthless and wholly barren as to any good or useful purpose, and yet they live and spend and carouse, usually at the expense of some female relatives who are unwilling through affection and tenderness, or are afraid or otherwise refuse to cast off worthless sons, husbands, brothers or other useless

These observations are suggested by the facts set forth in a bulletin just issued by the United States Census Bureau in regard to the women who are employed in gainful labor and are classed as bread-winners. The figures given in the bulletin do not include the women who are engaged in household duty at home, but embrace only those who are occupied in work for outside employers and earn wages therefor.

By the census of 1900 there were, in round numbers, in the United States men and women of and over the age of 16 years, respectively, as follows: Men, 24,000,000; women, 23,000,000.

Of these 22,000,000 men and 5,000,-000 women are put down as engaged in gainful occupations. But the census takes no account of male idlers and loafers. Every worthless fellow is reported to the takers of the census as having some trade or occupation, and nowhere is any account made of the tramps and loafers. The inmates of prisons, workhouses and asylums are reported, but the worthless creatures classed as men do not figure in the prison statistics until in the course of their despicable lives they become criminals and fall into the hands of the law.

But while there is no account taken in the public records of the habitual idlers and intentional nonproducers. there are not a few in every community, great and small, and, taken altogether, there are thousands, even hundreds of thousands, who are absoproduce nothing, but are heavy conthese others are chiefly women, be-

them off. The census bulletin on that forty-three were carriage and working women is of interest in this connection and much that it gives is worth attention.

In the United States the number of women at work as returned by the census of 1900 was almost 5,000,000. The total number includes 1,771,966 native white women whose parents also were natives; 1,090,744 native white women one or both of whose parents were immigrants; 840,011 white women who were themselves immigrants; 1,119,621 negro women and 11,288 Indian and Mongolian women. Thus the native white women of native parentage constituted 36.7 per cent., or more than one-third, of the total number of women who were breadwinners, the other classes being represented by the following percentages: Native white of foreign parentage, 22.6; foreign born white, 17.4; negro, 23.2; Indian and Mongolian, twotenths of I per cent.

Most of the women at work were young; 68.4 per cent. of them under 35 years of age, 44.2 per cent. were under 25 and 25.6 per cent. had not reached the age of 21. These figures are in marked contrast with those for the male sex. Of the men 16 years of age and over reported as workers or breadwinners, only 24.7 per cent. were under the age of 25 and only 12.7 per cent. were under 21. Almost two-thirds, or 65 per cent., of the total number of women at work were single, while 15.9 per cent. were married, 17.7 per cent. were widows and 1.3 per cent. were divorced.

Without doubt not a few women sought the means of supporting themselves for the sake of the independence supposed to be obtained thereby, but the greatest numbers were impelled to undertake it in order that they might contribute to the support of the families of which they were members. There is a vast deal of noble self-sacrifice in this, where aged and disabled relatives were to be supported, but affection or pride or heroic endeavor is carried too far when idle, useless, worthless and contemptible able-bodied male relatives are supported, and it is not surprising that so many women, while suffering under conditions for which no man-made law has provided a remedy, have come to the belief that they ought to be allowed to assist in providing one.

In the census of 1900 there are 303 separate and distinct occupations in which workers are classified. Women are represented in all but nine of these occupations. Naturally no women were reported as United States soldiers, sailors or marines; nor were any reported as members of the fire department or as street car drivers (although two were reported as motormen), or as telegraph and telephone linemen, or as apprentices or helpers to roofers and slaters, or as helpers to steam boilermakers or to brass workers. But the reader may note with interest, and perhaps with lutely idle and useless creatures, who some surprise, that five females were employed as pilots; that on steam sumers of the earnings of others, and railroads ten were employed as baggagemen, thirty-one as cause they submit to the outrage and seven as conductors, forty-five as eneven cling to the burdens that are gineers and firemen and twenty-six as crushing them after men have cast switchmen, yardmen and flagmen;

hack drivers; that six were reported as ship carpenters and two as roofers and slaters; that as many as 185 were returned as blacksmiths and 508 as machinists; that eight were boiler-

'Fun for all-All the Year."

Wabash Wagons and Handcars



Wabash Manufacturing Company Wabash, Indiana

Geo. C. Wetherbee & Company, Detroit, and Morley Brothers Saginaw, Michigan, Selling Agents.

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.



A Good Investment

PEANUT ROASTERS and CORN POPPERS.

Great Variety, \$8.50 to \$350.00 EASY TERMS. Catalog Free.

KINGERY MFG. CO., 106-108 E. Pearl St., Cincinnati, O.

Visit Us Merchants' Week

We will be glad to get acquainted with you and perhaps incidentally indulge in a little gossip about that much-talked-of maiden.

Lily White

Cordially,

Valley City Milling Co. Grand Rapids, Mich.

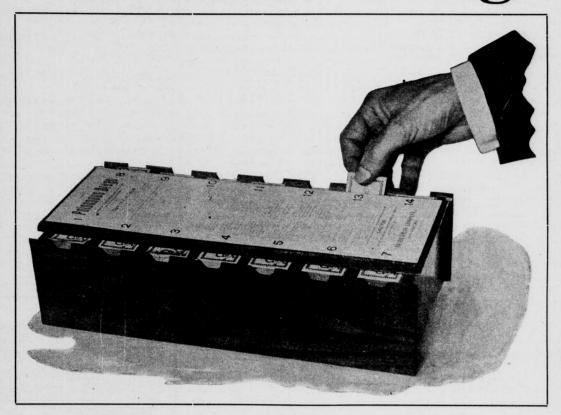
makers; that thirty-one were charcoal, coke and lime burners, and that eleven were well borers. Of course these figures have little economic or sociological significance beyond indicating that there are few kinds of work from which the female sex is absolutely debarred, either by nature or by law or custom. There were 125 occupations employing over 1,000 women each and sixty-three employing over 5,000.

Notwithstanding the increasing diversity of employment for women, domestic service still remains the most important by far of the occupations in which they are engaged. Of the 4,833,630 women in continental United States reported as engaged in gainful occupations at the time of the twelfth census, 1,124,383, or almost one-fourth of the total number, were returned as servants. It may seem surprising that the next most important occupation for women is that of farm laborer, and that the number of women reported as following this occupation was 456,405, or almost half a million. The significance of the figures will be better understood if it is pointed out that 422,006, or 96.8 per cent., of these female farm laborers were reported from the Southern States, and that 361,804, or 79.3 per cent., of the total number were of the negro race. Moreover, it appears that 277,727, or 60.9 per cent., of the total number were members of the farmers' families, representing the wives and grown-up daughters assisting in the work on the home farms. Next to these two leading occupations come four occupations not far apart in numerical importance, although widely different in character. They are the occupations of dressmaker, laundress, teacher and farmer. The largest of these occupations-that of dressmaker-employed 338,144 women, and the smallest-that of farmer-employed 307,706. Of teachers there were 327,-206; of laundresses, 328,935.

Three-fifths of the total number of women reported as breadwinners were found in the six occupations employing more than 300,000 women each, the aggregate number in these occupations being 2,882,779. The total number of women reported as textile mill operatives—231,458—makes this the seventh occupation group in numerical importance. The occupation next in rank is that of housekeepers and stewardesses. This comprised 146,929 women. The housekeepers here referred to are those working for wages, the housekeeping or housework done by women in their own homes not being treated by the census as a gainful occupation, although it has, of course, a great economic importance not to be overlooked in any attempt to estimate the social value of woman's work. If there are added to the occupation groups mentioned the group of saleswomen, comprising 142,265 women, and that of seamstresses, prising 138,724, the list includes the ten leading occupations for women and accounts for 3,542,155, or 73.3 per cent., of the total number of women who are breadwinners.

Many a true word has been spoken ungrammatically.

Tradesman Company's Classified List of Poisonous Drugs



THE LAW

H. S. Sec. 9320. Every apothecary, druggist or other person who shall sell and deliver at retail any arsenic, corrosive sublimate, prussic acid or any other substance or liquid usually denominated poisonous, without having the word "poison" and the true name thereof, and the name of some simple antidote, if any is known, written or printed upon a label attached to the vial, box or parcel containing the same, shall be punished by a fine not exceeding \$100.

To enable druggists and country merchants to meet the requirements of the above statute without going to the expense of putting in a large assortment of labels, we have compiled and classified a list of drugs which are poisonous or become so in overdoses.

They are arranged in *fourteen groups*, with an *antidote* for each group; that is, an antidote for any of these poisons will be found in some one of these fourteen antidotes.

This arrangement will save you money, as it does away with the need of the large variety of antidote labels usually necessary, as with a quantity of each of the fourteen forms you are equipped for the entire list.

There are 113 poisonous drugs which must all be labeled as such, with the proper antidote attached. Any label house will charge you but 14 cents for 250 labels, the smallest amount sold. Cheap enough, at a glance, but did you ever figure it out—113 kinds at 14 cents—\$15.82? With our system you get the same results, with less detail and for less than one-third the money.

By keeping the labels in a handsome oak case they never get mixed up and they do not curl.

Price, complete, \$4.00. Order direct or through any wholesale house.

Tradesman Company GRAND RAPIDS, MICHIGAN



Clerk Grew Careless Because He Was Praised.

Confidence in self always has been declared to be one of the greatest factors in the climb upward. Withfactors in the climb upward. out confidence we are told that we can not succeed, no matter what our ability or qualifications for success. With it we know that we have a chance for the top of the ladder, even if our talents are not as bright and shining as some of the others.

I always had been deficient in this quality. But such a state of affairs was of the past now, for with the it in my life, and therefore I was golden words of commendation which the head of the department had bestowed upon me had come a great and wonderful feeling of self-appreciation, a knowledge that I was just as good as the next man, just as good as the older clerks of the house, perhaps just a little better.

I went back to my desk after that short and pleasant interview with the head considerably more satisfied with my previous life. I not only was dowhich before I never would have believed for an instant-but I was doing it well, exceedingly well-well enough to attract the attention of the head. I hopped on my stool and sat with my head just a little higher compared it with that of the other clerks, and saw that it was good. Funny how I had misjudged myself!

I went at my work now with a confidence which I had not possess-"sweating before. I stopped blood," as the office slang had it. knew that I could do my work well. I knew that it was not my master, but that I was the master of it. This was a comfortable feeling to experience. It caused me to stop worrying; it took the wrinkles out of my forehead; it made me stop checking and rechecking my work as I went on with it. In this way I began to work much more rapidly than I had been able to do previously, and so I became a better clerk-in my own estimation.

I had been doing a lot of work and a lot of practice in my room at night before this, and after the head gave me that nice talk, and told me that he considered me a good man, I let down on it. The man who does it up on that. I didn't exactly see the is responsible for its accuracy, and use of killing myself any more after I had discovered that I was doing all right.

I had been devoting all my time to my work ever since I had come to the

taking of the pleasures of city life, on you." which had been one of the considerations for my removing from the small town, and I wanted some of them. I didn't want to dissipate, for I'd seen enough of that to make me disgusted with it. But there were theaters, and parks, and dozens of other things that I was a stranger to, and now I proceeded to devote myself to making their acquaintance.

I began to go out at nights. went with some of the clerks from the office most of the time. Occasionally I went with a fellow who boarded at the same place I did. The programme was, first a few drinks, then the theater, then more drinks. And it was fun for me, because I never had experienced anything like more enthusiastic over it than the others. Presently I began to go out have done it all alone."

At the office I was getting along swimmingly. The work didn't bother me any more. I was able to do it with as little effort as the old men, and do it as well, at least so I thought. When I got an order to invoice I took it with the same air of carelessness that obtained with myself than ever I had been in all the other clerks, went at it in the regular swinging fashion, and turning my work satisfactorily-a fact ed it over to Scott, the head clerk, without comparing it and checking, as had been my custom. No errors came back on me, so I concluded that I was the finished product, an efficient clerk, and began to wonder how I ever had found so much trouthan before. I looked at my work, ble with the work, which to me now was nothing but child's play.

A month went along in this fashion. I had discovered by this time that a fellow's work was not all there was in the world, that there was such a thing as recreation to be thought of and that it was not advisable to devote all your time and thought to business. I discovered this through associating with the old clerks and accepting their theories of life.

Then it came time to make the monthly recapitulation. We were rushed with work at the time and Scott was worried as to how he should get the job done. He could spare none of the old men on it, and was the only new one.

"Give it to me, Mr. Scott," I said, confidently. "I'll get it out for you."

"Well, I don't know," said he. "You see this is a particular part of the department's work, and I'd hate awit's hard to get it right.'

"Well, the other men have done it, haven't they?" I asked. "I think I can do it if they can."

"You'd better take it, then," he

"I'll take it," said I; and he gave it to me.

It took me three days to make it up. I worked rapidly, and found no more difficulty in making a recapitulation alone than I did in making invoices. It was much the same sort of work, and I had mastered the one, so I had no trouble with the other. I had two theater dates for evenings while I was working upon it, and one of them was with a young woman whose acquaintance I had made at my boarding place. But at the end of the third day it was finished. The last footing was made and checked and I looked over the result of my work with considerable satisfaction.

"All done?" asked Scott.

"All done," I said.

"Sign it, then, and state that you

I did so. Scott took the sheets and went toward Mr. Dearborn's private office, and I put on my cuffs and hurried out to keep my appointment with the young woman of whom . have spoken.

I forgot all about the recap the moment I had quitted the office. By the time I had met the young woman it and the office might never have existed, for all the room they had in my mind. I spent a pleasant evening and came down to the office in the morning still thinking of the play, the young woman and the im-

city, and had no opportunity for par- said. "But I don't want to press it pression that I knew I had made upon her. I didn't give my work of the three days previous a second thought-until noon.

At noon Scott came to me and said, "Mr. Dearborn wants to see you." He looked serious and a little angry. "What's the matter." have "What's the matter?" I askgiven you that recap," he said.

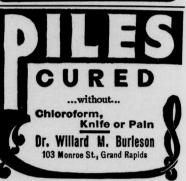
Then I knew that I had fallen down and my self-confidence began to ooze



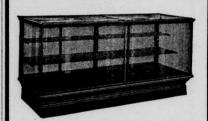
ure 27 Years Success

MORPHINE

ONLY ONE IN MICH. INFORMATION. GRAND RAPIDS, 265 Jo. College Ave



Booklet free on application



Our "Crackerjack" No. 42

Prompt Service

We carry at all times nearly 1,000 cases in stock of all styles and sizes to meet your requirements. for our new general store catalog A-12.

GRAND RAPIDS SHOW CASE CO. GRAND RAPIDS, MICH.

New Office, 714 Broadway, New York City (under our own management) Same floors as McKenna Bros. Brass Co. The Largest Show Case Plant in the world

LAWN HOSE

20 KINDS

Goodyear Rubber Co.

Milwaukee

W. W. Wallis, Manager

Fifty-four Years in Rubber Business Our Company Has No Branch in Detroit Send for Catalogue

ESTABLISHED 1883

THOS. E. WYKES

MANUFACTURERS AND MANUFACTURERS AND FLOUR, GRAIN & MILL-PRODUCTS WHOLESALE DEALERS IN FLOUR, GRAIN & MILL-PRODUCTS WEALTHY AVE. AND S. IONIA ST.

GRAND RAPIDS MICH.

from me. By the time I stood be- Some of the Duties of the Lord of Now, Your Honor, it so happens that fore Dearborn I had lost 25 per cent. of it. By the time he got through talking to me it was down to nothing.

I had fallen down badly on the recap.

"I don't think the errors you have made indicate lack of knowledge of the work," said Dearborn. seem to know what to do with everything. The actual trouble is that you didn't take pains. You have been careless. You have not had your mind on your work. You have thrown away three days' work for nothing. What's the matter? Did the little boost I gave you swell your head so that you couldn't take time to be careful with your work?"

I looked over the errors he had marked

"I guess that's what's the matter," I replied.

"H'm. Well, it's something to admit it, anyhow," he grumbled. "Now go back to your desk and remember this: Never stop taking pains with your work. No matter how high you get or how well your superiors speak of you, don't let up on your painstaking for a moment. You made a good start here. You've sort of spoiled that start by this carelessness. Now go back and try to make it up again. That's all."

"Well," said Scott, when I got back to the desk, "what did he say to argument. you?"

I told him.

"H'm! Well, you'll sort of get next to yourself again now, won't you?"

"I certainly will," I replied. "But I suppose I'll have hard work holding my job after this?"

He laughed. "Why, no," he said. "You haven't committed any crime. You've simply let your head get swelled a little. That's nothing unusual. In fact, it's the regular thing."

Henry W. Jackson.

King Oscar to the Rescue.

At the time of the marriage of the crown prince of Sweden, Miss Emma Thursby, the American singer, and Mme. Christine Nillson were appearing on alternate nights at the Royal theater at Stockholm. Mme. Nillson would sing in opera one night, and Miss Thursby in concert the next.

Both ladies were invited to the court ball given by King Oscar in honor of the crown prince, and his bride, and both wished to attend. But neither had a court train, and they were at their wits' end to know what to do. Every dressmaker in Stockholm was busy night and day; it was too late to order their trains from Paris. Mme. Nillson finally solved the difficulty:

"I will write to the king about it," she said. And she did.

"Your Most Gracious Majesty," she wrote in her letter. "Miss Thursby and I have so flaps to wear to the court ball. What shall we do?"

"Come without them .- Oscar," was the answer they got back the same day.

They went to the ball, and had a memorable time.

Creation.

We had been expecting it for month past, and now the blow falls:

"We are going to get up early tomorrow morning and begin to clean

If he is a mighty mean man and has got some insurance on his wife's life asd wants to realize on it he will answer with a grunt and get up in the morning to saunter down to the office. If he is the right kind of a husband and wants her to live out her allotted days he will get up to don an old suit and go through a six-day performance consisting of:

Pulling tacks out of carpets and dragging said carpets out into the backyard to be beaten.

Falling afoul of about 200 tacks while so doing.

Whacking those durned old carpets until he can no longer raise an arm.

Taking down the pictures and dusting off the backs. Stepladder may and probably will kick up and take him down.

Dusting off the ceiling with a towel tied to the broom.

Whitewashing the kitchen ceiling and the cellar. Wife does not blame him for swearing.

Mad struggle with four bedsteads which are determined to die on the spot.

Other mad struggles with springs and mattresses' which won't listen to

The moving of bureaus which are lying in ambush to fall upon and break his back and end his days.

The handling of three or four mirrors which would gladly be shivered and bring him the worst kind of luck. At least three days' painting and

varnishing. The re-papering of at least two

bedrooms. Tacking down all the carpets again

and putting up those infernal bedsteads.

Rubbing up the furniture with kerosene, helping to pack things away in camphor balls, buying about \$50 worth of new things, hunting up a new hired girl, sodding the front dooryard, and using the mop and the broom when not otherwise busy.

And when all is over, and the poor man is able to leave his bed again he is sure to hear his wife say to a neighbor:

"Yes, I am through house-cleaning, and I did every bit of it myself!"

Shifted the Loss.

A Southern lawyer tells of a judge in Arkansas who had several "tiffs" with a lawyer retained by a woman who had instituted a breach of promise suit in the court presided over by the judge in question.

After each exchange of repartee between His Honor and the imprudent counsel, the Judge would say:

"Clerk, just enter another fine of \$10 against Mr. Mitchell for contempt of court."

When this sort of thing had proceeded further than counsel wished, he addressed His Honor in this wise:

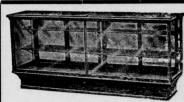
"If Your Honor please, I am a good citizen, and as such intend to obey the orders of the honorable court in this, as in all other instances.

I have not about me the sum of \$30. for which I have been mulcted for contempt. Therefore, I shall be compelled to borrow such sum from some friend; and I see no one present whose friendship I have enjoyed so much as Your Honor's. So I make no hesitation in approaching Your Honor for a loan to square the fines assessed against me."

With just the faintest smile about his lips, His Honor looked first at counsel and then at the clerk.

"Clerk," said he at last, Mr. Mitchell's fines. The State is better able than I to lose \$30."

The cream of society is not obtained by removing the milk of human



THE CASE WITH A CONSCIENCE

PENDABLE FIXTURES.

is precisely what its name indicates. Honestly made-exactly as described—guaranteed satisfactory. Same thing holds on our DE-

GRAND RAPIDS FIXTURES CO.

So. Ionia and Bartlett Sts. Grand Rapids, Mich

Coleman's High Class Flavors Pure Vanilla, and Lemon, Terpeneless

Sold Under Guaranty Serial No. 2442

At wholesale by Nat'l Grocer Co., Branches: Jackson Grocer Co., Jackson, Mich.; Nat'l Grocer Co., South Bend, Ind.; Nat'l Grocer Co., Lansing, Mich., and of the Sole Manufacturers

Foote & Jenks, Jackson, Mich.

President, Geo. J. Heinzelman

Vice-President, Ulysses S. Silbar Secretary and Treasurer, Frank VanDeven

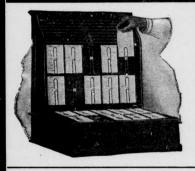
Grand Rapids Paper Co.

Representatives of Manufacturers and Wholesale Dealers in

PAPER BAGS, CORDAGE AND WOODEN WARE

20 Pearl St.

Grand Rapids, Mich.



Retailers **Protected** Against Losses!

If your SYSTEM DOES NOT give YOU COMPLETE INFORMATION regarding every detail of your business you have NO PROTECTION and LOSSES ARE BOUND TO

The McCaskey Account Register System

shows YOU at a glance the EXACT condition of ALL YOUR ACCOUNTS—both bills RECEIVABLE and bills PAYABLE -the amount of STOCK on hand-your ASSETS and LIA-BILITIES-complete PROTECTION for COLLECTION of INSURANCE in case of FIRE.

The McCASKEY SYSTEM is being taught in COMMER-CIAL COLLEGES and is endorsed by certified public accountants and auditing companies. The most complete details ever furnished by any system.

It's ALL done with but ONE WRITING. Information is FREE. Drop us a postal.

The McCaskey Register Co. Alliance, Ohio

Mfrs. of the Celebrated Multiplex Duplicate and Triplicate Order Pads; Also End Carbon and Side Carbon Pads.

J. A. Plank, Tradesman Bldg., Grand Rapids, State Agent for Michigan Agencies in all Principal Cities

FREE LABOR.

The Best Advertisement Enjoyed by Grand Rapids.

The best advertisement that Grand Rapids enjoys in the labor and commercial markets of the world is the assurance that labor is free; that the skilled mechanic or competent workman in any line is not obliged to submit to serfdom of the union in order to secure employment in our midst; that workmanship and good citizenship is the sole test and that no discrimination is exercised against any man on account of his race, religion, affiliation or non-affiliation with any class, clique or clan.

It has required the expenditure of an enormous sum of money and many years of hard and patient labor to usher in such an ideal labor condition, but it is worth all it cost, and the men who have sacrificed their time and money to this cause will be handed down to posterity as the real saviors of Grand Rapids. Louis Campan may be compared to George Washington as the Father of the City, but the men who saved the city from the thraldom of union domination and despotism can fairly be compared with Abraham Lincoln, who saved the country from another form of human

Experience has demonstrated time and again that the best class of skilled workmen will not place themselves in subjection to the union, which compels them to obey the mandates of the walking delegate or union manager. Nor will the best class of manufacturers submit to the closed shop and the recognition of the union, which deprives both employer and employe of their individual liberty and degrades the employe to the rank of slave or vassal-not to his employer, but to the strike manager and union official, who can use the recognition of the union as a club to reduce the worker to the rank of dumb driven cattle and make him a matter of barter and sale.

To the curtailment and extinguishment of this pernicious condition are due the exceptionally high character of Grand Rapids manufacturers and employes, the era of good will and the feeling of universal dependence and helpfulness which pervades the ranks of both employer and employed. So long as this condition of industrial peace and prosperity prevails and no discrimination is exercised between the employment of union or non-union, Protestant or Catholic. black or white-all having an equal opportunity to earn a livelihood and acquire a competence-Grand Rapids can not fail to continue to grow, numerically, geographically and in the estimation of her own people and of the other inhabitants of the earth.

Another good advertisement for Grand Rapids has been the fact that we have always produced high grade goods. This is true to a greater extent than of any other market with which I am familiar. While it is true that we manufacture medium priced goods in some lines, yet our standard of excellence has invariably been high. The experience of Chicago and to stand well among cities of other great markets has demonstrated that it is not possible to build an Rapids Herald.

abiding reputation by confining their output to trashy and low grade goods.

Another good advertisement is the character of our citizenship. Generally speaking, it has always been above the average. While it is true that we have had few great heroes who have won laurels in war or in diplomacy. yet the rank and file of our people has been marked by a conservatism and steadfastness of character which have made this city a marked one in the galaxy of American towns. This high type of citizenship finds its manifestation in every line of business and in every ramification of business life.

The fact that we have never had a bank failure speaks volumes for the character of the men who have embarked in the banking business; the fact that we have had few failures in the mercantile business speaks equally well for the men in that branch of business. The same is true of our manufacturing and retail interests. Our people, as a rule, are not spasmodic in their method or erratic in their action. They plan well and faithfully and are usually able to realize their expectations.

Another feature which appeals to the stranger, and one quite likely to be overlooked by the regular resident, is the preponderance of medium sized homes. We have no palaces, nor have we any hovels. Our residence districts are made up almost entirely of middle-class houses, which are owned by the occupants, and in both appearance and surroundings they betoken the thrifty and artistic temperament of our people. In no respect is the democratic character of our community more conclusively shown than in the atmosphere of our home life, which is as nearly ideal as it exists in any city of my acquaintance

From the moral, educational, philanthropic and charitable viewpoints we are in advance of most cities of our size. Our churches and school buildings are models of their class. Church people are beginning to awaken to the fact that they must do something to interest the young people by affording them opportunities for rational enjoyment in competition with the saloons, the cheap theater and the lakeside resorts. Educators are becoming convinced that we must do vastly more in the line of manual training than we have done in the past if, when they retire, we fill the places of our present skilled men and artisans with our own boys. Much as we are doing in philanthropic and charitable work, we are gradually finding new avenues of usefulness and having our attention directed to new ways of making the world better and happier for those who are afflicted with illness or are suffering from the blight of ill for-

These, in my humble opinion, are some of the features which constitute the best advertisement Grand Rapids enjoys, and so long as we are tenacious of our opportunities and maintain the advantages we have secured by careful planning, painstaking effort and steadfast loyalty to the city's best interests, we can not fail class.-Ernest A. Stowe in Grand

Satisfaction Costs Nothing

Whether a piece of goods is going to give satisfaction or not depends on two points:

> Is it suitable for the purpose for which the customer wants it

Has it that in-2 herent quality that makes for satisfaction

Leaving the first question out of consideration (some people will buy goods not suitable for the purpose for which they are bought)

Dependon Merchandise

in every instance can be truthfully said to possess satisfaction giving qualities in the highest possible degree.

More that—DEPENDON MERCHANDISE costs no more than ordinary goods about which you can have no such assurance, because nothing is known about them.

JOHN V. FARWELL COMPANY CHICAGO, THE GREAT CENTRAL MARKET

DEPENDON TRADE MARK

Recent Business Changes in the Buckeye State.

Cincinnati - The Blackburn-Nolan Varnish Co. has changed its name to the Blackburn Varnish Co.

Cleveland-J. H. Gerstenberger & Co. are succeeded in the grocery busi- Diefendorf. ness by J. C. Schake.

Newark-J. L. Moss will continue the general merchandise business Sale & Co. formerly conducted by J. L. Moss & Co.

Newark-The business formerly conducted by the Franklin Lumber Co. will be continued in future by

Geo. Franklin, Jr. Newark—J. C. Berger is the successor of M. A. Lamp, grocer.

Norwood-A petition in bankruptcy has been filed by the creditors of Bowman & Ravencroft. Wm. Tottleben.

Youngstown-J. T. DeVenne is succeeded in the grocery business by A. Price.

Youngstown-E. F. Kearns is succeeded in the grocery business by M. F. Coyne.

Columbus-C. H. Noble, dealer in men's furnishings, is succeeded in business by C. H. Lortz. Dayton — The grocery business

formerly conducted by Frank Lukaswitz will be continued by the Miami & Eri Beef Co.

Delaware-E. G. Mathews succeeds Wm. Shively, meat dealer.

Bloomer Lightsville-Horney & will continue the general merchandise business formerly conducted by S. C. Riegel.

will be continued by C. L. Kimball distance of 825 miles.

Mansfield-J. S. Crider succeeds Wm. E. Smith, meat dealer.

Newark-R. D. Boyd is the successor of W. A. Simpson in the grocery business.

Oxford-John Butler succeeds the McSurley Grocery Co. in business.

Petersburg-John Zeiger is succeeded in the general merchandise business by J. H. Miller & Co.

Delaware-Minnie M. Kenyon will continue the grocery business formerly conducted by Anderson & Co.

Greenfield-A. G. Frazier will continue the business formerly conducted under the name of the Frazier & Taylor Canning Co.

Swanton-Mrs. J. Schaffer is succeeded in the grocery business by Helfrich & Berry.

Cincinnati-The Austin Pressed Brick Co. has given a mortgage on real estate for \$1,200.

Cleveland-V. C. Morrow will continue the grocery business formerly conducted by Saywell & Morrow.

Medina-J. R. Gable is succeeded in the grocery business by Gable &

Recent Trade Changes in the Hoosier State.

Dunkirk-Z. Evans succeeds Graham & Co. in the grocery business.

Solsbury-J. H. Johnson is succeeded in the general merchandise business by Yoho Bros.

Frankfort-Bert Willis is the successor E. H. Kelly & Co., hardware

Lyons-Chas. B. Criss is succeeded in the drug business by Simon & Hardwood.

Mt. Vernon-The millinery business formerly conducted by Wood & Slough will be continued by Slough & Moore.

Odon-E. Froelich, general merchant, is succeeded in business by A.

Bluffton-J. W. Sale has withdrawn from the grain firm of Studabaker,

Bethel—J. E. Theis has purchased the general stock of C. E. Wiley. Mishawaka-E. N. Weber has opened a grocery store here.

Goshen-Wm. Widmoyer has purchased the interest of A. M. Anglin in the meat firm of Young & Anglin.

Mishawaka-Robt. K. Wright is succeeded in the meat business by

South Bend-The Wells-Kreigh baum Manufacturing Co., which makes tables, has changed its name to the Wells-Shidler Manufacturing

Amphibious China.

Holland's canals are famous, but the canal system of China is far more marvelous and its value to the enormous empire is simply incalculable. No country in the world has more navigable rivers and canals than China. The network of waterways, natural and artificial, so covers the empire that almost as many people live upon the water as on the land.

The Great Canal, that wonder of the world, runs north and south from Canton to the extremity of the em-Madison — The clothing business pire, and by this route the wares of formerly conducted by C. L. Kimball all nations are carried to Peking, a pire, and by this route the wares of

> This canal is fifty feet wide, passing through or near forty-one large cities; it has seventy-five large sluices to keep up the water, and is spanned by thousands of bridges.

A Hard Name.

It was in a country tavern where a newly arrived commercial traveler was holding forth.

"I'll bet my case of samples," he said, "that I've got the hardest name of anybody in this room."

An old farmer in the background shifted his feet to a warmer part of

"Ye will, will ye?" he drawled. "Wa-al, I'll have to take ye up. I'll bet \$10 against your samples that my name'll beat yourn."
"Done," cried the salesman. "I've

got the hardest name in the country. It is Stone."

The old man expectorated. "Mine," he said, "is Harder."

The United States Department of Agriculture has reports of the "terrapin scale" from every state east of This pest is the Mississippi River. found in greatest number on peach trees, but it attacks all kinds of food plants and wild and cultivated trees. The experts say it can be controlled, but never entirely eradicated. Small four winged parasitic flies are the greatest benefactor in the control of this insect and a kerosene emulsion has proven an effective remedy. The Government's experiments show that the lime and sulphur wash so effective with the San Jose scale and the peach leaf curl is worthless for the terrapin scale.

Edson, Moore & Co. Wholesale Dry Goods Detroit, Mich.

We are sole agents for the famous WESTERN KING WORK SHIRTS and the elegant line of STE. CLAIRE NEGLIGEE SHIRTS.

Work Shirts range in price from \$4.50 to \$9.00 Negligee Shirts from \$4.50 to \$27.00

> Our stock is complete and always at your service. Workmanship and materials in both these lines are guaranteed to be the best.

Edson, Moore & Co.

Grand Rapids Dry Goods Co.

Exclusively Wholesale Grand Rapids, Michigan

We extend you a cordial invitation to visit Grand Rapids during Merchants' Week, June 5, 6 and 7.

SODA WATER.

Saving Effected by Making Your Own Materials.

I am often asked about the cost of soda and how much can be saved by making your own ice cream, carbonating your own soda water, etc. For the purpose of helping you to obtain this information I have compiled the following figures and by them you can come to a fairly close estimate, although it is impossible to be absolutely accurate without knowing exactly what quality of goods you use.

If you are buying your soda at 10 cents a gallon and using ten gallons a day you will see that as you can make soda at 2 cents a gallon you would save 80 cents a day, or \$250.40 for the 313 working days of a year. The outfit for making this quantity, tion. Where very best materials are including tanks, would not cost more than \$75, so the saving the first year over the cost of your outfit would be \$175.40.

Now if you use twenty gallons of carbonated water a day and you put in an automatic carbonator you can make your soda for less than I cent a gallon, saving you \$1.80 a day, or \$563.40 for 313 working days, and as you can purchase for less than \$250 a machine that will give good results even if you use many times this quantity of water, your first year would pay for the machine and put \$313.40 of actual profit into the bank for you. If your business never increased over an average of twenty gallons of water a day and you put aside \$1.80 a day 313 days in the year after you had paid for the machine in ten years from the date of purchase you would have in the bank ing your own syrups. \$5,384, together with the accrued interest thereon. I need offer no other proof that it pays to make your own soda water, for if this doesn't prove it nothing will but a trial.

Carbonated water when bought costs 10 cents a gallon; when made in tanks about 2 cents a gallon; when made in an automatic carbonator it costs I cent a gallon. An 8-ounce portion would cost .62 cent bought: .12 cent made in tanks, and .06 cent made by an automatic carbonator.

The general price of ice cream when purchased is 90 cents or \$1 a gallon. Count 90 cents as the purchase price. You can make a cream of corresponding quality that will cost you about 30 cents a gallon-a saving of 60 cents on each gallon. If you use even two gallons an outfit sufficient to prepare such a small quantity would not cost you more than \$25, leaving you a balance of \$250.60 to put in your bank the first

Syrups of a good quality when purchased cost \$1 a gallon; 80 cents is the lowest that even poor goods are sold, and this price is only found in a few of the larger cities. A 11/2 ounce portion at \$1 a gallon would cost I.2 cents.

Lemon and orange syrup made from oils or extracts cost 42 cents a gallon; .5 cent per portion. Made .92 cent per portion. And made from money. the fresh fruit 52 cents a gallon or .62 cent a portion on an average—

less, according to the price of the to make a profit. Where you charge fruit.

Raspberry, strawberry, pineapple and peach would cost when made from extracts 42 cents a gallon; from fruit juices, etc., about 78 cents.

Grape and cherry would cost made from extracts 42 cents a gallon, and from fruit juices 78 cents.

cost 43 cents a gallon or .51 cent profit of 2.52 cents per glass. If you per portion. Made from the best extract it would cost 55 cents a gallon pays I would suggest that you figure or .65 cent per portion.

cheap extracts 42 cents a gallon. Made from best extracts 50 cents and thinker—think a little and see. Some 78 cents respectively, or .6 cent and .92 cent per portion.

Ginger ale made from extracts, 52 cents a gallon, or .62 cen tper porused 81 cents a gallon, or .96 cent per portion.

Coffee made from extract costs 40 cents a gallon or .47 cent per portion, and when made from a good grade of coffee costs 50 cents a gallon or .6 cent per portion.

Chocolate made from cheap cocoa costs 52 cents a gallon or .62 cent per portion, and from the best cocoa costs 61 cents a gallon or .72 cent per portion.

The above figures were made by finding the average cost of fruit juices, etc., of a number of the leading manufacturers and are therefore a fair average. Syrups can be made cheaper or more expensive also by the amount of simple syrup used, but in this also I have tried to find the average. From these figures you will see that money can be made by mak-

If you desire to find the net cost of a finished drink you can easily obtain it from the above figures, using the method employed in the following example:

Chocolate ice cream soda. everything is purchased, would cost: Syrup, 1.2 cents; carbonated water, .62 cent; ice cream, 1.4 cents; allow one-half pound of ice to cool, .2 cent, making a total of 3.42 cents per glass.

The same made from very cheapest materials would cost, for syrup, .62 cent; carbonated water, .62 cent, ice cream, .5 cent; ice, .2 cent, making 1.94 cents per glass.

The same made from very cheapest materials, but by the very best methods would cost for syrup, .72 cent; carbonated water, .o6 cent; ice cream, 1.3 cents; ice to cool, .2 cent, making 2.28 cents per glass.

From this you will see that by making your own syrups, ice cream and carbonated water, you can give your customer the best that money can buy and save 1.14 cents on each glass and also that it only costs .34 cent extra to give the very best instead of a poor drink when modern methods are used, whereas when you buy everything the poor drink costs 3.42 cents—over a cent more than a good glass of soda should cost. Figure it out and you may learn why your competitor can give a better from fruit juices, 78 cents per gallon; drink than you serve and still make

If you want to sell an ice cream soda for 5 cents you must use the sometimes a little more, sometimes latest methods-that is, if you expect

only 5 cents for an ice cream soda, ice cream made from milk and cream is good enough and costs .8 cent per portion of two ounces. Where you desire to give a large portion four ounces would cost 1.6 cents, a chocolate syrup at .62 cent, ice at .2 cent and carbonated water at .6 cent, a to-Vanilla from cheap extract would tal cost of 2.48 cents, giving you a want to know whether a fountain out how many glasses you would Sarsaparilla and ginger made from have to sell to pay your rent. There are some surprises in store for the think a fountain a nuisance. It is if you can not make it pay. But if yours does not pay perhaps you would be surprised to find that it E. F. White. was your own fault.

Fisherman's Luck.

Fishing stories are always in order. A Grand Rapids man who was enjoying great sport with the finny tribe on the Little Manistee went to the telegraph office and wired his wife as follows: "I've got one; weighs seven pounds and it is a beauty." In reply came the following, signed by his wife: "So have I; weighs ten pounds; he isn't a beauty; looks like

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MANY FIND A GRAND RAPIDS BANK ACCOUNT VERY CONVENIENT

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Persons responsible for the care of funds large or small may with confidence entrust them to this institution.

THE OLD NATIONAL BANK

No. 1 Canal Street Founded 1853

Assets, \$7,250,000,00

Hatters Share in the General Lull.

shared the general lull that has preters have faced the same backward and furnishers have met and have felt the same falling off of sales in April that all experienced.

In a measure the headwear trade is somewhat dependent upon the clothing business, for, in many cases, particularly in the medium-priced goods, a man will not purchase his hat until he has bought his new suit or overcoat, and the contrast between his somewhat worn and shabby head-piece and the brightness and freshness of his new clothes arouses him to action. However, as in other lines, merchants are averaging the extraordinarily large March against the losses of April and are, in most cases, reporting small gains over the same period of last year, although a few say they will fall behind.

Hatters who bought heavily of telescopes are now beginning to force sales upon them as far as possible, for the reason that they stand in a fair way to find a large stock of them on hand when June opens.

During the spring and summer months the retail hatters figure on practically three seasons: beginning late in February and in March with the derbies; about Easter time and around early May the telescope styles, and then coming into the straw hat season in June.

The stiff hat business materialized, as was expected, and at Easter the telescopes had a decided flurry, but with the cold, cloudy days of April the sales on soft hats have fallen off to a noticeable extent and on what goods have been sold derby hats have had the call. The trade buys the light-colored telescope hats as sort of intermediates, to wear between the derby and straw seasons, when the weather is such as to cause a demand of that nature. Consequently, with the dark, raw days experienced there was but little desire on the part of the public to don bright apparel, and what business there was came principally on the stiff hats, the brown shades, popular this spring, taking the place of the soft styles.

Therefore, the summary of the above is conclusive that unless quick action is taken on telescopes, in event of the weather suddenly warming, and with June, the straw hat season, but three weeks away, the business will swerve from the derby to the straw goods, thus leaving the merchant who bought freely on soft hats with considerably more on his hands than he had bargained for.

Displays of straw hats are becoming numerous, many city windows showing a larger percentage of straws intermingled with their trims than there are fur goods. Shrewd buyers are refraining from this and wondering why it is that when every dealer is anxious to dispose of as many fur hats as possible right now, so many are pushing straw hats and causing the man who might be induced to buy a soft hat to wait a little later for the straw season to open.

Fall business appears to be flour-The business in the retail hat cir- ishing, both manufacturers selling to cles during the past two weeks has the retail trade and jobbers reporting good advance transactions. Dervailed in the men's wear lines. Hat- bies in the following dimensions, medium flat set brims, are said to be weather conditions that the clothiers moving for fall: 51/4-13/4, 51/2-17/8 and a few 53/4-2.

Maple and London browns are having good sale for autumn, and while city opinions are divided regarding them for next season, the country trade, having had numerous calls which they were unable to fill this for several seasons.

The high-priced hatters, who sell the classy trade, are not favorably inclined to look upon even the medium first I remember were the leghorns. flat-set brim hat for fall. They say they want something exclusive for their customers, and the flat-setter smacks too much of the \$2 variety.

A jobbing house, however, has bought out a full flat-set derby with an oval crown ,18-ligne band, $5\frac{1}{2}$ — named. Now the Mexicans have 17/8 dimensions, and say that it is meeting with good sale.

Telescopes are bought for autumn in pearls, granite and oxford mixtures, maples and blacks.

That Panamas are booked for another successful season seems an assured fact. Already high-grade stores tell of a call for them, and one New York house has sold several Monte Cristos, the best grade known, at \$50 apiece. The fact that ladies have adopted Panamas, with fancy scarves as trimmings, means another channel for their disposal. The average trimmed Panama for women's wear sells for \$10 to \$12, being a finer and lighter braid. Dealers say that they have already had a call for men's hats in the cheaper grades to be blocked and trimmed at home by the fair sex, who admire this style for summer wear, but want to economize a little on the price.

Desirable stocks on Panamas are scarce, the bodies being held at high prices. England and France are said to be using a large quantity of them, some of which are exported direct and others through the States. This, and the fact that manufacturers are in competition for them, has naturally raised their value, the prices of the native makers having risen with the commercialism of the day, they demanding higher prices.

A wholesaler who has spent the greater part of his over three score spring, are buying them heavier than years in the hat business gives a slight history of the above: "I have seen five different changes in the cheap harvest hat," said he. "The They had their day and then came the palm leafs. Next came the Canton harvesters and then the Malagas were sold. The prices on these four gradually raised with the demand unbeen the leading number for the past two years. They are, perhaps, the most serviceable hat a farmer could wear, and are becoming scarcer and higher in price all the time. At first we could sell them at about \$1 per dozen, but now we must get \$1.75. nearly 100 per cent. advance.-Apparel Gazette.

> The weariest people are those who are running from duty

> no love to spare.



Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids



The heart is bankrupt when it has The "Ideal" Girl in **Uniform Overalls**

All the Improvements Write for Samples



F A CUSTOMER

asks for

D SAPOLIO

and you can not supply it, will he not consider you behind the times?

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

PLEASANT SURROUNDINGS.

Expense Should Be No Bar To Village Improvement.

There is no question which comes so persistently to the surface, in planning for public improvementand the village, because everybody there expects his opinion to receive due consideration, is, in the management of its public questions, worse than the town—as "How much is all this to cost?" There is in the mind of every committee member a picture of this or that handsome street in town, with its sharp-cut curbstone, its costly stone sidewalk, flanked by carefully kept patches of well-trimmed grass, the whole shaded by thrifty, well-grown trees; and, confident of never having in their own village anything like that, they become discouraged at the outset.

It may not be out of place to say here that the city avenue is not desirable in the village or in the small country town. There can be no objection to the trees-the larger and the finer they are the better: the to be a part of every village, small or great; but the other improvements, real or fancied, should be left to the city life, for which they may or may not be especially adapted. There is too much of a wish on the part of the country people to copy the ways of the town. It is a mistake. The life and the surroundings of the one can not and should not be a counterpart of the other and any attempt to make them so, on the part of either, is a mistake. Let the village remain a village, with its simple, wholesome, go-to-bed-early-andget-up-early life as long as it can and let it, in these contemplated plans of improvement, work for that end first, last and all the time.

One of the first questions of cost will come with the curbing; but is the curbing necessary? There are fine streets in Grand Rapids to-day that are not ornamented with the stone-cutter's art; there are other fine streets in other towns in the same condition, so that the village improvement fund need not be wasted the storm water and, that matter disof sidewalks

Shall we have a plank sidewalk, a

brick or a stone one, for sooner or necessary to build one? There is a certain sense of relief, after a siege of muddy sidewalk, in walking upon the new plank walk; but the time rot and need the replacing they do the final condemnation the walk is a constant annoyance. Like the new cloth in the old garment, it is unseemly and unprofitable; and as a matter of expense should not receive consideration. Stone walks are the most expensive and are generally less agreeable to walk on than those

in hot weather and get out of shape. Concrete walks have been used for satisfactory that some cities have decreed that all sidewalks shall be constructed of this material. They are more expensive than brick, but are more satisfactory. Should it be decided that a turf walk is the best, at first ,at least, it is earnestly recommended that the same kind for all should be settled upon. A matter to be looked out for in any case is that there should be the best possible drainage. An icy stone walk makes very uncertain footing; a little worse than the turf, for the reason that snow is oftener found with the latter to furnish a firmer foothold. The turf walk will require more care than the stone one; but that is a matter which each community must decide for itself.

It is barely possible that a village street may be in a worse condition well-made roadbed of the city ought than the highway generally after the taxpayer has worked out his tax; but not probable. If there was anything resembling a sidewalk it has gone the way of all country sidewalks. In its place is a slope of torn-up soil and loose stones, from the exposed imbedded rock to the rounded pebble, and there it lies, an eyesore to the passer-by if not a positive danger to him. The Improvement Society need not despair. They will see to it, in the first place, that the road master who has committed the outrage will not have a chance to repeat it, and then put to a test what Nature has constantly taught by object lesson in just such cases. The idea is to cover that ugly spot as soon as possible and the would-be roadmaker has hardly left the ground when the agents of Nature begin the needed work. The grass in a few days' time hides the fresh cut of the plowshare and the pick. The wind brings seeds, the moisture of the ground and the rain soon start them into life and often before the season is over the gash, if not healed, is covered. What on that needless expense. The well- hinders the Society from hastening gloves present a better appearance constructed road takes good care of this work? There is a piece of much abused sidewalk not very far from posed of, brings up the consideration this office where just such assistance has been rendered; and what is especially to the point is the fact that it has been done without a cent's exlater for the sake of comfort it is pense. Think of a stretch of road a dozen rods in length where the plow has left furrows of upturned soil and coarse gravel along the edge of a turf walk which has been here and comes when the boards warp and there infringed upon! That was left in that condition last spring. Ten not always get. From that time until days ago it called forth the admiration of the chance beholder. A hand that knew what it was about put some plants there that would grow. It is bright to-day with bunches of if they don't take to mending gloves the clustered goldenrod, a plant whose blazing torch August lighted lest the soon coming September should lose her way. The aster has fingers. made of cement, which, if made of opened her blue eyes and spread out good material, are more durable than her green gown, so hiding much of stone. Good authority looks with the bare ground, and these with other favor upon brick sidewalks. They plants or weeds, if it seems best to less to hand them his gloves when are durable and can be usually built call them so, have made of that bit they need their mercies.

phaltum walks are smoother, but us- look at as is often seen on omre amconstruction that they become soft has been done can be again and, when the cost is only a little time, it does seem strange that these luxuriant many years and have been found so bright touches do not oftener appear where they are so much needed.

If the village has reached that point where cattle are not allowed to run at large, the matter next to be considered should be the fences. Shall they be taken down or not? To most people the removal of the fence seems too much like being a part of English speaking people-undoubtedly a relic of feudalism-that it is better on all occasions to practice considerable reserve. We like the veranda, but it is better curtained by We like the walk, but that vines. pleases best which winds under green leaves hidden from the "madding crowd." The fence may be a frail one and easily stepped over, but while the sense of security it gives is imaginary, most people like it and will not readily give it up. As a compromise, an irregular belt of planting, made up mostly of shrubbery, offers to some a satisfactory solving of the problem. What has also found favor as a "Thus far and no farther" is a single iron rod, a foot high and covered with a healthy vine. There is one such boundary line on John street in Grand Rapids, the vine in this instance being the Virginia creeper. It is a polite reminder that is not expected to pass, it detracts nothing from the beautiful view and it does make an unobtrusive and attractive frame to the beautiful picture inside. Later in the season, when October has splashed the leaves of the vine with red, that will make one of the finest street views in Grand Rapids' landscape gallery, and one that, in the matter of expense, is well worth considering.

R. M. Streeter.

Can Look Like a Tramp if He Wants To.

Written for the Tradesman.
"As a rule," remarked the clerk at the men's glove counter, "women's on the hand than do men's. And this is almost entirely due to the fact that most women are willing to ply the needle, while few of my sex like to be bothered to the extent of sewing up a rip even if they have a natural or acquired talent in this direction. I happen to know one young fellow who embroiders delicately and beautifully and yet allows his gloves to go at 'sixes and sevens' all the time; he likes the one work but looks upon repairing rents in gloves as drudgery. And many another man who can sew as good as a woman won't take the one stitch in a glove that saves the proverbial nine. Even as a duck does to water, it were better to apply themselves to the task rather than to display 'convalescent'

"There's no excuse for the man who has a plenty of good needlewomen in his family if he is too shift-

for 5 or 6 cents a square foot. As- of desolation as pleasant a sight to "I have in mind one fellow who is

especially careless of his personal ually so much tar is used in their bitious pieces of rural roadside. What appearance. He is rich enough to keep a valet, who would see to it that his master's clothes were always in good order. He doesn't keep a 'carriage and four,' but he does own two as handsome horses as prance under Grand Rapids ribbons. He will brook no carelessness in the coachman's livery, but will sit behind him with his own coat collar covered with dandruff and the need of a clothesbrush painfully visible as to mud on his sleeve, while a ravelall outdoors. There is a feeling with ing will be trailing its half-a-yard length down his trousers leg, and his glove-tips always look as if the mice had nibbled them. His apparel is a sharp contrast to that of his pretty modish wife. She is an immaculate 'tailormade' woman, and yet has to sit up in the carriage beside her old rag-bag and have everybody see the difference. People say that it mortifies her terribly because her husband goes around so dirty, but I suppose he has got to the place where he is rich enough to look like a tramp if he wants to." John Burton.

Salmon in the Hudson.

"Why the Hudson was not originally a salmon stream when the Connecticut, a neighboring river, was, I shall not attempt to explain,' a writer in Forest and Stream. "It may have been that Cohoes and other falls on the main river and its tributaries operated as a bar to keep beyond its green line the public foot them from their proper spawning ground, but one thing has been fully demonstrated-the Hudson River of to-day, with its sewage from towns and poison from mills and factories, does not deter salmon from entering from the sea once the fry are planted in its headwaters, and with fishways in all the obstructions, natural and artificial, it could be made a self-sustaining salmon river if the netters would obey the law, while the State Fisheries Commission aided Nature in keeping up the supply of young fish by artificially hatching the eggs.

> "Colonel MacDonald told me on more than one occasion that if the Hudson were open to salmon and proper efforts were made to keep up the supply of young fish and netting regulations were enforced, the river would, from its salmon, add \$100,000 a year profit to the State, while largely augmenting the food supply."

Ethics of Exchange.

"The other day a farmer came to my hardware store and wanted me to take back several hot bed sash. I looked the stuff over and told him he didn't buy it from me and that he should take it back to where he got it if he wanted to exchange it or get his money back. He said he didn't get it here; that he had sent to Sears, Roebuck & Co. for it. 'Well,' I replied, 'you will have to take it back to Chicago to get it exchanged or get your money back; I haven't any of that old style of sash on hand. I haven't had any sash as large as those, only an inch and an eighth thick without being reinforced. It is only a few hundred miles to Chicago, so you might drive in there to-morrow and exchange them." James Sellers.

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Shall we send you a copy of our June issue, with its "special bargain features," guaranteed prices and up-to-date lines?

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LYON BROTHERS

Madison, Market and Monroe Sts., CHICAGO

Wholesalers of General Merchandise. We Sell to Dealers Only.



Men Whose Attentions Are Without Intentions

If I had the regulating of societyestablish a strict time limit on court- tesies for the beautiful but impecuship, and a man would either have to put up or shut up. This thing of a fellow hanging around a girl year after year, always apparently on the verge of proposing yet never doing it, is altogether too common, and it time a halt was called upon it. Modern customs are too easy going. I am not sure that the old plan was not the better, where, when a man wanted to visit a girl he was required to file a declaration of his intentions with his attentions, as a guarantee of good faith and that he meant business.

As it is, the man without intentions pervades society. Every year he grows more numerous and more conspicuous and has things more his own In the democracy of our native land our homes, are run on the open door policy, and there is a continually increasing class of men who take advantage of our lack of protection, and who deliberately make club houses--places where they are warmed in winter and cooled with ice drinks in summer and entertained free of cost at all times-of the parlors of their women acquaintances. They calmly appropriate the best that life can give them of feminine beauty and charm, but without the slightest sense of any obligation or of making any return. They are butterflies that sip the sweets of society, but as for any idea of retrograding into a domestic grub by marrying, their one prayer is Good Lord, deliver me!

So far as older women are concerned, the matter is of small consequence. If they have not sufficient knowledge of the world to rid themselves of dead-beat acquaintances they deserve to suffer for their stupidity, but it is a situation with which young and unsophisticated girls are not fitted to cope and many a one's by the persistent attentions of the man without intentions. Every now and then we hear people wondering why it is that some attractive and charming girl has drifted into old maidenhood. She has always seem ed to be admired and received much attention from men, yet she remains single, while her less pretty and less agreeable sisters make good matches. In nine cases out of ten the answer is to be found in the fact that she was the victim of the selfishness of men who monopolized her society and time and drove other men away, but who had no matrimonial intentions themselves whatever.

If the man without intentions would confine his attentions to unattractive women no one would find fault with him. He might even be a kind of social missionary-a dispenser of sweetness and light to those who sit in the darkness waiting for every day. the man who never comes-and so

fill a long-felt want. But the man and filling her heart so full there will without intentions is invariably pos-never be room in it for any other sessed of good taste. Nothing but man, does not suffice to deter him. the best is good enough for him. You He justifies his course by always never see him singling out the wall flower at a ball for a consoling dance. You never observe him leading the spectacled spinster down to supper or imploring the sentimental fat girl hope going to starve that is fed on to sit out a dance on the steps. On which praise be I have not-I would the contrary, he reserves these cournious belle who ought to be making hay while the sun of her youth and good looks shines, and it is precisely here that his meaningless attentions become so mischievous. It is her dance card that his name fills up, to the exclusion of men with whom she might waltz into matrimony. It is she whom he lures into secluded last turn his attentions to some newcorners and for whom he procures dainty refreshments, which they eat tete-a-tete, while the man who could provide her with these delicacies for life passes by on the other side. It is she with whom he elects to sit sentimentally in the shadow of the oleanders, while young Coupon, gnawing his incipient mustache in the doorway, grows green with jealousy and flies to the smiles of her rival, where he is comforted and to keep away from her. caught.

> Debutantes are his specialty. Every one in society knows the class of men who devote themselves to each succeeding crop of buds. As soon as a girl comes out they surround her; they monopolize her programme at balls; they camp on her mother's parlor chairs; they show up as regularly and as inevitably as the tenor at the opera; they assume an air of proprietorship that is none the less effective because it is intangible, and that keeps other men away; and that ends it. People wonder for a season or two if little Miss Rosebud is going to marry Jack Blase, but nothing comes of it. Her bloom wears off and she drops, in time, into the ranks of the second or third fourth-season-out girls, who are being pushed back into the chairs of the chaperones, while he transfers his disastrous and meaningless attentions to a fresh debutante and goes on his way rejoicing.

If the man who never makes good prospects in life have been blighted is a nuisance in fashionable society, against which the world-wise mother is right to protect her daughter, his selfishness works its greatest wrong when he wins the love of some simple and unsophisticated girl without meaning to marry. She is bright and pretty and charming, let us say, the kind of a girl whom men would find attractive and want to marry. But here comes along the man without intentions. He is, perhaps, more of a man of the world, more highly educated or better looking than the other men in the girl's little circle and he fascinates her. He desires merely to amuse himself and be entertained and he finds that the girl is quick and witty in conversation, possessed of that divine sympathy that comprehends and blends with all his moods, and so he falls into the way of visiting her, going oftener and oftener until at last he drops in almost

That he may be winning her love,

saying that he is not a marrying man and by insisting that his feelings are purely platonic. What woman is going to believe that? Is the daily visits? "He must surely love me," she cries to herself, "or he would not always come," and before that logic all his denials fall dead. She still believes he loves her and will go on believing it as long as he apparently finds pleasure in her society. She will never disbelieve it until, the flower of her beauty faded and withered, her chances in life blighted by his selfishness, he does at er and fresher face. There is not one of us who does not know dozens of such cases as this, and whether the man's selfishness was the result of lack of heart or lack of thought, it was a cruel and a dastardly thing. No man is so lacking in sense or vanity as not to know when a woman loves him, and if he is either unwilling or unable to marry her, he is bound in common honor and honesty

Men are often generous, but they are seldom honest with women, and they do not stop to ask themselves if they are dealing fairly by a girl if they monopolize her thoughts and her time without meaning to offer her any equivalent for it. All they consider is whether it is agreeable to themselves. Nor is this confined to any particular stratum of society The Established in 1873

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man without intentions is every- all and every, the flowers of the where. The other day I got a queer little letter from two working girls giving their version of him and ask- freely according to the customs of ing a bit of advice. For several years, they said, they had "been keeping time against thistles and thorns. And company"-I like that homely phrase -with two young mechanics who were earning good wages and amply able to marry if they wanted to. So persistent were the young men that they had driven all of the girls' other beaux aaway; gossip, of course, prophesied a wedding; and their friends enquired when the happy day was to be, but the young men, so far from proposing, never mentioned matrimony and never even gave the girls a treat, like a trip to the theater or a box of candy or a bunch of "What shall we do?" they ask me. Do? My dear girls, shun those young men so quick you will make their heads swim. Have nothing to do with the man who never makes good. A man who in a reasonable length of time doesn't make up his mind one way or the otherdoesn't clear out and give somebody else a chance or come to the pointis either a moral and social deadbeat or he is too lacking in decision of character for a sensible woman to bother with.

Every now and then we read in the papers of a woman suing some man for breach of promise or blighted affections, because, after a steady courtship of fifteen or twenty years, he suddenly found out that he was not in earnest after all or had changed his mind. To us it appears the most humorous and grotesque thing imaginable, and we can see nothing but a figure of fun in the disappointed old maid appealing from the court of cupid to the court of law, but surely nothing else is really more pathetic. It means so much of the hope deferred that maketh the heart sick, of beauty that faded while she waited, hands, of affection lavished in vain, of shattered dreams, and, bitterest of all, the thought that must sear 'any heart like a white-hot brand-the shame of giving love unasked and unsought. Only a woman of coarse fiber could drag her hurt heart out for the public to gaze upon it, but all about us, within our knowledge, are little tragedies that are hidden from the world-a blighted life, a broken heart, sacrificed to the selfishness of the man whose attentions were without intentions.

Dorothy Dix.

Leaves World of Joy to Mankind. Several years ago Charles Lounsberry, a Chicago lawyer, who at one in a Grand Rapids store, and died an insane patient at the Cook County Asylum at Dunning. Although this man died absolutely destitute and penniless, he left the fol-

sound and disposing mind and memory, do hereby make and publish this, ugly, I would never care to have a my last will and testament, in order, as justly as may be, to distribute my interest in the world among succeed-

only for the term of their childhood, thing for a poor family."

fields and the blossoms of the woods, with the right to play among them children, warning them at the same I devise to the children the banks of the brooks and the golden sands beneath the waters thereof, and the odors of the willows that dip therein and the white clouds that float high over the giant trees.

And I leave to children the long, long days to be merry in, in a thousand ways, and the night, and moon, and train of the milky way to wonder at, but subject, nevertheless, to the rights hereinafter given to lovers.

I devise to boys, jointly, all the useful idle fields and commons. where ball may be played; all pleasant waters where one may swim; all snow-clad hills where one may coast, and all streams and ponds where one may fish, or where, when grim Winter comes, one may skate, to have and to hold these same for the period of their boyhood. And all meadows with the clover blossoms and butterflies thereof; the woods with their appurtenances, the squirrels and the birds and echoes and strange noises, and all distant places which may be visited, together with the adventures there found.

To lovers I devise their imaginary world, with whatever they may need, as the stars of the sky, the red roses by the wall, the bloom of the hawthorn, the sweet strains of music and aught else they may desire to figure to each other the lastingness and beauty of their love.

To young men, jointly, I devise and bequeath all boisterous, inspiring sports of rivalry, and I give to them the disdain of weakness and undaunted confidence in their own strength. Though they are rude, I leave to them the power to make of youth held onto with frantic lasting friendships and of possessing companions, and to them exclusively I give all merry songs and brave choruses to sing with lusty voices.

To our loved ones with snowy crowns I bequeath the happiness of old age, the love and gratitude of their children until they fall asleep.

Reflected Snobbishness.

There is no snob quite so snobbish as a supercilious saleslady. She judges, in nine cases out of ten, of a purchaser's social standing by clothes alone. The bride who figures in this incident thinks it a famous joke herself, but had she been of less aristocratic mould she might have had her feelings seriously wounded. It was time ranked high in his profession, bride and her mother were looking at dishes. They examined several that did not quite suit them. Finally the saleslady who was showing the goods paused before a set of exceedingly common-looking dishes. She I, Charles Lounsberry, being of named the price. The bride turned to her mother and said, "Oh, how set like that." "Why, don't you like them?" observed the saleslady, with evident surprise, as she took in the garments of the other women with I leave to children, inclusively, but a patronizing air. "They are just the

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OWNING OR RENTING.

Which Is the Better Plan for the Grocer?

I think I said my sav several months ago about whether it paid a grocer better to own or to rent his ness, without the least chance of lo-

I believe now firmly that he ought hard-earned trade together. to own, if he possibly can.

the mercy of a landlord.

It is all very well to say, "My landlord would never do anything dirty." Admit that. He wouldn't consider it dirty to rent your store over your head to some competitor when there was not another place you could locate in five squares away. "The just business—that is not dirty." "That's

And yet that might absolutely ruin you, do you realize that?

It seems to me that every few days I hear of a case where a retailer has his store rented over his head. I heard of a particularly tough case only last week

A young fellow I know has had fierce luck all his business life. Not through any fault of his own either. He started in business in a new suburb of Philadelphia about five years ago. He went to the place too soon; it wasn't built up enough then to support him. So scratching wasn't any name for what he had to do. He made both ends meet, but not a hair's breadth more.

What made it worse, for three years he had sickness in his family and tremendously heavy doctors' bills. One surgeon who performed an operation on his wife sent in a bill for \$300, so you can see what he was up against.

Well, he got behind, and two or three times was on the edge of stepping out and getting a job somewhere. But he stuck it out, and gradually, very, very gradually the tide turned. More people settled in the place, new houses went up and were filled and business began to look up. He began to get ahead, and for a year past has been making good money. His wife got a lot better and the young fellow thought a little good luck was heading his way at last.

There is only one other grocery store in the suburb, so the full meaning of what I am going to tell you now will be understood.

One month ago he got notice from his landlord-he was a renter-that at the end of three months he wanted possession of the store. The grocer thought it was only a question of more rent, which he could afford to pay, so he went without many misgivings to talk it over.

No, it wasn't a question of more rent, the landlord simply could not renew the lease, that was all. The young fellow labored with him, but he could not do anything with him. It afterward developed that the landlord's son had in some way gotten on to the good business that was doing there, and coveted the store for himself. Before he fixed up the phia dealer whose corner they got scheme he slyly canvassed the entire place and found that in all that He got another store, across the

has put in five years of the hardest kind of work building up a business. At last he has it. Naturally it clusters around that particular store. In two months more he will be ousted from both the store and the busicating anywhere near and holding his

It is desperately hard luck, and it If I were a grocer I'd never in the looks like a filthy trick on the landworld put a prosperous business at lord's part; but it is not. He has a right to rent his property to whomever he likes.

There is absolutely only one way to prevent this, and that is to be your own landlord

Of course, a man booted out in this way can occasionally get another store in the same neighborhood and so hold his trade together. But try as he will, he always loses a lot of customers after he moves. They are fickle toward the grocer personally, but constant toward the store, it seems to me. They say they will stick to him-"of course we will give you our trade, Mr. Jones"-and they do for a little while, but if it is more convenient to go to his old store sooner or later they drift back to the fellow who superseded him.

Why, I was talking a year to a grocer whose store had been rented over his head to a fellow who had moved in and started another grocery. He got another store about four squares from the old one.

"Will you be able to hold your old trade?" I asked him when he told me about it.

"Sure I will," he replied enthusiastically. "Why, Mrs. — up here. a particularly good customer of mine-has to walk five squares to come to me now-she came to me when she heard I had to move and told me herself, without any asking, that she intended to buy all her stuff from me just as she had done."

A few months later I saw him again in his new store.

"Did you lose many customers?" I

"Well, yes," he answered, in a sore sort of way, "I did, quite a lot."

"And Mrs. --," I added, "did she keep her promise to come the extra four squares?"

"She did for a while," he answered, "but I suppose it got too far to walk. I haven't seen her down here for several weeks."

Yes, they're fickle, consumers are. Their loyalty mighty seldom stands the test of a little inconvenience.

I say again that the only man who is absolutely safe against losing his store on three months' notice, and his business with it, all or in part, is the man who owns not only the business, but the store as well.

In some lines concerns have spies out hunting for good locations, and when they find them they will rent over the present tenant's head, if they can.

The United Cigar Stores Co., chain cigar store concern, does this right along. I know one Philadelaway from him in exactly this way. territory there wasn't another proper-ty available for store purposes. street, and run it for a while, but he is in the bankrupt court now, where Now, you see, here is a man who he would never have been had he

Flint's Star Brands of Teas and Coffees



A Satisfied Customer Pleases You More Than Anything Else

FLINT'S TEAS AND COFFEES

Make Satisfied Customers

DO YOU KNOW that every time you sell teas and coffees to a man you are either making or losing a good customer? Do you take the trouble to consider that the flavor and blending in such articles of necessity are to be the tests of whether you—as a grocer—are reliable or not? THEY

Through the peculiar process which we have in the roasting and blending of our coffees, we get that fine flavor that "takes." Flint's Star Brands have long had the reputation for purity unequalled by any other, and to you, for your trade, they are indispensable. Try them and see if what we say is not true.

Send us a list of what you need, tell us what your trade demands and we will fit you out. WRITE TODAY.

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MILWAUKEE, WISCONSIN



How Much Owe

This question is a very common one to that class of merchants who still cling to the old antiquated method of accounting-Day-book and Ledger.

Has this Old-Timer ever been handed to you, and did you have to say, "Wait a few minutes," or "Call in a few days and I will have your bill ready."

Our Keith system posts your accounts up-to-the-minute as you are waiting upon your customers. You can settle with a customer just as quickly as you would sell him a pound of rice.

This system has an Individual Book for each customer numbered in duplicate, so that charges can not be lost, forgotten or manipulated. It takes care of your business down to the smallest details and all with one writing.

It is the most practical and complete credit system on the market. Write at once for our catalog and prices.

The information is yours for the asking.

THE SIMPLE ACCOUNT SALESBOOK CO. Sole Manufacturers, Also Manufacturers of Counter Pads for Store Use 1062-1088 Court St. Fremont, Ohio, U. S. A.

owned the old corner and been able such exquisite condition. This habit to hold onto it.

"Where are you going to get the money to buy real estate with?"

Old man, if I knew where to get the money I'd never tell you.—Stroller in Grocery World.

About Sleeping With the Windows Wide Open.

Written for the Tradesman.

If any of you lady readers have is too shabby to get any more servused to keep the feet and knees warm at night. Fold it up neatly and lay it on the radiator, or hang following days. With proper care, near other means of heating, and on and if dressed snugly-a great esretiring you may make yourself thoroughly comfortable. Indeed, if the night robe and a woolen blanket or flannel dressing jacket are also warmed and a little blanket or other piece of flannel is pinned around the head, a hot water bottle placed at the feet or knees, and plenty of warm bedding be put over you, you may defy the cold and have all the windows of your sleeping room down from the top and up from the bottom, as far as they will go-so as to obtain the greatest amount of air possible in the construction of your sleeping apartment and still not take cold. But your bed must be so placed that the draught does not strike the top of the head. Always have the wind blow from the feet to the head.

I myself was troubled for years with taking cold at night, no matter how warm I was on retiring. My bed stood in the southeast corner of the room, with the head at the south. close up to the east wall. There is a window on the east near the northeast corner and also one on the north. I would not be in bed two minutes without beginning to feel myself taking cold. Finally, I thought I would try sleeping with my head at the footboard, which happens to be very high. I did so, and have not once suffered with colds from this source since the change. Old Boreas sweeps through my room like a cyclone and disturbs me not in the least.

One should not sleep in a hot unventilated room. The heat may be left on the same as for the daytime, but there should be enough fresh air admitted to so cool the temperature that the air feels cold rather than warm. If you follow this course, when you get up in the morning you will feel invigorated instead of enervated, provided, of course, that you have given yourself sufficient time for a "good night's rest," always remembering this rule: For your "beauty sleep" one hour on the first end of the night is worth two on the last end.

Don't sleep on a fat pillow. If you must sleep on one let it be a tiny affair. If you have been sleeping on a big pillow, gradually get used to a smaller one until you have reduced the proportions to nothing-or next to it. "Top off" with a folded Turkish towel.

The women of Japan sleep with a tiny padded block of wood under their heads. That is one of the secrets why they keep their hair

also makes them straight. You can not recall, among the Japanese ladies you have ever seen, one who was tainly make and keep you roundshouldered.

As to the hair, by the way, when you have been visiting the Beauty Doctor lightly pin all over your a woolen dress skirt or petticoat that newly-coiffured tresses a firm-meshed vail. You will be surprised to see ice out of, it may be washed up and how it will be a great help in keeping your hair in neat condition for the following day-and several other sential-the hair need not be taken down for a week. Naturally, this course is destructive to nice hair, as it requires to be taken down every night and brushed and brushed and brushed-"and then some." The hair needs air through and through it to make it grow, just as a plant does. I learned this about sleeping with the head done up in a vail from an actress, who had just had her hair Marcel-waved at the Beauty Parlors. Lucy.

Penny Wiseness on the Part of the Employer.

Failure to recognize in a reasonable manner the ability of an employe is many times an extravagant manager of a store. Especially is that so when the ability has been proven to satisfaction. We have often had

who are accustomed to store man- other locality under other employers. ners and methods and customers rather than attempting to find outsiders who are recommended as benot as straight as a rod; I can not. ing superior. The superiority may be Sleeping on a large pillow will cer- true as adjudged by the standards of others, but it always has to proven in the new situation. And the older employe knows already many things necessary to know which the new one has to learn.

A few days ago a woman celebrated her tenth anniversary as an employe of a store. During that time the store has expanded many times, and this woman has proven so good an employe in the muslin underwear and corsets that she has never been transferred. During the ten years the head of the stock has been changed three times, but this old, faithful and really competent clerk has never even been offered the higher position or asked if she would accept it or thought she could fill it. However, on numerous occasions, when the head of the stock was absent, she has been called upon to buy, to settle points in dispute, to unravel tangles of various sorts relative to the stock and always to coach new heads for many days after charge has been assumed. She is liked by the trade, is sought by customers. knows well the policy of the store and understands the department almost perfectly; and all that on seven dollars a week for oversight on the part of a retailer or the last five years. Seven dollars a week because an invalid mother without other kin and attached to a small home which she owns prevents occasion to urge the finding of nec- the daughter from strongly asserting essary business material among those herself and attempting to rise in an- we happen to be the mark.

The circumstances are completely known to the woman's employers.

Waiving all references to the justice of the thing, these men who persist in holding their clerk down are doing themselves a very considerable injury by refusing to give her responsibility, position and better pay. An advance to the head of the stock, with even three dollars a week more pay, would give that stock an impetus and vitality it has not had in many seasons. Ostensibly, one hundred and fifty dollars a year are "saved." Shall we moralize?-Drygoodsman.

The Long Wait.

Bill Nye when a young man once made an engagement with a lady friend of his to take her driving of a Sunday afternoon. The appointed day came, but at the livery stable all the horses were taken out save one old, shaky, exceedingly bony horse.

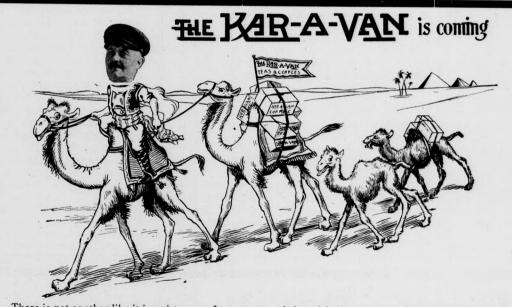
Mr. Nye hired the nag and drove to his friend's residence. The lady let him wait nearly an hour before she was ready, and then on viewing the disreputable outfit flatly refused to accompany Mr. Nye.

"Why," she exclaimed, sneeringly, "that horse may die of age any moment."

"Madam," Mr. Nye replied, "when I arrived that horse was a prancing young steed."

It's no use talking about looking up if your life will not bear looking into.

It's easy to toe the mark, unless



There is not another like it in existence. In every town it has visited may be found better satisfied Grocers, with better trade and better profits. We intend to visit every town in the State before fall. If the advance agent has not called on you yet write us for information. We can show you the read to larger trade and larger profits with new ideas and novel methods.

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WE LIKE TO WORK.

It Is the Only True Pleasure in This Life.

If we only knew it we like to work. We all of us insist upon having something to do. And when fate does not force exertion for bread and bed we are sure to work for fun, perhaps only with parties and gold sticks, but, if our forces are expended on higher planes, with painting and poetry and all the beautiful This is the story of the fine arts. They came through the favored folk whose bread not only but tarts and turtle soup were provided as effortlessly as the manna of old and whose energies were vented not for gainful gold but for pure delight in new ways for new things that not yet had become necessities for the wider world.

But in reality all of us do work for a living. Did we not we should perish of atrophy. "Keep moving" the Christmas signs say in the shops, and so saith old Mother World to all of her children. Brains need work to render and keep us nimble of wit, muscles must exercise if they would be strong. All the ills that flesh is heir to, shall we say, proceed from lack of exercise? Not only is it pleasant to exercise our faculties normally but it is in this normal exercise that "all pleasure, all enjoyment, and all good consist. All want and all pain and the whole of the so-called Welt Schmerz are due to restraints of one sort or another upon this exercise."

When there is no other form of this pain there remain the pains of ennui, the most insufferable of all. These are the miseries of the leisure ones. They must work or suffer the pangs unendurable of nothing to do. Normally they do follow Veblen's splendid instinct of workmanship and do something useful and are scientific, artistic, philosophic, religious. And abnormally they give balls to the monkeys.

They work abnormally, in part because certain sorts of movements have been labeled play and patrician and certain other sorts have been labeled work and outcaste. That is one reason why we like and dislike them. And part of the dislike is lack of ability. Some play is higher caste than work, and some play is easier than work.

Time was when none of us could not suffice he was killed.

at play in desultory, dallying, spasmodic activities. It could sleep, eat, laugh, but it could not work. In the beginning no one liked to work and no one could work, and only through many of our faraway ancestors failed centuries on centuries of enforced toil have the fittest to work learned side, unable to adapt their wild, free, to work and survived to work. The original problem, says Lester Ward, the captain of the sociologists, was how to make men work.

The human race has been radically transformed in this respect. The their new born powers of endurance modern industrious artisan or laborer utterly is unlike his primitive ancestor. Compare him with the North of this gross difference. Compare him especially with those tribes that have the Europeans.

Only those who have had considerable to do with these races realize how impossible it is for them to do anything that we call work. The total lack of power of application, especially among the men, is an almost universal characteristic. It is the daily drudgeries of the women folk busy with the eternal feminine round of feeding and clothing and giving birth to the world, incessantly performed, that bear semblance to the steadiness of modern labors. Men of the primitive type would be perfectly worthless in the industrial world to-day. Their productive power in the economic sense would be nil.

Was it Wizard's wonders that taught man how to work? Did primeval man sip a potion that transfigured silly King Dodo into an energetic laborer? It was the good gift of slavery-our power to work. It was the social mission of slavery, according to Ward, to convert mere activity into true labor. The aim of the conquering race was to gain the maximum advantage from the conquered. And the only permanent valuable belonging to the victims, as the ancient victors astutely saw, was their energy. This energy must be

Men and women were enslaved and now must needs go on with untoward toils, not because they loved them nor because they could cope with them, but because they must do or die. The lash ever was near, and if the lash failed the slave was tortured, and if the tortures did

not been written of those times. They and learns to pitch and catch and too terrible and too real. Shall we ever know or guess or dream how and fainted and faltered by the waycapricious lives to toilsome tasks, how many yielded their places to harder, more flexible and mobile types that could bear the burden and transmit some small increment of to the coming race?

Most of us have been slaves in our primeval pasts. The conquering American Indian for some little idea races ever have been few and the conquered ever have been many. Athens, when the census was taken adhered to the tribal customs and in the fourth century B. C., had 21,have adopted none of the habits of ooo citizens, 10,000 foreigners, but 400,000 slaves. It was the toiling millions through thousands of generations that evolved the powers of labor for mankind, evolved the powers of systematic sustained activities which superseded the whimsical movements of the primitive pastimes.

And after the race thoroughly had acquired the habit of work it began to like and love it. One of H. C. Bunner's tiny tales chronicled the courtship of a pair who had fallen in love through the "fatality of proximity." And the "Tale of the Shark" relates the fortunes of the beaver and his enemy out in the storm, "who merely from nervousness, not from good will, marched along shoulder to shoulder.

Men sadly marched shoulder to shoulder merely from nervousness and not from good will with their work, and by the fatality of proximity they acquired the habit of work and finally fell in love with it. And after awhile when the habit became especially strong they could not get work that was hard enough. Wise ones have intimated that the work of the world sometimes would be better done if some of the reasonably clever folk did not fancy they were passing clever, and weep for more worlds to conquer, and demand harder, heavier, more wonderful work than they well can do.

But meantime some sorts of work are losing caste. Imagine a child playing with a ball, tossing it haphazard as it will, and letting the ball lie when wearied, which will be right

were too terrible to put into print, joins a baseball nine, and by now he likes pitching fancy curves and will have nothing to do with anything less difficult. That is a parable of the opprobrium attached by us haughty humans to certain sorts of toil.

It is all artificial ,this distaste for labor. M. Adolphe Coste, the prominent professor, has studied it all out and he has shown the rest of us who are less prominent in affairs of sociology that employments which now are exclusively followed by the working class and which no gentleman of leisure would deign to pursue were the pride of the greatest men of antiquity.

Many of these were expert masons, carpenters, tanners, forgers, dyers, The men of to-day will not tan and carpenter, but they will row and fish and follow the chase for the satisfactory reason that these are among the privileged pursuits, whereas reaping corn and sowing are peasant occupations which folk of high degree are obliged to disdain, although their natural faculties and capacities may be prime for a farmer's life.

All the race practices useful arts, practiced them until their toils took caste and the lower castes fell into disrepute and were permitted only to people of low degree.

In and of itself there is nothing odious in work which does not exhaust the system. Both body and mind enjoy activities when they are not fatigued with the effort to satisfy the needs of existence. "So long as work is in repute, so long as it involves no loss of caste, it will be done."

Several illustrious thought about this, Charles Fourier, the father of Fourierism, perhaps first of all, and he begged us to find a way for redeeming our pristine pleasures in useful labor.

Spencer followed in his wake. When we have come fully to recognize the truth that there is nothing intrinsically more gratifying than the efforts by which wild animals are caught, argued the eminent Herbert. than in the efforts expended in rearing plants, and that the combined actions of muscles and senses in rowing a boat are not by their essential natures more productive of agreeable To try taking aim would be feeling than those gone through in irksomely difficult. But under fear of reaping corn, but that everything de-The human race was a child The "Uncle Tom's Cabins" have a whip and torment he does take aim pends upon the co-operating emo-

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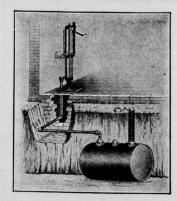
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tions, which at present are more in accordance with the one than with or no scope, and increase of those which it persistently exercises, the things now done with dislike from sense of obligations will be done with immediate liking, and the things debe desisted from because they are

And then he asks us: "Can the human constitution be so adapted to its present conditions that the needful amount of labor to be gone through will be agreeable? An affirmative answer to most people will seem absurd-although they probably know some who so love work that it is difficult to restrain them, although here and there they meet one who complains that a holiday is a weariness; yet it does not seem to them reasonable to suppose that the due tendency to continuous labor, which now is an exceptional trait, may become a universal trait."

Ada May Krecker.

Few Cliff Dwellers Survive. Cliff dwellers of to-day are the primitive Hopi communities in Arizona-seven Hopi pueblos situated high on the mesa tops. There are about 2,000 people, without jails, hospitals, asylums or policemen, selfsupporting and almost without crime. Hopi villages are built on the defensive plan. The house clusters generally are two stories in height, although at Walpi and Oraibi four more often are seen. The building material is stone laid in mortar and mud, and the fronts of the buildings have a general tendency to face eastward. In former times the back walls had neither doors nor windows, and the only entrance to the lower story was from above by means of ladders thrust through holes in the Ladders or steps cut into the partition walls afforded access to the upper stories. The necessity for being constantly on the defensive arose from the fact that the daily life of the Hopi was fraught with danger. In the old days they were the constant prey of the ferocious nomadic tribes around them, and unrelaxing vigilance was necessary to prevent extermination. In the present day this danger is past, but the Hopi still must struggle with natural forces that seem at times enough to overwhelm them. Their little farms have to be watched with the greatest care from the time the corn kernels are planted in the damp sand of a dry stream bed until the tender plant sees the light of day. Then wind breaks must be erected to protect the growing corn from the ever shifting desert sand, which would bury it in a night, and shades must be built to keep the fierce sun from burning it Then come rabbits and other animal pests, to say nothing of thieving Navajos, and, as if that were not enough, at any time great floods may come down the natural water channels where the Hopi plant their corn, son may shrivel the growing crops.

Spectacles of Modern Invention.

Did Nero wear spectacles? Pliny the other, we then shall infer that relates that the Emperor Nero used along with decrease of emotions for a precious stone through which he which the social state affords little gazed on the gladiatorial combats. Dr. Magnus, the latest authority to examine the passage critically, holds that this means that the Emperor was in the habit of gazing upon an emerald which he used to carry with sisted from as a matter of duty will him for the purpose of resting his eyes when they became tired of looking at the shows. This view is corroborated by the belief of antiquity that green has a restful effect upon the eyes. Contrivances for bringing the rays of the sun to a focus in order to produce combustion have been employed almost from time immemorial. Burning glasses were used to kindle fires and these must have been of considerable size even in a country like Greece, where the sun shines hot most of the year. Moreover, we are told they were kept in chemists' shops for the purpose. Al-though the art of making glass of certain kinds is old, spectacles had to wait the discovery or invention of some method that would produce it perfectly transparent. Specimens of glass have been found in the Egyptian tombs more than 4,000 years old, and glass bottles are represented on tombs at least 1,500 years earlier. In Mesopotamia the art of making glass has been traced for at least 2,000 years B. C. But all of the glass of antiquity was of inferior quality and was almost useless for purposes where the rays of light were to be transmitted unbroken and with undiminished energy. Mirrors also were made in Egypt thousands of years before the Christian era.

Springs Foretell Weather.

Facts recently were presented at a lecture delivered by an official of the Weather Bureau that tend to show that the surface of the ground water in a well is much more responsive to atmospheric changes than is the barometer; and in stormy weather, according to the official quoted, the movements of the water surface are so complex and so short in period that a rapidly moving chronograph is required to separate them. So, too, the discharge of water from springs changes greatly with variations in the pressure of the atmosphere. These facts suggest the scientific reasons for the use, which has sometimes been made in popular weather lore, of springs and wells in predicting

But He Could Eat.

Mamma to family physician)-Doctor, what are the symptoms of this new influenza?

Physician-It begins in many cases, madam, with a feeling of languor-an indisposition to any kind of exertion-

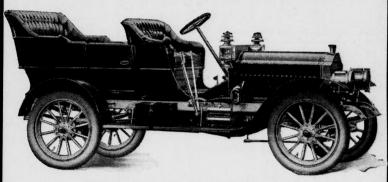
Willie (setting down the coal bucket)-I can feel it coming on,

Physician-And a total inability to eat anything.

Willie (picking up the coal bucket with great promptness)-But I or the burning sun of a rainless sea- don't think I'm going to have it very

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CRANKY CUSTOMERS

They Show Up Often at the Handkerchief Counter.

Written for the Tradesman

She was standing behind the handkerchief counter, a petite brown-eyed creature that reminded one somehow of a fawn. Her timid air does not deter her from attending strictly to business, but she is very quiet about it. She never seems to be gossiping with her mates behind the counter, but always to have plenty to do between times-during the intervals from customer to customer-in tidying up the shelves before which she stands all the day long and in sorting over the misplaced goods on the counter.

"Don't you get very, very tired?" I questioned, as a little unconscious sigh escaped her lips.

"Oh, 'yes," she replied, "but I try not to show it to my patrons. I endeavor so to bury myself in my work that they won't see how very weary I am. We are supposed to sit down during lulls in trade, but they occur but seldom, so that almost all the girl clerks find the work hard. Of course, the men don't notice so much the being on their feet so many hours, and the robust girls and women don't complain a great deal. We weaker ones don't talk about it any more than we can help, but many and many a day I am so tired by 3 o'clock that it seems as if I can not stand up another minute, and at that time we have the biggest rush of all day-so many people we can hardly get them waited on properly. At first, when I found I had to support myself, I didn't see how ever I could become a clerk in a store, but it does not seem so hard as it did, and I suppose bye and bye I won't notice the being on my feet nine hours at a stretch.

wait on I don't mind it so much for they make the time fly, but I don't like to wait on trying ones.

"Yes, every one is different and I have to get up a new line of dealing for each person. There are certain general rules to go by, naturally, but birds, Angora cats and goldfish in each customer is pretty much a 'law the way of pets, and one of the bigunto herself' and must be treated gest automobiles of all the country accordingly. Some of them like to round, and the lady may use it, and and breeders." have conversation opened up and not only that, but drive it herself, any others will freeze you with look and time she wants it. Did you ever

one day who seemed sort of companionable. She wanted to look at expensive lace handkerchiefs. I got out some of my nice ones, but had a few others still more costly in re-

"No, she wanted something better than the first, 'something as good as this,' she remarked, taking from small parcel in her bag a beautiful keep her husband in love with her lace-trimmed handkerchief

"She handed it to me and I held it admiringly.

"That is certainly a very beautiful pattern in the border,' I said, enthusiastically, and glanced at her in a friendly way, thinking to make a little talk over the handkerchief.

"Did she unbend and be chatty? Not an inch and nary a chat! A cold look of disdain crept into her eyes and a hard look put lines in her face. She was really a pretty woman and no wrinkles were visible before my inapropos observation anent the beauty of her personal property, but now they appeared in half a dozen directions as she sought to put me downto crush me.

"I hadn't done anything so very terrible, so I consoled myself with the thought that the world wasn't all like Her Ladyship; that most people are pleased to have their pretty belongings noticed and praised; that I make many a sale by showing a little interest where otherwise I wouldn't sell a sou's worth.

"There's one wealthy woman who is the exact opposite of this one who acted so mean to me. This other rich one is so gracious and cheery with the clerks that we love to see her coming. Her husband is generosity personified with her. He thinks the world and all of her and gives her dead loads of money to do with just as she pleases. He certainly dresses his wife 'fit for a queen.' She is a beautiful woman and her husband "When I have nice customers to has sense enough to see that her beauty is added to by elegant clothes. Nothing is too good for her, he thinks, and even wants her to have more fine dresses than she does. Her home is filled with comfort and costliness. They have horses, dogs, deer, manner if you attempt to say 'Boo!' hear of any woman havin' such a "An apparently rich lady came in puddin'? Why, Mr. Blank just thinks row.

the world was made for his wife!" "And Mrs. Blank?"

"Well, Mrs. Blank doesn't attempt so awfully strenuously to undeceive her spouse along this line! She 'takes the goods the gods provide her' and thoroughly enjoys herself 'from early morn till dewy eve.' If she knows when she's well off she will try to

"As I said, we are all so fond of her here, and many's the nice bargain the clerks keep in the background and tell this lady about, and of which she gets the benefit. She's always 'picking up bargains' in this way and so is able to dress even better than perhaps she otherwise would.

"How different from that hateful woman! This lady often shows us clerks the pretty things she has bought in a different department from the one each of us keeps, or goods she has purchased at some other place, and she seems to take delight in our appreciation of them.

"How I wish all the rest of the women who trade here were like this one. Store life then wouldn't be the arid desert it now sometimes

Snails as Sheep Food.

"Most people would be horrified to hear that the finest mutton in the world comes from sheep fattened on snails," says a large breeder of Southdown sheep; "nevertheless, it is a fact. In seasons when snails are plentiful the mutton from our sheep has delicious flavor which it never acquires from the most scientific form of feeding. On the Continent a diet of snails is a regular cure for consumptives, and is said to fatten and nourish the body in a wonderful way. There is a popular superstition," he adds, "that the unique and delicate flavor of Southdown mutton is due largely to the quantity of wild thyme which they crop with the grass in the pastures. But, personally, I give the snails the greater part of the credit for the soft, plump flesh and the sweetness of flavor in our celebrated sheep. So much is this the case that the saying, 'Good snail year, good sheep year, has become almost a proverb among shepherds

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TRADESMAN COMPANY, Grand Rapids, Mich.

THE STEADY WORKER.

Few Employers Care For Unusual Cleverness.

as busy as it is-that is, since the era of strenuous endeavor in business became the rule in commercial life-the constant concern among employers has been to secure the services of men who are faithful and steady all the time. The world is full of brilliant fellows-men who have ideas, and initiative, and cleverness, and inventiveness-but probably ten out of fifteen of them are failures, whether working for some one else or for themselves. Often men are found in lowly positions or in mediocre employment who are as bright and shining mentally as the proverbial mirror, yet they do not hold their positions long.

Business men have come to know this, and they hesitate long before employing men who come to them with recommendations or claims of unusual cleverness. This anomalous condition is due to the fact that they force, which goes out when continuand have found the ten to be failures.

Why are they failures? Because they are brilliant in spurts, clever by starts, and inventive by fits. cause, if they are consecutive in their cleverness, their brilliancy, their inventiveness, they are only so until the opportunity arises for intemperance or laziness to take a hold upon them, and then they are not only of no value in business life while their attack lasts but they are a positive detriment to business because they mentally are unbalanced and apt to commit serious errors or to act toward patrons in a way to offend them. These faults are fatal and not to be condoned by brilliancy, cleverness or inventive genius.

This condition, deplorable as it is, is better illustrated in the newspaper field than anywhere else. A few years ago, say fifteen, newspaper editors, reporters and artists were notoriously intemperate. It was their common fault to either be drunkards or addicted to drugs. was the nightmare of the average city editor of a great daily newspaper that he never could be absolutely certain that the reporter he sent out to cover an important story would return for a week. He never was quite sure that the story would be covered. His men commonly were intemperate and some of them uncontrollably so. It seemed that the more brilliant a man, the less reliable he was. Because of this unfortunate condition the custom grew up in newspaper offices always to keep in employment one or two men who were steady going old Dobbins, never brilliant, never resourceful, but always at the plow and always ready to turn a furrow, though it be not so well turned by half nor as quickly as that of the brilliant ones.

and kept at light routine work be- their properties are intermediary be-

cause the heads of the great newspapers feel a deep gratitude to them for faithful services rendered.

Since the business world became The one unforgivable fault in a newspaper office is intemperance and consequent unreliability. Men who once belonged to the unreliables were forced, by loss of position and inability, to get another, to reform. There are none of the old-time drunkards to be found, and the brightest minds now are to be found in newspaper work because it is known that temperance, reliability, continuous sanity, steadiness and brilliancy must go together or there is no place on a newspaper open. Ability and reliability must go together.

There hardly is a business man at the head of a concern which employs many men who has not experimented with men of the type who have ability but not reliability. These experiments have cost them money and mental worry. The busy business man with large interests would as ous mental worry comes in. That is why men of only moderate abilities, just plain plow horses as it were, often are found in positions of considerable importance, while other men whose abilities are known to be greater, whose minds are brilliant, who are full of ideas, either are in lowly positions or are denied positions altogether.

In the great commercial world it is necessary that the head of a business tude of sins but they can not hide be left free to plan, and that he have men under him who will execute. Orders not carried out, or perversely executed, ruin the best laid plans. That, then, is why men who have business organizations of great importance prefer, when they have the choice-and they always have it-to surround themselves with men of reliability coupled with only a modicum of ability rather than with men of great ability with whom no reliability is coupled.

That, too, is why the leading business men of the world are throwing their influence to the movement for temperance and for control of the liquor habit. They have personal aims to gain by the spread of temperance-business interests to serve -and they feel and know that if the young men can be kept free from influences which make them unreliable the average of ten in fifteen of unreliable brilliant men can be raised, and they hope for the time when all men, or at least fourteen out of fifteen, who have ability will also have that splendid characteristic, reliability.

Robert E. Lee.

Matter Full of Energy.

The dematerialization of matter is the theme of Gustave le Bon's, the famous French chemist, latest preachment. He sums up his conclusions in seven striking postulates: Matter. To-day, although conditions in which formerly was supposed to be newspaper offices have been revolu-tionized, one or two of these steady the continued dissociation of the going, reliable men are to be found atoms of which it is composed. The in every newspaper office of any size. products of the dematerialization of They are retained in their old days matter constitute substances which by

imponderable ether, that is to say, between two worlds, which science hitherto has profoundly separated. Matter formerly regarded as inert and perfectly capable of giving back the energy with which it has been first supplied, is, on the contrary, a colossal reservoir of energy-intraatomic energy-which it can dispense without any outside borrowing. It is from the intra-atomic energy, which is brought into manifestation during the dissociation of matter, that the majority of forces of the universe, especially electricity and solar heat, result. Force and matter are two different forms of one and the same thing. Matter represents a stable form of intra-atomic energy. Heat, light, electricity, etc., represent unstable forms of the same energy. By dissociating atoms, that is to say, l.y dematerializing matter, all that is effected is the transformation of the stable form of the energy called matter into these unstable forms known under the names of electricity, light, heat, etc. Matter, therefore, continuously is transformed into energy. The law of evolution applicable to living beings equally is applicable to the simple bodies; chemical species are no more invariable than living species.

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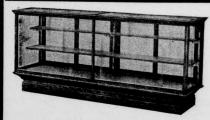
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TOO MANY RULES.

Wasting Brains by Too Much Red Higley's fomfoolery than any other Tape.

Excitement reigned among the employes of the Universal Trading Company. All the clerks, packers, inspectors, truck drivers, and even the office boys felt different, not to mention the men at the top. That tired, apathetic feeling, which had prevailed in a good many quarters but a week ago, was no more, for Frederick Hawley, originator and owner of most of the concern's stock, was back, and his influence was an electrifying one. Old workers for the firm soon began to disseminate stories of the wonderful way he had of advancing \$18 a week men to \$40 per week positions if they showed any marked talent for certain jobs, and on the other hand it was remembered how quickly he could fire incompetents in high quarters without putting on velvet gloves to accomplish the task. His hand on the controlling parts of the big business machine quickly was felt, and it almost instantly responded by grinding months? Formerly it was a year and out faster and more efficient work.

Hawley was going out one day to lunch, when something gave him quick pause. He saw a man coming out of the superintendent's office, his face red, and his whole figure denoting menace and indignation. In his hand he held an order on the time

office for his pay.

A minute or two later Hawley touched the ex-employe on the shoul- What was his offense?" der and remarked: "I saw you quitting the Universal a short time ago. What was the trouble?"

cial work, and don't know whether I'll stick to it or not. But I'd like to have a line on the concern. Fact is, be I can suggest some more." I don't know enough about 'em to feel the confidence I should.'

"Well, take my advice: Don't go to work for the Universal if you can than worth it." possibly get a job elsewhere. A man swell place, but since Hawley made strangle his superintendent. a pile on some outside deal and went to Europe it's got the reputation of Mr. Hawley's back now, but I guess it's only for a short stay."

"Doesn't Higley, the superintendent, get a good reputation?" queried Hawley. "I heard he was a splendid fellow."

me? Say, he's one of the biggest disappeared as he rose from his cranks on the face of the earth. If you turn around too quickly you got up too and faced him. break one of his rules; if you don't turn quickly enough you smash another. I believe he makes rules in his sleep. There are a hundred and in words which seemed to come fifty separate instructions on how to write and how not to write letters. If you get a new idea you have to write three sheets of paper about it. If your own common sense tells you to do a thing right, you have to get an order countersigned by sixteen different heads of departments be-

structions. It's the house of rules, and more men have quit through cause. That's what we had the row about," added the man, cheerfully.

"Give me your address," observed Hawley, as he was about to leave the man at the corner of a street. "Maybe I'll hear of something for you in the next few days, and if I do I'll write."

Then the boss went straight back to his place of business. Arrived there, he asked Higley to bring in his records of employes, reasons for For discharge, list of wages, etc. two hours Hawley said little as he looked over the papers and books before him. He made a large number of notes, however, and occasionally insistently asked why such and such a man had been discharged.

"Do you know, Higley," said the boss at length, "that you've discharged just 785 employes from this place in the last fifteen months? Do you know that the average length of service of employes here since I've beer away has not been more than five a half. How does it happen? Salaries are lower, but the results have fallen off in a marked degree. Are you all the time getting hold of the worst kind of human material, or is it that the heads of departments can not handle men properly? I see that you discharged a man at noon, a little, red headed fellow; he looked a straightforward kind of a youth.

"Breaking rules. He's been breaking rules ever since he set foot in the house. If the men here would only "Do you work there?" queried the live up to the rules and do every-"I haven't seen your face be- thing just in the manner they're inre."

Structed there wouldn't be any trouble whatever."

"Good," remarked Hawley. "Good. Suppose you outline those rules; may-

"It would take several hours to go

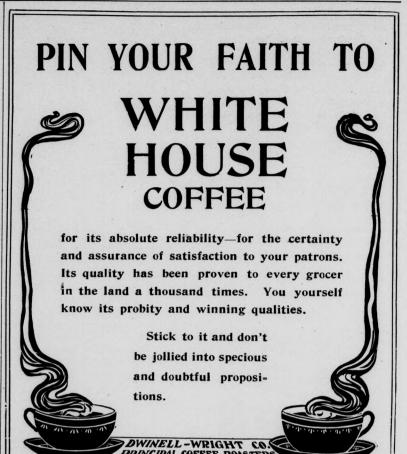
over them," answered the other. "Never mind, perhaps it'll be more

Hawley sat through the reading to who's been working there for the the bitter end, although at times he last five years told me it used to be a felt an insane desire to get up and

When the last rule had been quoted the boss leaned forward and askbeing one of the worst in the city. ed: "Are all those rules your work? Didn't you have somebody to help you get 'em up?" "No," was the answer of the superintendent, a glow of satisfaction overspreading his face. "I did it all myself."

The unfathomable smile which had "What, the man who discharged been playing around Hawley's lips seat. Involuntarily the superintendent

"When I gave you that job as superintendent, Higley, I took you to be a man of brains," said Hawley, white hot from a blazing mental furnace. "Now I see that my mistake has cost me many thousands of dollars in profits. You are not and never can be a successful director of other men. Every rule you have down there, with a few exceptions, shows an overweening belief on your fore you can go ahead, provided you part that you, and you alone, have are butting into one of Higley's in- brains. You like to rule, not be-



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TRADESMAN COMPANY, Grand Rapids

cause you are ruling for the good of the house, but through a lust of buying, and he likes to feel the impower which likes to see men cringe, fawn and demean themselves before you. You and men of your ilk destroy initiative as water puts out fire, and initiative, enthusiasm and zeal, controlled, but not thwarted, directed, but not repressed, are as essential to the lasting success of any business as the making and selling of good goods at right prices.

"Since you've been running things, Higley, you've thrown on the scrap heap hundreds of pounds of good human gray matter. You've had good men in here, and never given them the ghost of a show, and many old employes have undoubtedly through your wretched lack of ability to handle people properly."

He ceased, for Higley was now sitting down, his face between his hands, looking nearly the color of the white papers spread out before him.

The years seemed to slip away from Hawley. Once again he seemed to see the face of Higley, the office boy, caught in a fault, and not the mismanaging, tyrannical super-

He went around the table and laid his hand gently on the other's shoulder: "Forgive me, Tom, for being so brutally direct in my speech; but it is absolutely impossible for you to hold down your present job. There's a vacancy in a Newark factory I own, or you can have your old place back here. But think it over tonight, and remember I spoke under the influence of a hot temper."

"Strange, the way men are built," muttered Hawley to himself, after the now ex-superintendent had gone. "It must be a constitutional defect in his makeup. Reminds me of some of those Russian autocrats who like to rule, not for the good they do, but merely for the feel of the thing." George Brett.

How To Conduct a School Store Successfully.

Given a few hundred dollars, a location near a large school, and plenty of energy of the right sort, the school store is a good proposition, yielding a fair profit. That so many of these shops fail, or at least do no more than exist, is due to the proprietors who fail to make either themselves or their shops attractive to their small customers.

For at least ten months of the year it is the children who contribute to the success of this shop, and even in summer time help tide over the dull months of vacation, and their tastes should be studied. Like their elders they like the shop that is neat and clean and attractively arranged. They also are susceptible to the shopkeeper who likes children, and who is willing to joke and laugh with them and show interest in their purchases. As one small girl said: "I'm always going to buy my things at the school store 'cause Mrs. F. always helps you 'cide about and apply to the marble surface with things. She knew right away the a brush. Leave the composition in best valentine for Ethel."

weighty to him as the father's stock portance of being a sort of preferred customer. The shop keeper who realizes this can make the school store a thriving one.

Then, too, children are loyal to their own particular shop and not only will buy all their school supplies and sweets there, but often will come blocks back after school hours, when given a few cents, in order to patronize their favorite shop.

Lately a child begged its mother to buy all the family clothes and supplies at the school shop, saying she knew that "even if Mr. Brown didn't have the things in the shop he would send for them." Safe to say, this shop, owing to the proprietor's study of his small customers and his love for them, is a thriving one.

The addition of papers and magazines, cigars and tobacco, helps the enterprise of the school store, and if the neighborhood is a good and well populated one, many side lines may be added at little or no expense that materially will increase the profits. The profit on school books is good, and as they, like the magazines and papers, are returnable when not sold, there is no loss to the proprie-

Another secret of success for the school storekeeper is that of keeping pace with the fads of the children and having in stock a sufficient supply of those special kinds of toys or sweets. One successful store man whose shop pays him more than well has a sly way of creating a demand for a certain article. He knows the child well enough to know that what one has all will want, and so when he gets some novelty in the toy or candy line he will present two or three of the little folks with one. It may be a certain kind of ball, a whistle, or a tiny doll, but whatever it may be, in a few days there is a run on that particular article, for every other child in the school wants one like those he has given away.

Most children love to shop, and value a penny more for the opportunity of spending it than for what it will buy, consequently the wise shopkeeper allows the children the freedom of his shop, that they may look around to their hearts' content. Then, too, he must be patient and wait smilingly while one small person uses up minutes trying to decide whether to take the two chocolates she likes better for her penny or to take the gumdrops which she does not like so well, but which are five for a penny. On such small things is built the success of the school store. Addie Farrar.

Removing Stains from Marble.

The process of the removal of stains from marble varies according to the staining agent, although the following directions will remove most stains: Mix quicklime with strong lye to the consistency of thick cream, contact over night and wash off in One may be sharp and surly with the morning. If this is of no avail, an adult customer, but a child quick- mix 4 ounces soft soap with an equal ly resents it and will take his trade quantity of whiting, add I ounce of elsewhere. His penny shopping is as soda (sodium hydrate) and a half

ounce of copper sulphate in powder, and boil the whole together for 15 minutes. Rub this mixture, while still hot, over the marble, using a bit of flannel on a stick for the purpose. Leave the application in place for 24 hours, then wash off and polish.

Oil stains may be removed by applying a paste of common clay and benzine. Iron rust and iron inks are treated as follows:

Butter antimony 1 part Oxalic acid 2 parts Soft water (rain water)32 parts

Dissolve, and add whiting or flour to the consistency of a thick paste. Apply evenly with a brush and leave on for a few days. If the stains are still visible repeat the operation.

To restore polish after any of these operations, with a bit of old felt hat, wrapped around a bit of wood, and with it water and emery powder, rub the marble until an even surface is obtained. The emery powder should be in graded sizes, using coarser first and finishing with the finest flour of emery, changing the felt with each change of powder. The flour will leave a comparatively fine gloss on the surface, which should be heightened by putty powder and fine clean cotton rags, finishing with silk. No water should be used toward the last. M. Billere.

Shocking the Steak.

Waiter (to customer)-We have eberything up to date here; we cooks by electricity.

Customer-Well, then, give this steak another shock.

Mica Axle Grease

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

Hand Separator Oil

is free from gum and is anti-rust and anti-corrosive. Put up in 1/2. 1 and 5 gal. cans.

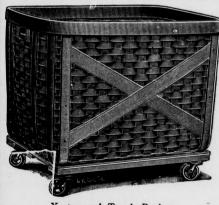
> Standard Oil Co. Grand Rapids, Mich.

Delivery Wagons

We have an extensive line of wagons, and if you expect to buy one it will pay you to see our line before placing your order.

Sherwood Hall Co., Ltd. Grand Rapids, Mich.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

is not a very paying investment as a rule, nor is the buying of poor baskets. pays to get the best.

Made from Pounded Ash. with strong cross braces on either side, this Truck will stand up under the hardest kind of usage. It is very convenient in stores, warehouses and factories. Let us quote you prices on this or any other basket for which you may be in market.

BALLOU MFG. CO., Belding Mich.

GRAND RAPIDS PAPER BOX CO.

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.

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

Reasonable Prices. GRAND RAPIDS, MICH.

GOVERNMENT FUNDS.

Method of Handling Them Archaic and Unsatisfactory.

It is not often that anybody has trouble in getting rid of his money. The reverse is usually true. We are told that Mr. Rockefeller is in a chronic state of perplexity concerning the investment or disposition of his income, and that the tribulations of multi-millionaires over that problem are quite as serious as the anxiety of other people about making both ends meet. Secretary Cortelyou came into the treasury to face the former problem, which had been a burden on the souls of all his predecessors since the civil war.

If the surplus revenues of the Government are locked up in the treasury a money famine follows and the business men of the country are embarrassed by the lack of currency for their daily transactions. If, on the other hand, the Secretary of the to circulation by depositing it in national banks, he is accused of favoring the capitalists at the expense of the taxpayers and of furnishing capital for his personal and political friends to use in their business. Envious people will not understand the situation or appreciate his dilemma. Mr. Cortelyou is desirous of solving this problem in a way that will serve the public interest, safeguard the public funds, treat everybody with equal from the annoyance of critics on the one side and bankers who want a share of the Government funds on the other. Hence he has appointed a committee, consisting of C. H. Treat, Treasurer of the United States; W. B. Ridgely, Comptroller of the Currency; George E. Roberts, Director of the Mint; E. B. Daskam, Chief of the Division of Public Moneys, and A. T. Huntington, Chief of the Division of Loans and Currency, to devise a plan that will please everybody.

The relations of the United States treasury to the money market have been a vexation to all secretaries of the treasury since the time of Andrew Jackson. Before that the Bank of the United States, founded by Alexander Hamilton, was the fiscal agent of the treasury for all receipts and disbursements. The public revenues were turned directly into the bank by the collectors, through its branches in the principal cities of the country, and all payments were made by drawing checks upon it, which is precisely the relation existing to-day between the Bank of England and the British government, between the Bank of France and the French government and between the Imperial Bank of Germany and the German government. Indeed, it is the method adopted by every important country of the world except the United States for handling its receipts and disbursements. Under such a system heavy from the channels of trade. The government is like any other customer of the bank; its receipts appear on the one side of the ledger, its dis- banks, the Secretary of the Treasury

bursements on the other side, and any balance is in the bank as part of its loanable funds.

The United States started out to do business like other countries in this respect, but political feeling ran high, and as the bank was the child of Hamilton, it was under suspicion as a federalist and whig institution. In Jackson's time it became the political storm center. That choleric and impetuous old partisan accused the management of discriminating in its accommodations against friends and plotting against him. Against the advice of a majority of his cabinet he ordered the Government deposits withdrawn from the bank and when his Secretary of the Treasury, William J. Duane, refused to withdraw them, Jackson removed him and transferred Roger B. Taney from the Attorney Generalship to the treasury. The public moneys were then scattered among state banks friendly to the administration, which Treasury follows the time-honored custom and gets the money back in- lance of the time, as "Jackson's pet banks." When the panic of 1837 broke upon the country all of these banks suspended payment and many of them failed disastrously, with the result that the Government suffered considerable loss.

Then something else had to be done. The Democratic party could not go back to the whig system or continue on its own, and so the Van Buren administration evolved the idea of the independent treasury with its consideration, and relieve himself system of subtreasuries. The scheme was exceedingly simple. The revenues were to be collected in cash and kept in a vault in the Government's own offices until paid out. Daniel Webster ridiculed it as a return to the methods of Darius, King of Persia, but, with a few modifications, which became imperative, the system has been maintained to the present day.

> So long as the revenues and disbursements about offset each other no serious inconvenience was felt, but it was obvious that when the former exceeded the latter the surplus was so much money withdrawn from the channels of business and became dead in the treasury vaults. If every state, municipal and school district government, and corporations and individuals generally, followed the example, what would become of the country's working capital? We would have about the industrial efficiency of China.

The first imperative demand for a modification of the system came with the necessity for raising large sums during the civil war. It was impossible to negotiate large loans and collect immense revenues and lock the proceeds up in the treasury. An act was passed authorizing the Secretary of the Treasury to designate national bank depositories for all funds except receipts from customs. These were excepted because the customs duties were paid in gold, which was then at a premium, and was needed in the payments made to the government do treasury to meet the public debt oblinot occasion the withdrawal of cash gations. This continued until the passage of the Aldrich act in the last session of Congress.

With authority to make deposits in

A GOOD INVESTMENT

The Citizens Telephone Co., of Grand Rapids, Mich.

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the Remarkable and Continuing Growth of its system, which now includes 27,000 Telephones, of which more than 4,000 were added during its last fiscal year—of these over 2,000 are in the Grand Rapids exchange, which now has 7,600 telephones—has placed a block of its new Stock on Sale. Its stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes paid by the company.) For further information call on or address the company at its office in Grand Rapids.

E. B. FISHER, Secretary.



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U. S. Serial No. 6588 Guaranteed under the Food and Drugs Act, June 30, 1906

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made from Messina Lemons, by our special mechanical cold process, producing the true fruit flavor of the lemon. Increase your trade and buy the best Lemon Extract made.

Jennings' Extract Vanilla

made from Mexican Vanilla Beans which yield that delicious aroma. A bottle of Jennings' Vanilla sold to a customer means more business for YOU.

Send in your orders for the Jennings brand. Cheap miscellaneous brands extracts, so-called, are not profitable because they are unlawful and do not repeat. THERE'S A GOOD REASON.

Jennings Flavoring Extract Co. C. W. Jennings, Manager Grand Rapids, Michigan

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Meek Reels

Reels



Talbot Reels

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Complete stock of up-to-date

Fishing Tackle





Spaulding & Victor Base Ball Goods Athletic Goods

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Use Tradesman Coupons

has been able to returnto circulation the funds, but in actual practice this the money paid into the treasury as taxes, which, if allowed to pile up in the vaults indefinitely, might eshaust the money market to the point of strangulation; but the use of this power has been a most disagreeable task. The critics of the administration always represent the Secretary that the country bank loses as much has \$400,000; two have \$350,000 each; as dealing out favors to banks or as going to the relief of Wall street. During the present fiscal year the receipts of the treasury have exceeded its disbursements by an average nearly \$6,000,000 a month. To have locked up that amount of money would have raised the rate of interest on every borrower in the United States and brought our industrial expansion to a standstill; yet every time the Secretary has put money in the banks he has been charged with "going to the relief of Wall street." Every secretary has been assailed in the same way. When he is a Democrat the Republicans attack him, and when he is a Republican the Democrats attack him, and the argument or abuse is always the same

Not only does the determination of to deposit involve an unpleasant responsibility, but where to make them and what security to accept present other serious problems. The creation of a depository is a wholly discretionary act on the part of the Secretary of the Treasury, and it is a favor much coveted. There is not enough money to go around all of the more than 6.000 national banks. nor is it practicable for the treasury to keep accounts with so large a number, but the ones that are left out seem to have as good claims as many of those that are chosen.

The Aldrich act has greatly increased the pressure for deposits. The impression exists that they are to be increased by the addition of the customs revenues, some \$300,000,000 per year, but that is improbable. There is in some quarters an expectation that all receipts will be kept in banks and all payments made by checks, but the independent treasury system is not so near extinction as that. The law still requires that all disbursing officers located in cities where there are subtreasuries shall keep their moneys in those offices, and this covers most of the disbursements. The Aldrich law merely wiped out an imaginary line between customs receipts and other moneys, but does not necessarily increase bank deposits at all. Formerly it was necessary to have the books show that the customs receipts were being used for current disbursements and that other moneys alone were placed in banks; it is no longer necessary to make this distinction.

Another influence has stimulated applications for deposits, and that is a clause in the Aldrich act directing the Secretary of the Treasury to "distribute the deposits herein provided for as far as practicable equitably between the different states and sections." This clause has aroused the dropped from the list of depositors. interest of country banks, which never before thought of getting United anxiety of Secretary Cortelyou to de-States deposits. The purpose of Con- vise some method by which the Govgress evidently was to give all parts ernment funds may be distributed of the country an equal chance at according to a fixed system which

does not result. Country banks do not carry in their ordinary assets anything that will be accepted by the treasury as security for deposits. The class of bonds required are only to be had in the financial centers obtains from the treasury. The transaction may be advantageous to the bank, but it does not put more monpractice for the country bank to have its New York correspondent provide the security and keep the deposit, allowing interest to the former. The system works out, therefore, not as a distribution of money to localities of small benefits to the banks.

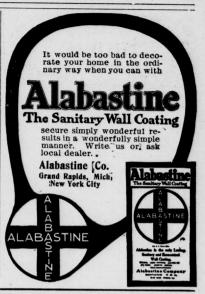
The law requires the Secretary to take security for the deposits, and formerly only Government bonds were accepted. But the floating supply of such bonds has been so diminished that it is difficult to obtain them without forcing the price so high as to tempt other banks to rewhen to make deposits and how much tire circulation, which, of course, offsets the influence of new deposits. Secretary Shaw accordingly established a precedent by receiving state, municipal and railway bonds, and this necessary innovation plainly adds to the responsibilities and difficulties of the Secretary's task. To have his bonds on the list approved by the Secretary of the Treasury is a very important consideration for a railway magnate.

Seven years ago there were only 250 depositories for Government funds; now there are 1,225, with 5,186 national banks, which have no Government money and would, of course, be glad to get some. Therefore the trouble has only begun. National bankers in small cities and towns are just beginning to understand that the provision of the Aldrich act passed by Congress last winter, instructing the Secretary of the Treasury "to distribute the deposits herein provided for equitably as far as possible between the different states and sections," was intended for their benefit, and under this law there is no reason why every one of these 6,411 national banks shall not have the use of a portion of the Government surplus, enjoy the prestige of being selected as a national depository and advertise the fact that it has the confidence of the Government. Country bankers are beginning to learn that these deposits can be secured by pressure and pull on the part of the senators from their states and the representatives from their districts, and the Secretary of the Treasury is besieged with applications. But the annoyance and embarrassment of disposing of these applications for Government funds are insignificant compared to the trouble that will happen when it becomes necessary to withdraw the money and select the banks that must be

You will therefore appreciate the

political and personal solicitation will not be allowed to change.

The total amount of Government money now out on deposit with 1,225 national banks is \$185,058,134.95, and it is drawing no interest. The largest sum in any one bank is \$1,000,and are always worth a premium, so ooo; another bank has \$600,000; one cash in providing the security as it one has \$300,900; one \$295,000; two \$250,000; four \$20,000 each, and the remainder is scattered among 473 banks, whose deposits range ey into the locality. It is a common \$15,000 to \$185,000. These figures, which represent only a part of the fund, will indicate the present method of distribution. The Committee is studying the situation; it is receiving suggestions and discussing them, but it will require some time before it where it is needed, but a distribution can make a report.-William E. Curtis in Chicago Record-Herald



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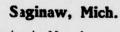


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C. E. WILDE, District Manager Grand Rapids, Mich.

U. S. Horse Radish Company



Wholesale Manufacturers of

Pure Horse Radish

Riches are a blessing If your heart's located right. Eat "AS YOU LIKE IT" horse radish-'Twill put ginger in your bite.



The Problem of a Uniform Carton System.

The retailer must know that cartons can be bought cheaper in thousand lots than in dozen lots and that this extra cost must be paid for in some way. The idea intended to convey to the trade is that a small dealer may by the adoption of the uniform carton system eliminate this carton expense, which is certainly figured in the cost of the shoe. The great advantages of this standard butter and bread would be itemized carton system will certainly prove themselves in time, provided the manufacturers will all agree to use this size system whenever they are making shoes without specific instructions as to the sizes of cartons wanted, as in the case of jobber's stock goods, etc. By general use this system will soon establish itself, and gradually cases and shelves will be built in conformity to it.

As for forcing any one to use a particular carton, I think this is out of the question. As an instance of this impossibility I will state that I am in charge of a department wherein the fixtures have cost the firm something like \$20,000 to build and furnish, with what I consider as good a box system as can be found in the United States, and which I can at a moment's notice interchange, without altering the shelves in any way. This is a wonderful advantage in the department store. All my shoes are shelved in a plain white box, in which the shoe. I do not like the European they are received, with no printing on the box other than the size and after the quotation of the cost of the number, done in a uniform manner, with the name of the firm on 'the lid. This I consider handling shoes in the most simple and economical way. It would be an utter impossibility to transfer shoes from one carton to another in a very large, active business, where room is at a premium. We, therefore, could not consider such a system for an instant; yet I know there are conditions that might favor it.

The manufacturer unquestionably will be enabled by the standard carton system to eliminate a great deal of the annoyance and extra cost necessary in the small trade. It is not intended to absolutely stop the supply or wanted size and style of carton, but to eliminate to a large extent the expense and annoyance by introducing a system that would take the place of the present extravagant and annoying one of supplying a special style carton with every few dozen shoes at a greatly increased extra expense to the retailer. They cost of manufacture.

Since I have started to write this article, I will presume a little on your patience and go a little further into one or two questions at issue between the National Boot and Shoe Manufacturers' Association and the retailer, which, I think, may not be amiss. This is on another side of the question, which (if I can point this expense, I understand, is due to out some things) will prove to be the fact that the retailer does not buy

trade. What I refer to is, who should stand the cost of the cartons, labels, stamps, etc., etc.; when and where shall they be figured; shall they be figured to the cost of the shoe? On this question the National Boot and Shoe Manufacturers' Association, I believe, took some action which is inclined to antagonize some of the retailers and, therefore, will fail. This I regret and because of it I shall volunteer some advice: but before doing so I will cite a little experience I had in another line:

When I traveled abroad for the first time a few years ago I was repeatedly surprised to find places where they charged me for the use of the napkin when having a meal; on the bill as carefully as the steak, yet usually the total cost of the meal would be cheaper than I could get the same for in America, where there is no charge made for the little accessories that appear on the table in a first-class restaurant; yet I do not believe the American restaurant a money-losing business. They do their business on the system of the traveling man, who in charging up his expenses added the cost of an overcoat. This was objected to by the firm. On the salesman's next report this item was left out, and the firm, remarking to the salesman the change in his itemized bill, stated that the cost of a new overcoat was in his expense account just the same.

Now, I prefer to buy my shoes on the American restaurant plan from manufacturers who have all of these incidentals, such as woven labels, special cartons, stamps, and all that I may ask for, figured in the cost of system of figuring in the incidentals shoe is made. I like to do business with manufacturers whose business is so equipped and systematized that they can supply me with all these things necessary in exactly the same way as they are equipped to sew on buttons, work the button holes, and do all of the other things necessary to finish the shoes.

Are not these incidentals a part of the finished article. I think so, and, therefore, he should not stop figuring a shoe until it has left his platform, nor is he asked by the trade to make shoes without profit, any more than the customer expects us to retail shoes without profit. They would not believe us if we told them so, albeit it is a fact that the largest percentage of shoes are being sold without profit by the retailer to-day.

The shoe manufacturers, in passing resolutions pertaining to bands and cartons, did not intend to do anything that meant unfairness or only asked what any one would say was a business-like proposition. For instance, in the case of top bands, they have a right to complain when the retailer insists upon his top band which runs as high as 18 cents to the pair, when the manufacturer has only figured on a top band to cost about 10 cents; and a large part of for the general good of the shoe these goods in large enough quanti-



What You Want

Is to send us your sizing up orders on Oxfords. Never before have we had such a complete stock-Patents, Velours, Gun Metals, Vicis-Button, Lace, Blucher.



Many styles shown are

Our Own Designs

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Satisfaction for your customers

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Geo. H. Reeder & Co.

(Under New Management) Grand Rapids, Michigan ties to get the lowest price. In ness in general, and knew the investthey do object to the extravagant cost that they are compelled to pay, and which takes from 5 to 10 cents out of the shoe, or figures a loss.

Now when a manufacturer figures a shoe for the trade it should be on had. He knew little of business, a basis which includes the entire cost. If it be a big buyer, who makes it an object to buy in large quantities so that the box practically costs no more to the manufacturer than if he were giving his own standard size, there is no reason why he should pay for an item of cost that is so eliminated. He should not be asked to help along the costs and vexations of the retail dealer who can buy only in small lots, and is creating extra expense, on a small purchase. This seems to me self-evident. Yet, the manufacturer continues to figure his goods to big trade on a close basis. and then applies these same figures to a more extensive class of retail trade, and, of course, on a losing basis.

In drawing this article to a close I desire to suggest to the National Boot and Shoe Manufacturers' Association that they should in every possible way endeavor to arouse cooperative interest in the retailers of this country, instead of resorting to methods which antagonize them by suggesting systems to which the general mass is not accustomed and which, after all, are of no consequence.

Some of the things they have been discussing should be beneath their notice, or should be allowed to regulate themselves. The National Boot and Shoe Manufacturers' Association has enough to do to consider the broad and important question of protecting the shoe industry on the broad and large lines along which other manufacturers protect themselves, so that their craft may be a representative one of character and financial standing, and one that shall be accorded its proper place among the great industries of the country. This can be better accomplished by hearty co-operation between the manufacturer and the retailer, as above referred to. As a matter of fact the general conditions existing now are largely to be charged to the manufacturer's own building.

How often have manufacturers approached me and tried to teach me how cheap I could sell my goods, when they ought to have enlightened me and every other retailer to the fact that because the shoeman is compelled to carry twice the normal stock of nearly all other lines, on the same volume of business done, he should be entitled to a larger immediate profit, since he is not able to make it on the turning of his stock as other lines do.

A cloak business, for instance, can do a \$1,000,000 business on a \$100,000 stock and earn a gross profit of 50 ed his profits. per cent. on the cost. A shoe business can do but \$300,000 on the same stock, with only a gross profit of 35 tent to fight for it as his competi-per cent. "Study the difference!" We tor did, and while our sympathy is inherit poor profit-making not from with our own, there are laws under the high-class business man in other lines, who had a broad vision of busi- without sympathy or sentiment. The

other words, manufacturers do not ment value of the dollar, but from his market—he must win it back acobject to furnishing the top band, but the cobbler, who regarded his trade as almost a sacred craft and was content to philosophize on his bench with a crust of bread to chew between his stitches and with no idea of life above the modest living he nothing of finance and never took the trouble of noting other business men's profits on capital invested. From this inheritance we must rid ourselves. We should now clasp each other's hands-stand together shoulder to shoulder, retailer with manufacturer, with the object of educating each other to the fair and larger profits due the trade. This is our problem. Let us get together on it, and the little things above referred to will take care of themselves .- Anthony H. Geuting in Shoe Retailer.

The Home Killed Meat Question.

As a rule, when anybody advocates the use of home dressed meats in any particular section the local papers, if they notice the matter, enthusiastically support the proposi-tion on general principles. The editorial from the Jacksonville Times-Union, reprinted herewith, is unique in that while the paper is in sympathy with the home meat idea it analyzes conditions and states facts which are often overlooked in similar cases. The article is "Florida Meat for Floridians," and is as follows:

"Writing to the Tampa Times Mr. Gaitskill, one of the pioneers of a great Florida industry, complains that Floridians insist on eating Western meats instead of doing their part toward maintaining a home industry. With all our sympathy for the troubles of these pioneers and with all our admiration for Mr. Gaitskill's public spirit and local patriotism, we fear he is doing our people injustice and forgets that the housewife looks to convenience as well as to cost and quality. Let us reason a little on the subject: Why does not the consumer insist on having Florida meat that is just as good at the same price or even at a lower price?

"How long did it take the Western dealer to drive our local butchers out of the market, and how much did it cost him? In the beginning he offered the butcher special terms to handle his meats, he spent largely in advertising those products and he arranged so that the supply would be constant and ample for each locality. The butcher was obliged to hustle while he depended on the grower, and he could never be certain of his supply without large expenditure for the means of keeping the live stock or the meats. The Western dealer took all this uncertainty off his hands, and often furnished the capital for a start. Having put the product on the market and secured a demand, the packer then demand-

"Now if the local grower would regain the market he must be conwhich business must win or lose

grower idly watched while he lost idian has regained the market he sucording to the rules of the game. The housewife who would order Florida meats comes face to face with her merchant, who is anxious that the old lines be continued. He is often unable to furnish Florida meats, and it is to his interest that these be not so good as those of his packers. If the housewife be asked to change her merchant and begin with a new one, it is at once seen that the change must be slow. The Western packer puts his goods most convenient shape—the bacon in glass jars and the joints come fresh from the ice. The dealer who would compete must not be too far behind, and the Floridian finds himself unable to set up new shops in attractive style as did his competitor from Chicago.

"Mr. Gaitskill must look at his proposition from the business standpoint of the buyer, and he must acknowledge there is much to be said and much to be done before the Flor-

pinely surrendered. The hotels of Florida must have supplies of poultry and meats with absolute certainty, and they must be of standard quality. A great majority of them would prefer to buy in Florida, but the supply is not only uncertain, but insufficient. Last season these objections applied even to the products of Georgia and Tennessee after these States had been well canvassed for dealers and orders went to Canada from the contractors. We are sorry that these conditions prevail, but business is business."

The man who most deserves our pity is the poor fellow who has no pity for the poor.

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Merchants' Week

June 5, 6 and 7

We welcome all visiting merchants to Grand Rapids for Merchants' Week. Make our place your headquarters when in the city. We are right on the way from the station and will be glad to greet you.

Rindge, Kalmbach, Logie & Co., Ltd. Grand Rapids, Mich.

How to Stimulate Trade in a Back- is to women. Tell the average busiward Season.

the backward spring has placed on them at the start. With a variety of well as a joy to them, to get rid July and the hot summer comes along. So they are hanging up the shoe retailers do so for them. sign, "Do It Now" and are hustling With Dame Fashion helping for business.

While the weather clerk may have frowned on the shoe trade, yet Dame behalf, and to do it quickly, too. The It is a Fashion is smiling on it. truth, exemplified in an old, old fable if anybody wants to call back such that a smile always melts a frown. This is a particularly good point for retailers to remember. Trade may be poor on seasonable goods, but a and of the early summer will enable frown never will help it; the man many shoe men to make up for the who smiles at his customers when trade that didn't come to them in they come in, and says: "Yes, we're selling lots of summer goods," is the man who encourages his customers to buy.

Dame Fashion is particularly favorable to the shoe trade in this spring and summer of 1907. This fact much. should not be forgotten, for it is a business proposition to the shoe retailer. The short skirt is in fashion, and is shorter than ever before, four and even five inches from the ground. The short skirt is the greatest silent salesman of women's shoes there is. It brings women's feet right into the public gaze, and whenever the public eye rests on anything that thing has to be correct, or the public makes unpleasant remarks.

Women who are wearing short skirts this year, and they are many, city sidewalks-the smooth must have stylish footwear. Fashion demands it. With the short skirt, the low cut shoe is invariably worn. Oxfords, ties, and pumps-not bootsare seen beneath short skirts. They are plainly seen, too, and, because of their appearance, women have to be as particular about the style of their footwear as they are about the style of their hats and gloves. This means a demand for good and stylish shoes.

Any shoe man who looks about him and considers the fashions of a few years ago can not help realizing how the short skirt has come into favor and has helped the shoe trade. It wasn't so many years ago that the long shirt was the only skirt, and that any and all kinds of shoes were hidden beneath it. Then came the bicycle fad, and with it the short Staid people were shocked, but the short skirt survived, and it is so common to-day that no particular attention is paid even to a four or a five inch short skirt. As skirts were came more and more into sight, and as they did so women had to be more and more particular about the appearance of their shoes, and footwear, and so they began to buy more and more stylish shoes.

Some shoe retailers have an idea that Dame Fashion doesn't rule men goods until the last as she does women. But they are iron rod over men, but she isn't so broom, and every

ness man or clerk that his shoes are To make good on spring and sum- out of style, and he'll hustle around to mer sales, many retailers now are the store before he goes home at planning to speed up their business, night and he will get a pair of shoes and to overcome the handicap that that are in style. It is up to the shoe retailer to impress new styles upon his men customers. Women read shoes in stock-retailers have excel- fashion pages, which are numerous in lent ammunition. It will be a comfort, newspapers and magazines, but there are no such guides for men. of this ammunition before Fourth of heavier half of the world has to judge for itself on styles, unless shrewd

> With Dame Fashion helping the shoe trade it is now up to the shoe retailer to do something in his own spring cannot be called back, even a poor specimen of weather. But an artificial stimulation of trade during the remaining days of the spring and of the early summer will enable the early spring. Judicious "boosters" will give new life to trade, just as a "booster" will give greater energy to an electric wire. Window displays, advertising and personal appeals to customers will accomplish

This is one way in which a leading retailer increased his trade by a personal appeal to a customer.

A woman came to his store for tan pumps. He had none. But he didn't tell her so, and advise her to try his best friend down the street. counselled her about correct wear. He told her that she didn't want tan pumps, although they were pretty shoes, but that she needed She could wear, he black pumps. told her, her tan pumps only on the walks of the city streets-and, that, too, only when wearing a dress to match. When she went to the country for her vacation, she would find tan pumps unserviceable for walking over the rough roads. If she bought a pair of black pumps, she could wear them this spring and summer, and, also, in the fall, and even in the house in the winter time, and they would be correct with almost any dress, even with a white dress of the summer time.

The customer was couverted. She bought a pair of Gun Metal pumps, and while the retailer was fitting her to the Gun Metal pumps, he advised her to buy a pair of Russia calf oxfords, built on a comfortable last, for these she could wear with comfort either in the city or in the country, even on the roughest walk of her vacation. The woman then bought a pair of Russia calf oxfords.

So this retailer sold two pairs of shoes, even although she couldn't cut shorter and shorter, the feet find a single pair of shoes, such as she wanted, in his store. Now the retailer is expecting to sell her a pair of white canvas shoes when the hot weather comes along.

It is the best policy not to stick the knife into prices and to run bargain sales on spring and summer resources of good salesmanship are exhausted. Dame Fashion has an Good salesmanship is a powerful capricious in dictating to men as she good salesmanship helps so much towards sweeping cleaner the spring and summer stock.

There are many other expedients for selling spring and summer shoes, which will help to bring the same rethe described above. sults as A retailer should consider his spring and summer stock as a whole, and should not fall into a single rut. By considering his stock as a whole, he will push all his lines. But falling into a rut by pushing only his easy selling lines he is apt to sell out one line and to carry over the other lines that he hasn't pushed. This is particularly true of present conditions, when tan shoes are much in demand and are short in supply, and patents are plenty and not so much in de-

The opportunity now offers for re-

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tailers to double up on their sales. It is likely that in many cases conditions require it. To double up sales, efforts must be made to sell two pairs of shoes to the customer who would otherwise buy one pair of shoes. For example, if a customer buys tan shoes, it is a good policy to judiciously suggest to him that tan shoes are proper for day wear only, but that patent leathers are correct for Sunday wear and for dress wear. It is hardly necessary to make this suggestion to many persons, particularly women, for the well dressed people recognize the shiny black shoe as the only correct dress shoe.

And, on the other hand, if the customer buys patent leather shoes, it is a wise policy to suggest to him that tan shoes are very popular for hot summer days, and that they are very stylish this summer.

These are arguments to induce a customer to buy two pairs of shoes instead of one. Later, arguments to induce women to buy white canvas shoes may be used. By studying the fashions and trade, other arguments on other lines may be developed. Tan pumps are popular, but most persons who wear tan pumps must have another pair of shoes for shopping or for other strenuous wear. The high heel, short vamp shoe is fashionable, but the person who is going to the country or the seashore should have a pair of common sense shoes for walking over the rough country roads, as well as the dressy shoes.

Of course, all arguments in favor of the sale of two pairs of shoes instead of one pair must be judiciously administered. A blunt remark to a customer that he ought to buy two pairs of shoes instead of one pair may lose that sale of the single pair. But, the advice may be given in a diplomatic way by experienced salesmen who have studied customers, and who know just how to talk to them. This is where good salesmanship counts.

In a general way, the argument in favor of sales of two pairs of shoes instead of one may be carried out crooks and let it go at that. strongly. In advertising, the patent leather shoe should be pushed as the correct dress shoes, and the tan shoe as the comfortable street shoe, and for the women's trade, the canvas shoe as the comfortable hot weather shoe. In window displays, too, the same general idea may be carried out, and patents, tans, and white canvas shoes may be shown, each in its proper class and for its proper uses. In advertising, and in all store and the machine seeks to convey for the window displays, the retailer, to carry out his arguments, must preserve a happy balance of his lines, giving to each sufficient weight to move it. Too much strength on one is likely to oversell that line and to undersell another. Too much push for tans has the danger of sacrificing the sale of patents, and too much push on patents is apt to sacrifice the sale of cle its procedure is the more easily

But, by persistently and diplomatically urging people to buy two pairs of shoes instead of one, sales of both patents and tan shoes will be stocks may be cleaned up, and the and everybody had to pay tribute,

poor trade of the backward spring may be made up.

There are many devices which may be employed for promoting the sales of two pairs of shoes instead of A clinching argument, which is ready for the use of retailers, is the statement of the National Association of Shoe Wholesalers, that two pairs of shoes worn every other day. will wear longer than two pairs of shoes worn on consecutive days.

It is reasonable for a man, or a woman, to change his or her shoes after finishing a day's work, and to put on dress shoes, and thereby he, or she, creates the opportunity of the retailer to sell two pairs of shoes instead of one pair. Now is the time for the retailer to seize this opportunity.-Fred A. Gannon in Boot and Shoe Recorder.

Municipal Machine.

That there is more or less, generally more than less, corruption in municipal management is an accepted fact. The writers on political economy say that the government of their cities is the greatest problem which confronts the American people. Take New York City on the east and San Francisco on the west, as examples. Tammany for a long time has controlled the one and the Ruef-Schmitz combine the other. Both these crooked combines have made money, and a great deal of it, out of the taxpayers. People have been compelled to pay for concessions, contractors have had to give a percentage, which simply means that they have charged just so much more in their bills and the price has come out of the taxpayers; vice has purchased protection and annnually large sums of money find their way into the pockets of the political bosses. Everybody says this is wrong, but a great many people say it is which can not be helped and accordingly must be put up with and left alone. They say it is useless to try to accomplish reform and that one might as well bow to the inevitable and pay the tribute asked by

In many a city the machine counted absolutely invincible and it tries to make people think it is invulnerable. It puts up a bold front, simply says that it will have its way and that if you do not like that way you can put up with it or leave. If you are willing to obey you may get some recognition, but if you object you get none and if you fight you will be punished. This is the idea purpose of avoiding and preventing any movement looking toward reform. So long as it can make people think it is invincible, no one dare dispute it. Now, as a matter of fact, there is nothing under the sun more vulnerable than the average political municipal machine, and its being conducted in a comparatively small cirlearned. The average political boss who pretends that he is as brave as a lion, as a matter of fact, when pushed, will be found to be only a lion filled with straw. Out in San Franincreased, and spring and summer cisco Ruef ruled with a rod of iron

which was divided, a little to the Supervisors, which is the term there used for what we call aldermen, and the balance to Schmitz and himself. Heney and Burns took hold of that investigation and went at it man fashion, and after a very long and tough tussle they succeeded and then it was found that rather than face the music and stand trial the great Ruef pleaded guilty and went before the grand jury to testify against his co-conspirators of the labor unions. Those who fight a crooked combination can win every time if they go at it right and stick to it

The season it at hand when the fool who rocks the boat is getting in his work. Just how to reach this individual and prevent his performance is a difficult problem. Perhaps publicity will do as much toward solving it as anything. There are no rowboats built that will stand reckless rocking in the water. There have been so many instances where drownings have ensued as a result that it would seem sufficient warning has been given. Every spring and summer, however, sees a repetition of this foolhardy escapade and its attendant casualties. The fool who rocks the boat should be made to go alone.

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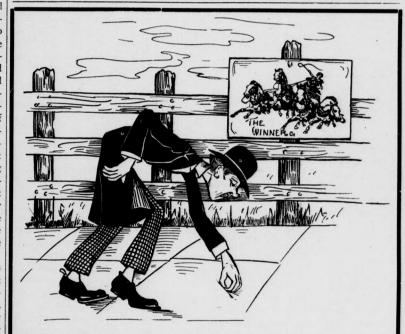
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References: Phoenix National Bank; Home Savings Bank & Trust Co. (Mention this paper)



Stocking the BEN-HUR Cigar Argues Business Success

Have you ever noticed at times some business man hurrying along and suddenly stopping to pick up a pin, for luck's sake, which he had espied lying with the point toward him? Few of us but what have some pet omen which looks toward good luck by

There's no popular superstition involved in stocking the **Ben-Hur** cigar for there is a certainty as to what they can do as a business getter which lifts them out from the uncertain realm of superstition and marks them as one of the live realities of successful commercialism to-day. Stocking them helps to fill the stocking of savings. Take the hint.

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

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WORDEN GROCER COMPANY

Wholesale Distributors for Western Michigan

MILK DELUSIONS.

Preserving Chemicals Must Kill the Living Juice.

When the animal secreting it is in perfect health, and no foreign material contaminates it, fresh, clean, living milk is the highest type of food that we possess; containing as it does, albumenoids, fats, sugar, phosphates and, in fact, all the nutritive materials needed for perfect nutrition. We find in fresh milk all these materials combined with a force that I believe is absolutely necessary for the perfect nutrition of the young especially, namely vitality, which is the power that actuates all life.

So I am convinced that milk must retain its life principle as one of the necessary conditions to its perfection as a food for the infant. Harboring this idea for many years, I am not yet able to say just how many hours milk lives after it has been extracted from the dugs of the animal yielding it, but I feel safe in affirming that even the very best milk we get from the dairies from which the cities draw their supplies is dead after twenty-four hours, or sooner, if not removed quickly from the influence of summer temperature, which destroys milk rapidly. When milk coagulates spontaneously, it is dead, but it may be, as has been indicated by my own experience, that in a temperature not high enough to favor coagulation, the vitality of cows' milk will be retained for a period much longer than twenty-four hours. There is a striking similarity between blood and milk, both living fluids, and I think we all believe that the coagulating process in drawn blood is the dying act with that This may also be the truth with milk preserved by the addition of chemical agents. But certainly the inference must be that preserving chemicals added to milk, stopping at once as they do the natural processes, must kill this living juice, also delay the natural decay. Chemically treated milk is in fact embalmed, if there has been enough of the lethal agent added to kill every living microscopic germ in the milk. To a limited extent this statement holds good with milk that has been sterilized or pasteurized. Of course, sterilizing and pasteurizing do not permanently embalm the milk, but both of these processes kill it. Permanent embalmment of a food would mean a total resistance to all digestive processes, as well as to all other biological changes. So I reaffirm what I have so many times affirmed. that fresh, clean living milk from healthy well-cared for cows is the best food for an infant deprived of the milk of a normal healthy moth-And I say now, with all that is within me, believing that I know the truth of what I say, human ingenuity can never concoct, or assemble together nutritive elements that we know are required to properly nourish a baby in such a manner as to form perfect food to feed a young child. If these conclusions are correct, then the modifying or otherwise bringing together of nutritive elements that are not combined vitally is one of the milk delusions still prevailing. should interest the Police Depart- delusion. All the dairymen who tests and laws that only hamper him

There have been some other prominent milk delusions entertained by the health authorities during the last twenty-five years.

It is not so many years since the lactometer was the sole test for the purity and nutritive value of milk admitted to the market as proper food for infants. No matter how dirty, poisonous or old the milk was, if the lactometer registered the proper specific gravity, the milk was passed as perfectly healthy, clean food for infants or others. Of course this past history. Every one in the milk business now knows the uselessness of such a test. But I would like to cite one case, among the many that I knew, occurring at the time when the New York City Board of Health relied on the lactometer as the sole and determining test for milk admitted to the City of New York.

About the year 1880 a dealer gathered his milk from the upper portion of the county where I resided. His teams passed through the village where I lived, and there he had a stable where he kept his relay of horses. The teams that collected the milk from the surrounding country came into this stable at night and changed horses for the last run into New York City. In this stable there were wooden tanks filled with ordinary hydrant water, saturated with common salt and colored with caramel (burnt sugar). The milk as it came into the stable was all poured into empty tubs. The colored salted water above mentioned was poured into the milk until the proper specific gravity necessary to float the lacometer at the arbitrary degree was reached. The burnt sugar gave to the milk the required cream color, and the salted water regulated the specific gravity. This man often told me that before he had adopted this plan he was repeatedly arrested and haled into court, and had often been obliged to pay the heavy penalties which were exacted at that time from those who were caught with milk not meeting the lactometer test; notwithstanding the fact that he had been sending at that time the best whole milk he could procure from the farmers. He is out of business now; but I know that he was never molested after he had adopted the adulteration plan of fixing the milk to meet the lactometer requirements of the New York City Board Health. His adulteration often reached as high as 25 or 30 per cent.

As I have said before, this is past history. No one relies on the lactometer to-day; nevertheless some of cies excluded. the newer delusions are just as absurd. After the health authorities abandoned the lactometer as a test for milk, the New York Legis'ature in 1885 enacted a law making the total fats and solids contained milk the merchantability of that food. The New York City Board of Health adopted this State standard as health requirement. This law declared that milk was adulterated and unfit for use if it contained less than other "dirt" is removed, and so it is 12 per cent. of milk solids of which less than 3 per cent. should be fat.

Certainly watered or skimmed milk, sold for whole milk, is a fraud, and

21/2 per cent. of fat is not worth as containing 41/2 per cent. of fat; but the buttermaker is abundantly able, without the intervention of a Board ture, to deal with this fact himself. I know from a sanitary point of view that perfectly sound, clean milk that will nourish a baby perfectly will do with formaldehyde. so notwithstanding the fact that it contains only 21/2 per cent. of fat; if the other necessary health, care and food conditions maintain in the dairy.

Good, sound milk can never be kept the care of the cows may be. Each individual cow will secrete a milk proteids. Twelve per cent. of solids may sometimes contain from 3 to 41/2 per cent. of fat, and a higher percentage of total solids may contain less percentage of fats. this total of solids with its required fat percentage was the prevailing test of the New York City Board of Health more colostrum found its way into the milk supply of the city than ever before, because this first milk of the cow after calving contained such large percentages of solids and fats that it allowed a wide margin adulteration. Unboiled colosfor trum is almost a deadly poison to any but the young of the mother secreting it.

The commercial instinct in the American dairy is something wonderful. Physicians, sanitarians and chemists have never been able to put up a stunt which the American dairyman could not beat. He eluded the lactometer test, with a solution of common salt. About the time the fats and solids test became the standard a wise dairyman named Babcock invented a very simple and quick method for the milkman to determine the exact percentage of fats his milk contained, so that when the Board of Health standard was 3 per cent., and the milk tested contained 41/2 per cent., the dairyman was not slow in adding water enough to reduce the percentage to that required by the authorities; therefore this second delusion has been abandoned by the conservators of the public health.

The most recent and still prevailing delusion is the bacterial standard of not more than thirty thousand bacilli to the cubic centimeter, no spe-

Milk is now declared to be clean and pure when it contains only the above quantity of germs, even if some of them are typhoid or other diseasecreating micro-organisms. Almost immediately after this standard was adopted milkmen discovered that by passing the milk through a centrifugal separator, moving slower than is necessary to separate cream, a very large percentage of the bacteria and now possible that milk from the dirtiest dairies, by using this process which they call "clarifying," can meet

ment as a fraud. Milk containing practice this clarifying process know that the milk thus treated will not much to the buttermaker as a milk keep sweet as long as even the dirtiest milk not "clarified," and this, of course, indicates that this centrifugal treatment kills the milk, and dead of Health or an act of the Legisla- milk not chemically treated favors more than live milk the vitality of specific disease germs, so a large part of this clarified milk is treated

Incidentally, there is another delusion associated with milk that has still it may contain 4 per cent. of been cleaned by passing it through fat and the baby will thrive upon it a centrifugal machine, to which I should like to call readers' attention: The cream ton which is seen on the surface of milk in white glass bottles is not always the natural cream to a uniform standard of fats and that would arise spontaneously from solids, no matter what the feed or fresh cold normal milk, and is known as gravity cream. This very rich top is centrifugal cream, resulting from with differing proportions of fats and the centrifugal separator procand altogether from the milk cess. itself; but when it becomes necessary to present a very rich milk to meet the requirements of some of the doctors who need an extra fatty milk to carry out their own theories of modification, the astute creamery man pours into the nearly filled milk bottle extra centrifugal cream from other milk, and this is the extra rich milk that is needed in the "modifying" business for compounding "baby food" from top milk. The cream delusion is only one of the misleading factors which go to make the modified milk delusion a delusion worse confounded.

The milk producers are a hardworked and poorly-paid lot of people, and somehow or other as a general rule many of the dairy farmers have come to believe that the ability to practice a sly deceit is the only avenue to success, and this ability constitutes a smart man in their estimation.

From the first book written in this country to my knowledge teaching common sense on the milk question, namely, "Hartley's Essay on Milk," N. Y., Jonathan Leavitt, 1842, quote:

"A gentleman says his milkman assured him that 'he fed no slops,' and as no evidence appeared to the contrary he felt bound to believe him; but passing a distillery some time afterwards curiosity induced him to stop, and to his surprise he saw his milkman among his cows. As the truth flashed across his mind he charged the milkman with deceiving him, who promptly replied. 'Every word I said was true, sir. I told you I fed no slops; and by the help of the gutter you see, which leads from the distillery house to the stable, my cows feed themselves.'

As we all know, self-preservation is the first law of nature, and as the milk producer is the lowest - paid and hardest-worked producer, with capital invested, of any who give to human society an article of food ranking as the highest immediate necessity, the loss to him of the sale of one day's product means usually the crossing out of his entire month's profits. Is it not then reasonable that he should fight for successfully this third and last milk his existence and try to circumvent 69 25 50

70 75

without accomplishing any good results? It is a life and death struggle with the milkman to overcome the objections of the people who control his sales. Therefore, is it a wonder that this man has been driven to deceit in order to send to the market his product under all the adverse and unreasonable barriers that have been raised against him? If the milk producer had only been taught in the first instance that it was necessary to be clean, and have healthy cows, properly fed, instead of being obliged to meet foolish standards, I know perfectly well that he would have met these requirements as Loaded Shells. promptly as he has slyly manipulated his product to meet the standards that he knows do not improve the milk.

But just now, for the first time after all the years that I have been 154 first evidence of common sense, when Dr. Darlington, the present Health Commissioner of New York City, ignoring chemists, sanitarians and theorists, is simply sending his own men to the dairies to see for themselves what the milkmen are doing, whether they are allowing dirt to I get into the milk, are adding chemicals or infecting it directly by diseased cows. And also demanding that the dealers label "sterilized," 'pasteurized" and "preserved milk." If this kind of supervision is contin-First Quality, D. B. Bronze 900 First Quality, S. B. S. Steel 700 ued by the present Department of Health of the City of New York there will be less milk delusions, killing thousands of infants—"Secundum artem."

E. F. Brush.

Conclusive Reasoning.

A little elderly German who keeps a stationery store amuses himself by making up stories about his customers and telling them to his family.

"Dat young lady who has de pink cheeks, she be married soon, I t'ink," he announced one night.

Now, my Carl, you know nottings of her wateffer, is it not so?" and his wife looked severe.

"It is like dis," said the stationer solemnly: "I observe and I know. At first she buys paper and envelopes de same; later she buy twice as more paper, and den five times as more paper as envelopes. So I know she is betrothed. And to-day she buy only one-half dozen envelopes and five times as more paper; and when I tell her she get dem sheaper if she buy many, she say, 'I have no need of more, t'ank you; so I know de Li friend he comes soon, and so comes de marriage on quickly."

Her First Long Skirt.

She was a girl of 17 or thereabouts, and while she waited for a street car the men stared when she wasn't looking at them. The car came and the maiden gathered up her skirts and stepped aboard. But something hap-pened suddenly. The smokers is the rear vestibule all sprang to her assistance, for she had stepped on her skirt and fallen.

"I knew I'd do something like that," she said to her companion. "But I wore it all yesterday and didn't have a single mishap."

Hardware Price Current AMMUNITION G. D., full count, per m. Hicks' Waterproof, per m. Musket, per m. Ely's Waterproof, per m. Cartridges. Primers. No. 2 U. M. C., boxes 250, per m.....1 60 No. 2 Winchester, boxes 250, per m...1 60 Gun Wads. Rival-For Shotguns.

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| No. 10, pasteboard boxes 100, per 100. |
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| Gunpowder. |
| Kegs, 25 lbs., per keg4 |
| ½ Kegs, 12½ lbs., per ½ keg2 ¼ Kegs, 6¼ lbs., per ¼ keg1 |
| 1/4 Kegs, 61/4 lbs., per 1/4 keg |
| Shot |
| In sacks containing 25 lbs. |

| Diep, an older billatter than B |
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| AUGERS AND BITS |
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| Jennings' genuine |
| AXES |
| First Quality, S. B. Bronze |
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| BARROWS | | |
| Railroad Garden | | |
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| | BUUKEIS |
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| 7 | BUTTS, CAST |
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| Socket Firmer |
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| Socket Corner 6 |
| Socket Slicks |
| ELBOWS |
| Com. 4 piece, 6 in., per doznet 6 |
| Corrugated, per doz1 |
| Adjustabledis. 40&1 |
| EXPANSIVE BITS |
| Clark's small, \$18; large, \$26 |
| Ives' 1, \$18; 2, \$24; 3, \$30 |
| FILES_NEW LIST |

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| Discount, 70. |
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| GAUGES |
| Stanley Rule and Level Co.'s60&1 |
| GLASS |
| Single Strength, by boxdis. 9 Double Strength, by boxdis. 9 By the lightdis. 9 |
| HAMMERS |
| Maydole & Co.'s new listdis. 33½ Yerkes & Plumb'sdis. 40&1 |

| HINGES | | | | | | | | | | | | | | | | | | | | | | | | | | | | | |
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| HOLLE | *** ******* |
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| HORS | E NAILS |
| Au Sable | dis. 40&10 |
| | NISHING GOODS |
| Stamped Tinware, | new list 70 |

| | KNOBS-NEW LIST |
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| 0 | Door, mineral, Jap. trimmings 75 Door, Porcelain, Jap. trimmings 85 LEVELS |
| 0 5 0 | Stanley Rule and Level Co.'sdis. 50 |
| 0 | METALS—ZINC |
| 0 | 600 pound casks |
| Ö | Bird Cages40 |
| 5 | Pump3, Cistern 75 Screws, New List 85 Casters, Bed and Plate50&10&10 |
| 0 | Dampers, American 50 |
| | MOLASSES GATES |
| 0 | Stebbins' Pattern |
| 0 | PANS |
| 0 | Fry, Acme |
| | |

A" Wood's pat. plan'd, No. 24-27..10 B" Wood's pat. plan'd, No. 25-27..9 Broken packages ½c per lb. extra. PLANES PLANES Ohio Tool Co.'s fancy Sciota Bench Sandusky Tool Co.'s fancy Bench, first quality

| NAILS |
|----------------------------------|
| Advance over base, on both Steel |
| Steel nails, base |
| Wire nails, base |
| 20 to 60 advance |
| 10 to 16 advance |

| 4 | 6 advance | | | | | | | | | | | | | | |
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| RIVETS | |
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| Iron and tinned | 50 |
| Copper Rivets and Burs | 30 |
| ROOFING PLATES | |
| 14x20 IC, Charcoal, Dean 7 | 50 |
| 14x20 IX, Charcoal, Dean 9 | 00 |
| 20x28 IC, Charcoal, Dean15 | 00 |
| 14x20, IC, Charcoal, Allaway Grade 7 | 50 |

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| 14x20 | IX, | Charcoal, | Dean | | 9 | 00 |
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| Nos. | 15 | to | 17 | | | | | | | | | | | | | | | | | .3 | 7 |
| Nos. | 18 | to | 21 | | | | | | | | | | | | | | | | | .3 | 9 |
| Nos. | 22 | to | 24 | | | | | | | | | | | | | | | | | .3 | 0 |
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List acet. 19, '86dis. 5

| All sheets No. 18 and lighter, over nches wide, not less than 2-10 extra. | 30 |
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| SHOVELS AND SPADES | |
| First Grade, Doz. 6 Second Grade, Doz. 5 | 50 75 |
| SOLDER | |
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| 6 5 | The prices of the many other qualities of solder in the market indicated by private brands vary according to compo- |
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| 00 | SQUARES |
| :10 | Steel and Iron |
| | TIN-MELYN GRADE |
| 40 | 10v14 IC Charcoal 10 50 |

| TIN-MELYN GRADE | |
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| 10x14 IC, Charcoal10 | 50 |
| 14x20 IC, Charcoal10 | 50 |
| 10x14 IX, Charcoal12 | 00 |
| Each additional X on this grade 1 | 25 |
| TIN-ALLAWAY GRADE | |
| 10x14 IC, Charcoal 9 | 00 |
| 14x20 IC, Charcoal 9 | 00 |
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| TRAPS |
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| Steel, Game Oneida Community, Newhouse's40& Oneida Com'y, Hawley & Norton's Mouse, choker, per doz. holes |
| WIRE |
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| WIRE |
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| Bright Market |
| Annealed Market |
| Coppered Market50&: |
| Tinned Market |
| Coppered Spring Steel |
| Barbed Fence, Galvanized2 |
| Barbed Fence, Painted |
| WIRE GOODS |

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| Crockery | and | Classwa | are |
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| S | TONEW | ARE | |
| No ch | arge for | packing. | |
| | Butter | | |
| 1/2 gal. per doz. | | | 59 |
| | r doz | | 61/2 |
| 8 gal. each | | | 60 |
| 10 gal. each | | | 75 |
| 12 gal. each | | | 90 |
| 15 gal. meat to | ibs, each | 11 | 28 |
| 15 gal. meat to 20 gal. meat to gal. meat to | ibs ,each | n1 | 70 |
| 30 gal. meat tu | be onch | 12 | 38 85 |
| ov gar. meat tu | | | 89 |
| | Churn | | |
| 2 to 6 gal. per | gal | | 71/2 |
| Churn Dashers, | | | 84 |
| | Milkpai | | |
| 1/2 gal. flat or ro | und bott | tom, per doz. | 52 |
| 1 gal. flat or | round b | ottom each | 61/2 |
| Fine | Glazed I | Milkpans | |
| ½ gal. flat or r | ound bot | ttom, per doz. | 60 |
| 1 gal. flat or r | Stewpa | ttom, each | 7 |
| 14 gal firenco | of bail | ner der | 20 |
| 1 gal. fireproo | f. bail n | er dos | 1 16 |
| , | Jugs | | |
| ½ gal. per doz. | ougo | | 68 |
| ¼ gal. per doz. | | | 51 |
| 1 to 5 gal., per | r gal | | 814 |
| | ALING | | |
| | | Per | doz. |
| Pontius, each s | stick in | carton | . 40 |
| LAN | AP BUF | RNERS | |
| No. 0 Sun | | | . 38 |
| | | | |
| No. 2 Sun | | | . 50 |
| No. 3 Sun | | | . 87 |
| Tubular | | | . 50 |

| No. 2 Sun 50 |
|-----------------------------------|
| No. 3 Sun 87 |
| Tubular 50 |
| Nutmeg 50 |
| MASON FRUIT JARS |
| With Porcelain Lined Caps |
| Per gross |
| Pints4 45 |
| Quarts 5 80 |
| ½ gallon |
| Caps 2 25 |
| Fruit Jars packed 1 dozen in box. |
| LAMP CHIMNEYS-Seconds. |
| Per box of 6 dos. |
| Anchor Carton Chimneys |
| Each chimney in corrugated tube |
| No. 0, Crimp top 1 70 |
| No. 1, Crimp top |
| No. 2, Crimp top |
| Fine Flint Glass in Cartons |
| No. 0, Crimp top |
| No. 1, Crimp top |
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| No A Chimp to Glass in Cartons |
| No. 0, Crimp top |

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| | No. 1, Crimp top |
| 4 | Pearl Top in Cartens |
| 0 | No. 1, wrapped and labeled 4 60 |
| 0 | No. 2, wrapped and labeled 5 80 |
| | Rechester in Cartens |
| 00 | 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.) 8 50 |
| | No. 2. Fine Flint, 12 in. (\$1.85 dos.) 7 10 |
| 0 | No. 2, Lead Flint, 10 in. (96c dos.) 5 50 |
| 0 | No. 2, Lead Flint, 12 in. (\$1.65 dos.) 8 78 |
| 00 | Electric in Cartens |
| 00 | No. 2, Lime (75c doz.) |
| 0 | No. 2, Lead Flint, (95c dos.) 50 |
| 0 | LaBastie |
| | No. 1, Sun Plain Top, (\$1 dos.) 5 70 |
| | No. 2, Sun Plain Top, (\$1.25 dos.)6 94 |
| 0 | OIL CANS |
| 5 | 1 gal. tin cans with spout, per dos1 20 |
| | 1 gal. galv. iron wth spout, per doz. 1 60 2 gal. galv. iron with spout, per doz. 2 50 |
| 0 | 3 gal galv iron with spout, per doz. 2 50 |
| 5 | 3 gal. galv. iron with spout, per doz. 3 50 5 gal. galv. iron with spout, per doz. 4 50 |

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| | 3 gal. galv. iron with faucet, pe rdoz. 4 | 50 |
| 0- | 5 gal. galv. iron with faucet, per doz. 5 | 25 |
| | 5 gal. Tilting cans | 00 |
| | 5 gal. galv. iron Nacefas | 44 |
| | | 60 |
| -5 | LANTERNS | |
| | No. 0 Tubular, side lift4 | 50 |
| | No. 2 B Tubular6 | 75 |
| 50 | No. 15 Tubular deal | 15 |
| 50 | No. 15 Tubular, dash6 | 75 |
| 00 | No. 2 Cold Blast Lantern7 | 75 |
| 25 | No. 12 Tubular, side lamp12 | 00 |
| 40 | No. 3 Street lamp, each | 54 |
| | LANTERN GLOBES | • |
| 00 | | == |
| | No 0 Tub cases 1 doz. each | 55 |
| 00 | No. 0 Tub., cases 2 doz. each | 55 |
| 50 | No. 0 Tub., bbls. 5 doz. each, per bbl. 2 | 25 |
| 50 | No. 0 Tub., Bull's eye, cases 1 dz. e. 1 | 25 |
| 50 | | - |
| | Roll contains 32 yards in one piece. | |
| | Total Community of Jaius III One Diege. | |

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Features of the Butter Trade in New York.

"I can't use that lot of butter; it is too high colored," said a buyer on Saturday last. It was a day when goods were scarce and I thought almost anything would go, but the jobber turned the lot down, and passed to some other stock which was no better in quality, if as good. I asked the receiver to let me look at the rejected butter, for I wanted to get a closer line on the class of goods the trade wants, and I saw at once the objectionable color that caused the buyer to turn down the lot. A few years ago such butter would have been accepted without a quibble, but the trade of New York has been steadily drifting toward lighter color, and many of the jobbers simply will not handle the deep yellow colored goods. They claim that the grocers who cut out the butter over the retail counters kick hard when there is too much color, and they sometimes send a tub back imagining that there are other faults beside the color. This particular lot was somewhat over colored, but it was not near so bad as other shipments that I have seen recently, and it seems to me that a word of caution to the buttermakers just now will

We are just running into the grass season and the quantity of butter color used should be gradually lessened. As soon as the cows are on full grass the coloring matter should be cut out entirely. This should be the case during June and July and sometimes in August. Mistakes that are made now are costly, and they will be still more so as we enter the storage season. I hope the experiments that the Government has been making, looking toward furnishing the buttermakers with something that will always be a guide to them in the matter of color, will prove successful, and that the time will not be distant when there will hang in every creamery a pattern of the shade of color New York and other markets want. It is a very great advantage to all concerned to have uniformity.

When Mr. Sudendorf was here last week he outlined to some of our merchants the plans that he has for a butter exhibit at the National Dairy Show to be held in Chicago next October. He says that a very large premium fund will be distributed, but that no one can participate in this unless he is present at the convention, as well as having an entry of butter. The object of this is twoget out the buttermakers and cream- a remedy for them. ery managers, believing that the advantages to be derived from an inter-

brings the creamerymen and buttermakers in contact with the great supply houses of the country and gives the most favorable opportunity to study the dairy machinery that is now on the market. With the steady change in the methods of making butter have come equally important changes in the machinery used in its manufacture, and to inspect the various appliances under such favorable circumstances as the dairy show proposes to offer must be appreciated by every up-to-date buttermaker or creamery manager. A programme of more than usual interest will be arranged and there ought to be the largest attendance that has ever been known at a dairy convention.-N. Y. Produce Review.

"Specials" as a Means of Reclaiming Territory.

Every typical sales manager works with two objects in view-and as a general rule, the more clearly he defines them in his own mind the better he succeeds. The first, in order of importance, is to increase the productiveness of the different territories under his charge; the second is to increase the efficiency of his salesmen, individually and collectively.

In order to carry out the second object he aims first to weed out from the selling ranks all the incompetent men-those who, after a fair trial, have disappointed the confidence he placed in them when they entered his employ. He aims to keep thoroughly in touch with all the conditions under which the men (on whose success or failure his own success or failure as a manager depends) must work; to settle their perplexities, put 'sand" into them when necessary, and 'find a way" when they can not find one for themselves. He is as jealous of their having and being and doing what is best for them as the training master of a varsity eight in the last few days before the race. In all this he hopes to raise the efficiency of each man, and of the sales force as a whole, to the maximum.

But when he has accomplished this object-when the force to a man is getting the utmost amount of business that could be expected considering the conditions under which it works-the sales manager has by no means done all that he must. He has only taken the first and most necessary step toward establishing a maximum standard of productiveness from all the territories. Much remains to be done that is unrelated to personal salesmanship. This is because the men, even when exerting their tactical powers to the limit, can not be expected to adjust, independently of their managerial chief, certain adverse conditions that at times affect their territory as a whole.

When these conditions arise it is fold. In the first place he wants to the sales manager's business to find

Every manager knows how a late season is synonymous with inertia on change of thought and discussion of the part of the buyers. Every busithe various problems confronting the ness has, at some time, met the nedairy world, and the brushing up cessity of "putting on extra pressure" against the men who are making the to keep up to average the volume of deepest study of these matters, will orders from some territory where be very helpful to those who are makters at there is a temporary scarcity of we extend your

draught or flood. The quickest and surest means of bringing such extra pressure to bear where it is needed is the sales manager's principal ob-

When there begins to be a general and equal falling off of orders from all parts of a territory the manager is usually able to base a diagnosis of the trouble upon salesmen's reports. Salesmen, however, see the matter from only one point of view, and it is important to get the dealer's opinion as well before a remedy can be projected with any certainty of success. To this end correspondence between the sales manager and a few representative dealers in the territory is practicable. The manager is at a great advantage in such a case if he is one whose policy it has always been to cultivate, so far as circumstances permit, the personal acquaintance with his customers. In the furniture line, where dealers usually make it a rule to "visit the market" twice a year, it is an easy matter for the salesmanager to know most of the dealers who trade with him, and to "keep up" such acquaintanceships.

In a business like ours, where one dealer in each town is allowed the exclusive right to handle the product, it is comparatively a simple matter for the sales manager to enlist the co-operation of old customers in the Send for Catalogue and see what afflicted territory in a general revival of trade; these customers of course being anxious on their own account for the renewal of the healthy trade 99 Griswold St. conditions that have always made it

ing our butter product. Second, it money, owing, for instance, to Grand Rapids Notions & Crockery Co. 1-3 So. Ionia St., Cor. Fulton St.

We carry a complete line of Notions and are factory agents for Crockery, Glassware and Lamps. OUR PRICES ARE RIGHT.

Grand Rapids Notions & Crockery Co.

Our Specialty Feed, Grain and Mill Stuffs

Straight or Mixed Cars

You will save money by getting our quotations, and the quality of the goods will surely please you.

Watson & Frost Co. 114-126 Second St. Grand Rapids, Mich.



Rubber and Steel Stamps Seals. Etc.

we offer.

Detroit Rubber Stamp Co. Detroit, Mich.

Canned Tomatoes

SPOTS OR **FUTURES**

Saginaw Noiseless Tip Matches

Write or phone

C. D. CRITTENDEN CO.

41-43 S. Market St.

Grand Rapids, Mich.

Clover and Timothy

All orders filled promptly at market value.

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

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.

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

GRAND RAPIDS, MICH.

We extend you a cordial invitation to visit Grand Rapids during Merchants' Week, June 5, 6 and 7

profitable for them to buy on a large scale. The giving of exclusive rights has this advantage: that it places customers on a more intimate and confidential footing with the management of the firm that supplies them.

One of the most successful methods of reviving a territory, and I believe it is one that is used by few houses in the furniture business, is the putting out of "specials" or byproducts as a stimulus to the retailer's trade, no less than to the dealings between retailer and supplier. These "specials" can be offered at a nominal price, which is often absurdly low compared to the price that would have to be asked for them if they were staple products. But they are as desirable, with regard to the material used and the quality of workmanship, as if they were regularly listed with the firm's output.

Even in a locality where there is a decided shortage of money in circulation, there is bound to be an easy sale for such an article, for instance, as a tabourette or an ottoman, or any small novelty in the furniture line, when it is offered by the retailer at a half or a third of the price which would ordinarily and equitably be asked for it.

When the retailer begins cutting down his orders to his regular supplier it is, in the great majority of cases, because his own trade has for some reason been falling away. He is eager to seize upon any means of reviving that trade, and when effectual means are offered by the house that supplies him he is sure to be appreciative and to reciprocate by increasing his business with that house as rapidly and on as large a scale as he can.

The same principle has been universally demonstrated by the retailers in their relations with the general public. Every shopper has been trained to look out for "special bargains" and has learned by experience that, in the majority of cases, the goods thus offered are as genuinely desirable as they are represented to be, even although their price is incredibly low.

Even when the retailer loses money on the goods that are offered in this manner for bait he regains many times what he has lost from the enterprise in the long run. It gives him the best of advertising. It inspires confidence in his customers: it makes permanent and frequent customers of persons who had only bought of him experimentally before. But the result that is most immediately obtained is that the people who come to his store intending only to buy the "special offering" will, twice out of three times, yield to the temptation to buy other wares at the regular price, and this brings the volume of trade up to standard again.

But if rightly managed "specials" can be offered by the retailer to consumers, or by the manufacturer to his customers, without incurring any club woman will take very kindly to loss.

The material that goes into them (in the latter case—the case of the manufacturer) practically costs nothtings" or the waste incurred in turn- cance. It was never intended as a ing out the regular product. "Spe- shield for wrong doing, and the deci-

cials" represent little outlay in operating expense, since, in almost every large manufactory, it is always problem how to keep all the machines in commission all the time, and how to find uninterrupted employment for the skilled workmen-and this is problem which the manufacture of specials solves very simply and economically. The skilled workman is in receipt of high wages, and for that reason it would be too costly to retain him unless his services were constantly in requisition. In turning out the regular product there is less for him to do than for the common operative, and if it were not that he were given employment on the "specials" he would have to be retained at a high rate of wage through periods of idleness; or else engaged, on a temporary basis, to work on jobs in his line when occasion demanded. There are many reasons, irrelevant here, why the employment of skilled labor on a temporary basis is not always the best economy; and in many cases it would be impossible as well The "specials" can be marketed, too, without extra cost, since the salesmen offer them to customers on whom they would have to call anyway in securing orders for the regular products. With the cost of material, or production, and of marketing virtually eliminated, these "specials" can be marketed at a price that is vastly disproportionate to their value, and yet that represents no sacrifice.

When it is remembered that more 'cuttings" accumulate in the making up of the finest and costliest materials into marketable products than in utilizing common and cheap materials for inferior manufactures; and when it is shown that it is actually a point of economy to employ the most skilled and most highly workmen in the turning out of these "specials," little room is left for doubt as to their merchantableness. Such a combination of price and quality is bound to infuse new life anywhere under almost any conditions.

When this policy of reviving trade by employing "specials' is made use of, it is most essential that the salesman understands it in detail, in order that he can make the integrity and rarity of the offer, and his firm's purpose in making it, unmistably clear in the buyer's mind .- Adolph Karpen in Salesmanship.

A St. Louis judge ordered a verdict of acquittal in the case of a woman charged with writing lottery tickets on the singular ground that she had written them at the command of her husband, whom she had solemnly sworn to love, honor and obey. It was on the "obey" that the judicial emphasis fell heavily. Having thus taken a solemn oath to yield implicit obedience to the husband's commands, the wife is no longer a free agent. It is doubtful if the modern this exhibition of mercy to an erring sister. The word "obey" is often omitted in the marriage service, and when uttered it is regarded a matter ing, since "specials" are made of "cut- of form with no important signifi-

sion of the St. Louis judge will be a lame defense in the higher courts.

We should all do unto others as we would have others do unto us, but we generally wait for them to do it

We want competent

Apple and Potato Buyers to correspond with us

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

Our Specialty Dairy Butter, all grades. What have you to offer?

Get Our Weekly Prices

Stroup & Carmer

Grand Rapids, Mich.

ESTABLISHED 1876

Clover and Timothy Seeds. All Kinds Grass Seeds. Orders will have prompt attention.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS Office and Warehouse Second Ave. and Railroad.

WOTH PHONES 1217

GRAND RAPIDS, MICH.

What's the Matter with the Grand Rapids Market?

Our average selling prices last week were: Live Chicks and Fowls 121/4c; Dressed 141/4c; Veal 8c; Eggs 15c; Butter 181/2c. "SHIP US." Prompt Returns

BRADFORD & CO., 7 N. Ionia St., Grand Rapids, Mich.

(The New Commission House)
We extend you a cordial invitation to visit Grand Rapids during Merchants' Week, June 5, 6 and 7

W. C. Rea

REA & WITZIG

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

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

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

Established 1873

Butter

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

American Farm Products Co. Owosso, Mich.

If you want your regular shipments handled at fair prices, mark them to us

Stencils or cards furnished

L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York Established 1865. We honor sight drafts after exchange of references



All Honor To the Man Who Sells Things.

These are prosperous days in business circles. Printeries and binderies are busy making order books wherein can be entered the tremendous demands for materials of all kinds flowing into the factories of our country.

What does this prosperity mean in its generic sense? What causes railroads to buy cars by the thousands and locomotives by the hundreds? It means and it is because there have been sales made of all kinds of material entering into the consumption of busy mankind in all quarters of the country.

Sales necessitate transportation, transportation calls for power and vehicles, and so the results of sales ramify into every nook and cranny of civilization.

Sales light the furnace fires, blacken the sky with smoke, set ponderous machinery in motion, quicken the demands for labor and spread the smile of plenty over the land.

He who sells things is the apostle of happiness, the bulwark of prosperity.

Who fills the hotels, crowds the trains and loads the freight cars with tonnage? The man who sells things.

Of what commercial value is the most useful and wonderful device that was ever invented, unless it is exploited by the man who knows how to sell it?

Oh, you who pride yourself upon the possession of inventive genius, cudgel your brains, burn the midnight oil, wallow in problems of skyhigh mathematics, produce, if you can, something for which you think a waiting world is languishing, and when it is done, unless you get next to a man who can make people believe they need it and sell it to them, your trousers will be frayed at the edges, and your stomach will know the pangs of hunger.

The best friend of everybody is the man who sells things.

He who would sell things must be patient, tactful, broad-gauged, generous, good-natured and tireless. For him no whistle blows to sound the end of his daily toil. For him there are but few peaceful evenings at his home fireside. For him it is hustle, hustle, hustle.

On his travels up and down the highways he seeks audience with and tells his tale to men of varying titles. In the railway trade he goes to presidents, general managers, superintendents of motive power, civil engineers, mechanical engineers, electrical engineers, sanitary engineers, engineers of tests and, in fact, runs the gamut of every conceivable degree of titled importance, and, besides, he is ever and always up against that most august personality, the office boy, and to all of these the man who sells things comes under the general characterization of "Drummer" or a "Supply Man," "Drummer"

terms that are not intended to dignify and are more or less terms of opprobrium. Moreover, they are threadbare from long use and lack significance.

Now, I think that after a man has a record of service in selling things, has attended the severest of all schools, namely, contact with world; after he has been chilled to the marrow by refrigerated receptions; after he has been tried out in the crucible of competition; after he has overcome the mountains of obstacles that beset his path, and "made good," I think he should have a de- himself. gree conferred upon him.

Our universities are turning loose doctors, masters and bachelors this and that and the other thing, and engineers of all kinds and descriptions, to gain which degrees the recipients have undergone not one tithe of the hard work and self-sacrifice of the man who sells things, and have not learned half as much in the same period of time.

Fit up the most luxurious offices, take a whole floor in the most conspicuous block in Pittsburg, go out and buy broad acres and erect magnificent works, fit them up with all the most modern machinery, and you would never pay the laboring man one cent, the landlord would evict you for the non-payment of the rent of your luxurious offices, if the fellow with the carpet-bag, away from home, plunging through midnight blackness, putting up with all sorts of discomforts, was not sending in his orders so that the wheels might go round.

Let's give the man who sells things-so that the other fellows with degrees may receive their salaries promptly-a degree.

What shall it be? I confess I am fond of the "Engineer" style. Now, if I remember the definition of an 'Engineer" as recorded in the dictionary, it is not confined to those who have to do only with technical work, but it also calls it "engineering" where one carries through by skill and contrivance a business deal.

What's the matter with calling him a "Commercial Engineer?"

If there is anybody who knows more than the man who sells things about wheels within wheels, slipping a cog, eccentrics, joints, bulldozers, lost motion, making connections, laying pipe, pumping, plugging and working under high pressure, just trot him out and we will give him a degree that will fit him.

All honor, I say, to the man who sells things. When he is not abroad in the land there is "nothing doing." So sure as the rising sun foretells the coming of day, so does the appearance of the man who sells things foretell commercial activity, and just in proportion as he succeeds the tide of prosperity ebbs or flows. The man who brusquely turns him down, or who affects to be bored by his presence, or who bars him from his office, does an injustice to the interests confided to his care, and also robs himself of a large amount of information that he needs in his business.-Geo A. Post in Salesman ship.

How Salesmen Are Made.

The man on the road is in business for himself, just as much as any stockholder in the firm he represents. His trade is distinctively his; his customers wait for his visits, buy on his recommendation and mail orders to him. If he changes houses his patrons follow him. His salary is based on the volume of business, as is the profit of any manufacturer or merchant. He is in business for himself without the investment of cash capital. Any young man who can sell goods can get into business for

The newsboy, the clerk, or the farm boy must not wait for some manufacturer to send for him to fill \$5,000 position. Such dilatory evidence is not a mark of salesmanship. Neither should either expect voluntary promotion, but must advance himself by a show of persistence for the place he wants.

After experience as a drug clerk, I wanted to try the road, says a writer. I applied to the head of a wholesale drug house, saying that I was willing to commence at any job and work up.

"Where do you want to work up to?" asked the manager.

"Well, sir, I want to go on the road."

"Then be careful where you begin to work up from, and get as near you can to the place you want," he said. "Downstairs we have a man that began as a boy, over thirty years ago, washing bottles. He became such an expert bottle washer that we could not afford to advance him, because we did not know how we could and most of them are going at once. replace him."

"Suppose," said I, "he had demanded a better place, on the ground of faithfulness to duty."

"But he did not, and there is where he probably failed to advance himself He's too old-washing bottles is all he's good for now.'

The foregoing narrative is which may account for its variation from some of the story book episodes. A young man, to get on the road, must know where to draw the line in obedience, and when to quit washing bottles.

Every issue of smoke from every factory says: "We are making goods to be sold." Every boat and railroad engine says: "We are hauling goods to be sold." In every publication thousands are calling: "We have

goods to be sold." New inventions daily proclaim: "Improved goods to be sold." The masses are crying: "We want the goods that are to be sold." Then what? Why! there is always room for a medium between those who buy and those who sell. The firm, however, that employs a salesman must know that he is that medium, and he must be willing to prove that he is by going out for a week's trial without salary, at his own expense, if necessary. There is room for men that can build, command and hold trade.

Morgan and the Stutterer.

A young reporter on the New York Sun, who stuttered fearfully, was sent one day to try to get a statement from J. Pierpont Morgan.

"Who and what are you?" demanded Mr. Morgan.

In moments of surprise or nervous excitement the reporter's stammering always became acute, so he stood with jaws locked, vainly trying to speak.

Mr. Morgan began to fume, and finally he sputtered:

"What in the devil are you?"

The reporter's sense of humor did not share the clogging up of his speech, and, after much facial contortion, he managed to gurgle out:

"I-I-I-aaaaa-m an elocutionist."

Mr. Morgan saw the joke, he grimly relaxed and when the reporter's speech-consciousness returned he got the statement

Rumor hath a thousand tongues,

Honeyed words often have a string to their tails.

Elevator term:

"Going Up?"

There is a finely appointed room with every convenience awaiting you when you hear the elevator boy say those words at

The Hotel Livingston

One Hundred Dollars in Gold

The Michigan Tradesman proposes to distribute \$100 among the traveling men who secure the most new subscriptions for the Michigan Tradesman during the present calendar year, as follows:

> \$50 For the Largest List \$25 For the Second Largest List \$15 For the Third Largest List \$10 For the Fourth Largest List

Subscriptions must be taken on the regular order blanks of the company, accompanied by a remittance of not less than \$2 in each case. For full particulars regarding this contest and a full supply of order blanks address this office. This contest is open to all traveling salesmen, without regard to line, location or territory.

THE WORST YET.

Latest Poetical Effusion of Albert B. Merritt.

Frank Leonard, the chairman, is charm ing;
He's rich enough now to go farming;
No doubt he will soon
Buy a hot air balloon
And sail at a speed quite alarming.

A man who deserves all our praises Is working nowdays to beat blazes; His name is E. A. Stowe— You all know him, I know— Just note how benignant his gaze is.

A grocer who never stops thinking While eating or sleeping or drinking Is bound to progress, And that's why, I guess, So modestly Judson is blinking.

To deal in dry goods is quite trying At times when the trade is not buying, But when it is known You are "Holden" your own There is no occasion for sighing.

"What can the poor traveling man do?" Why, do anyone that he can do.
... nus says our friend Mills,
The dispenser of pills,
"You've got to do what all the gang do."

Lee Hutchins says, "Boys, keep persisting: ing;
Your eloquence there's no resisting;
Persist in the right,
But stay in at night,
And stop the bad habit of trysting."

John Snitseler's a pretty big fellow. In him there is no streak of yellow; He says to co-op And we'll come out on top, In a voice that's exquisitely mellow.

The traveling men's Santa Claus, Sehler, Is built like a big lake side-wheeler; He plows straight ahead For his own daily bread, For he is a straightforward dealer.

"Hurrah for our beautiful city!"
Says Senator Smith, who is witty;
But, grand as his prose,
A just Heaven knows
It couldn't compare with this ditty.

Death of Ben Van Leuven.

Benton Grant Van Leuven, more familiarly known as Ben, died at his home in Gobleville Tuesday, May The funeral was held the following Thursday. Death resulted from lockjaw, which continued four days and which was occasioned by deceased running a nail into the ankle about a quarter of an inch. The wound was cauterized immediately, but even this treatment was not sufficient to prevent a fatal termination

Mr. Van Leuven was born at Milford, in May, 1865. When he was a small child his family removed to Petoskey, where he subsequently clerked several years in a retail store. He then came to Grand Rapids and entered the millinery store of his brother, with whom he remained three or four years, the latter part of which time he was on the road as salesman. His next employment was with a New York millinery house as traveling salesman. He subsequently traveled for the Schofield, Shermer & Teagle Oil Co. Some years later he engaged with the P. J. Sorg Tobacco Co., with which house he remained several years. He afterwards traveled for Gowans & Stover, of Buffalo. In 1896 he married Miss Agnes J. Bromley, of Gobleville, and settled down to life on a farm, which was very much to his liking after a somewhat strenuous career as a traveling salesman.

Mr. Van Leuven was a Knight of Pythias, a member of the Michigan Knights of the Grip and an Elk, and for some years past had been an adherent of the Christian Science faith.

The funeral was held at the home of the deceased and was very largely attended, every business house in the village being closed and business of seat at the head of the table.

all kinds being suspended during the Flowers and Shrubbery To Hide ment of the Proctor store for several service. The interment was in Robinson cemetery, four miles northeast of Gobleville

The deceased was at one time one of the best known traveling salesmen of Western Michigan. He enjoyed the respect and confidence of every one with whom he came in contact.

Gripsack Brigade.

Thomas Dryden, who has represented Foster, Stevens & Co. on the road for several years, has transferred himself to Bingham & Co., of Cleveland. He is succeeded by E. C. Jones, formerly connected with the Clark-Rutka-Weaver Co.

A Holland correspondent writes: Robert DeBruyn, formerly proprietor of the City bakery, is now on the road for the Voigt Milling Co., of Grand Rapids. His territory comprises Western Michigan as far north as Pentwater. Mr. DeBruyn's family still reside in this city.

Having entertained the traveling salesmen representing Grand Rapids houses, it is now in order for Wholesale Dealers' Committee of the Grand Rapids Board of Trade to entertain the traveling men who reside here, but who travel for outside houses. In this latter class are many of the best and most loval citizens of Grand Rapids. Their homes are here. their investments are here and, while it is true that they are selling goods for outside houses, yet they are interested in the growth and prosperity of Grand Rapids to the same extent as are the traveling men who actually carry the banners of Grand Rapids houses.

A Battle Creek correspondent writes as follows: Robert C. Talbot, for many years identified with the clothing business and until recently one of the proprietors of the Continental clothing house, has accepted a position with the Toasted Corn Flakes Co. and leaves soon on his first trip. Mr. Talbot is both genial and courteous, two important elements toward the making of a successful commercial representative, and in addition to these has good business ability. This happy combination will make him a valuable man to the Toasted Corn Flakes Co., whose interests are growing to such an extent as to require a large force of capable employes to supply the demand and continue to introduce the product.

Traveling Man Escapes Suffocation.

Midland, May 28-Suffocated almost to unconsciousness, W. P. D. Rehmer, a traveling man of Dansville, N. Y., struggled to unlock the door of his room at the Madill House Monday night, and had scarcely strength enough to reach the hall. Matches had mysteriously ignited in the dresser drawer and set fire to clothing.

It is claimed that William J. Bryan has been the guest of honor at more banquets than any other man in the country. He is still hungry and probably hopes yet to satisfy his appetite with a big dinner at the White House, at which he will occupy the

Lumber Piles.

Flint, May 28-Estheticism has joined hands with industry in Oak Park subdivision and the present prospect is for a harmonious ensemble of the material and the artistic in that part of the city when the flowers finally get to blooming in the spring. An elaborate plan of beautifying the grounds adjacent to the big factory buildings has been adopted by the Oak Park Civic Improvement Association, and men are now at work under the direction of an expert landscape gardener putting the plan into execution.

The general scheme of outdoor improvement was evolved by W. Manning a famous landscape artist of Boston, and provides for beautiful greensward, flower beds and shrubbery so disposed as to conceal the defects of the present prospect, more particularly the sidetracks and lumber piles that are a necessary adjunct to the manufacturing institutions.

The idea is the same as that which has been so successfully worked out by the National Cash Register Co., at Dayton, and when it shall have fully materialized the effect is expected to afford one of the most inviting landscape pictures to be seen in this section of the country.

The manufacturers of the subdivision have co-operated in a project to erect a handsome and commodious dining hall for the convenience of their employes, at a cost of \$12,000, and work on the new building will be commenced in the near future.

From Meat To Slicing Machines.

Detroit, May 28-John B. Kelly, Past Counselor of Cadillac Council and Treasurer of the Michigan Knights of the Grip, has severed his connection with Hammond, Standish & Co., for whom he traveled with credit to himself for the past fifteen years. He begins to-day as representative of the American Slicing Machine Co., Chicago and Grand Rapids, in Detroit and Northern Ohio Mr. Kellys associates at Hammond, Standish & Co.'s surprised him in the office Saturday morning and gave him a fine umbrella, the presentation being made by Charles D. Standish, General Manager. Mr. Kelly stands high with the fraternity and all his former employers.

Lost His Samples on the Naomi.

Lansing, May 28-W. S. Schild, a traveling man of this city, is thankful that he was taken suddenly ill last Monday evening, which detained him in Grand Rapids over night.

Mr. Schild had bought a ticket to cross Lake Michigan on the ill-fated Naomi, which was burned in mid-lake Monday night. His baggage was sent to the steamer at Grand Haven and he expected to follow it in time to take the boat, but on account of his illness was unable to leave Grand Rapids. He travels for the Hull Umbrella Co., of Toledo, and his entire line of samples, valued at about

years, has taken a position with the Wm. E. Woodward Hardware Co.

Eaton Rapids-Leo Marshall has resigned his position with the Tucker & Gallery dry goods store and accepted a similar place with the Fletcher dry goods house of Jackson. He leaves here next Sunday.

Ann Arbor-Eckert Schroen, Saline, who has been with Edson, Moore & Co., at Detroit, the past year, has taken a position at the St. James dry goods store.

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

Buffalo, May 29-Creamery, fresh, 20@231/2c; dairy, fresh, 18@21c; poor to common, 16@18c.

Eggs-Choice, 16@161/2c; candled,

Live Poultry - Broilers, 28@30c; fowls, 15c; ducks, 14@15c; old cox, 10c; geese, 9@10c; turkeys, 12@14c.

Dressed Poultry-Iced fowls, 14@ 16c; chickens, 14@16c; old cox, 10c.

Beans - Pea, hand-picked, \$1.65@ 1.70; marrow, \$2.15 @2.25; medium, \$1.65@1.70; red kidney, \$2.35@2.40; white kidney, \$2@2.25.

Potatoes-White, 75@80c; and red, 70@75c. Rea & Witzig.

Up to noon of Wednesday 800 acceptances have been sent in by country merchants for the banquet to be given as a culmination of Merchants' Week on Friday evening, June 7. As the time for making application for banquet tickets closes on Saturday, it is expected that fully 1,000 acceptances will be received by that time. As there is no hall in Grand Rapids that will accommodate 1,000 banqueters comfortably, the Wholesale Dealers' Committee will probably be under the necessity of holding two banquets. This will require two toastmasters and two sets of speakers, but the Committee having the matter in charge will be equal to the occasion and can be depended upon to make all the necessary arrangements.

The only place for the heroine to faint is in the hero's arms.



HOTEL TULLER

Detroit's newest and finest hotel. Absolutely freproof -partitions, stairways, et c. CONVENIENT-Only one block from Lower Woodward, on the west side beautiful Grand Circus Park, corner Adams ave., W. ROOMS-Steam, bath, electric lights, \$1.50 up. PLAN-American and European. Fine popular priced cafe. Elegant Am. dining room. DINNER-Served 6 p. m.. six courses, 50c. Sunday, 75c.

\$1,500, was lost in the wreck.

The Boys Behind the Counter.

Hersey—O. D. Hilderley, who has been manager of the grocery depart
been manager of the grocery depart-



igan Board of Pharmacy. t—Henry H. Heim, Saginaw. y—Sid, A. Erwin, Battle Creek rr—W. E. Collins, Owosso; J. D nd Rapids; Arthur H. Webber

Michigan State Pharmaceutical Associa President—John L. Wallace, Kalama-First Vice-President-G. W. Stevens, Vice-President-Frank L. Shilding. Vice-President—Owen Raymo,

Wayne.

Becretary—E. E. Calkins, Ann Arbor.
Treasurer—H. G. Spring, Unionville.

Executive Committee—J. O. Schlotterbeck, Ann Arbor; F. N. Maus, Kalamasoc; John S. Bennett, Lansing; Minor E.
Keyes, Detroit; J. E. Way, Jackson.

Art of Dressing the Drug Store Window.

The average show window in the smaller stores contains almost anvthing you will look for except evidence of thoughtfulness on the part of the man who arranged it. Most merchants do not take the show window seriously. They fail to realize that what a man's clothes are to him the show window is to the store. A man's clothes are what the public size him up by. If he is well and neatly dressed he is taken as a man of consequence in the world and if dressed in a slovenly manner the public size him up as a sloven and govern themselves accordingly. So with the show window. A dirty flyspecked window means a dirty flyspecked stock and the man who uses bad taste in the arrangement or color scheme of his window will be classed by the passer-by as a man with bad taste in the selection of the stock and will be avoided accordingly.

There can be no hard and fast rule of window decorating laid down any more than you can lay down a rule of thumb for making love to a girl. Some girls have red hair, you know, and that makes—but this is to be about window dressing. The first thing to be considered in dressing a window is, of course, the base on which the window is built. The bottom must be of such a height that it will throw the goods plainly in front of the eye. The back should be enough higher than the front that the goods in the rear will not be hidden.

Next to be considered is the cloth covering for the foundation of the window. The matter of color is of the colors mustahromwkawkwkwkw much more importance here than the matter of texture. First, of course, the colors must harmonize with each other and second with the stock to be displayed. Yellow with black, green with yellow, white and black, black with any light color, white with dark color, or, of course, any one color alone, are standard combinations, but should be used with especial reference to the time of year. In winter let rich dark wines, reds, blues and blacks predominate in your dow. If you are catering to swell-window, for in winter a man drifts dom don't put them in. They are as naturally to a warm looking spot as a yellow dog does to both you have my sincere sympathy it is not the work of one particular a yellow man. In summer let the for you are as sure to lose as a man. Select the man who loves the

or turquoise predominate and let the back curtains of your window, if any, be of some fluffy white stuff and the cool look of the whole place will prove irresistible to the average passer-by.

We will now suppose that our window is properly spread with its cloth covering, which, by the way, should never be tacked down; and the next point is the same one a man faces first when he sits down to write an advertisement. How-can we attract attention? Any moving object in a window is a winner! Any of the hundred and one little devices are fine. I have within a week seen half a dozen men standing in front of an obscure retailer's window watching the slowly unwinding string with a little ivory ball on the end of it like on top of the clocks that were in in the window and be in the way of watchmakers' windows when we were boys. As the little ball loosened its the article displayed. Point out the hold on the post on one side and swung over to the other a smile front the idea that you would be would come on each face to see it adroitly caught on the other post. Men and women are only big children and it takes but little to interest them, but it must move. The clock of more recent make that flips a fresh card with the time on it in front of you each minute should be a good window attraction and the radiometer whirling around in the of the optician's window for a decade and is just as good to-day as it was this country.

your passer-by you, of course, must against that booklet. Next you must interest him to hold him. Your attraction is the same as the catch line your place how he came to patronize in your newspaper advertisement. It arrests the attention, but the body of but simply tell him that you do sevthe advertisement must do the rest of the work which is to bring the man into your store. An old window dresser once told me that the perpectly dressed window contained only one kind of an article and so many of them as to startle the eyes of the beholder. It is the unusual that at-

Shall we put price tags in the window? A man should not go to a baseball game in a dress suit or wear gum boots and yellow slicker to a dress ball. He must decide the price tag question according to where he is doing business. It is a matter of geography, not right and wrong. It is right for a man to put price tags in his window if they sell the goods. There are localities where the matter of price is the prime factor in merchandising and localities where it is a matter of quality. Bridget O'Toole buys a dress because it is 49 cents a yard, while Mrs. Lyman Acker-Hyphen-Topnotch would only question if the shade matched the color she was wearing her hair or if it was what the beau monde were sporting in Paree. If you are on what is commonly known as a cheap street put a price on every article in your winvulgar. If you are trying to cater to

than you can build a cocktail with a basis of buttermilk-the two won't mix.

The next window point is cards. Do not use the ones the manufacturers give you with their goods for you will see they contain one word for you and forty for their article, which the other fellow down the street also has. Let your cards be individual, and the only way to have them individual is to have them made in your own store. The wording of a card is harder than writing an advertisement as your space is more limited. A long card will not be read these days when the people in the street all seem to be going to a fire. A few short terse sentences of an epigrammatical character are all you want. Let them bear entirely on the things an explanation of the advantages of good qualities, ever keeping to the pleased to have them come in and examine at closer range without feeling any obligation to buy.

The next point about your window that I want to call to your attention is that you should open a ledger account with it. Sounds odd, doesn't it? To explain my idea I must touch on advertising in general. I have in my place an advertising ledger. In sunshine has held the curious in front it I open an account with every advertising proposition I take up. If I get out a booklet and send out five when the first one was imported into thousand copies an account is opened and the cost of printing, mailing, etc., Having attracted the attention of is charged up in dollars and cents ask every new man who comes into you. Don't resort to any subterfuge, eral kinds of advertising and want to know what is paying and what is not. He will be entirely willing to tell you. Now when you open your account against the window charge up the cloth you put in and, in fact, every cent you spend on your window on the debit side of the account, and then when a patron tells you he came in on account of some thing or some card he saw in the window note what card or what particular thing brought him in on the credit side and opposite the memo, the amount of his purchase. It seems like a lot of work, but it will pay you and pay you large returns on the time invested. I have learned that some cards and exhibits that I thought were good have not been worth a cent to me, while others I have used over and over again with never failing success.

The statement that "cleanliness is next to godliness" applies as much to your show window as it does to the back of your neck. Constantly cleaning the window requires it to be constantly changed and in my opinion twice a week the show window should be entirely emptied. Under no circumstances let the decorating of the show windows be every one's work. What is every one's work is no one's work and it will be postponed and done in a slipshod manner as long as man. Select the man who loves the colors be light as a summer lawn feathered elephant would be of a job work and then give him every endress. Let pinks, white, light greens in a circus. It can no more be done couragement in your power. If he

puts in a good window tell him so! When you are not busy in the store suggest to him that he stroll around and see what the other fellows are doing in this line; in short, make him realize that the work is important and that you are depending on him to do it and to do it well.

Lighting is the last, but not by any means the least important part of a show window, and the arrangement of the lights is a matter that depends entirely on the size and shape of the window, but under no circumstances should the lights themselves show from outside the window. One very good way to do this is to have your name painted on the front glass about seven feet above the bottom and then have the painter paint a solid black background to the gold letters in the form of a black belt about a foot wide across the window. Behind this belt your string of lights can be hidden and at the same time will be close enough down to the goods to show them up well. Don't be stingy with your electric-bill.

Only one more item: If you are carrying an advertisement in the papers it is a splendid idea to have a copy of it cut out of the paper and pasted on a neat card and placed in one corner of the window. Every time you change the advertisement put a new one in the window and your newspaper advertising will have many readers who have overlooked it Roe Fulkerson. in the paper.

The Drug Market.

Opium-Is slightly lower on account of weak primary market.

Morphine-Is unchanged.

Quinine-Is steady.

Carbolic Acid-Is weak and tending lower.

Alcohol-Has advanced on account of higher price for corn.

Norwegian Cod Liver Oil-Has declined

Glycerine-Is very firm and has advanced Ic per pound. Balsam Copaiba-Is lower on ac-

count of larger stocks.

Balsam Peru-Continues to advance on account of scarcity.

Oil Peppermint-Is easier. Oil Wintergreen Leaf-Is almost

out of market. Natural Oil Wintergreen or Sweet Birch-Is scarce and higher.

Ipecac Root-Is lower on account of increased stocks.

Jamaica Ginger Root-Is very firm

and tending higher. Canary Seed-Is very firm and ad-

Linseed Oil-Is very firm.

Froth gets to the top and some men are a good bit like froth.

FIREWORKS

Celebration Goods

Most complete line 'in Michigan. We dmit doing the leading trade in this line. Dealers who place their orders early will get the goods at present prices

Manufacturers will advance soon. Reserve your orders for our travelers, who call soon with a complete line

FRED BRUNDAGE Wholesale Drugs and Stationery 32-34 Western Ave. Muskegon, Mich.

WHOLESALE DRUG PRICE CURRENT

| Advanced— | | | CORRENT |
|--|-----------------------------|--|--|
| Aceticum 6 | 0 8 | opaiba 75@1 85 Cubebae 1 35@1 40 | Scillae Co |
| Benseicum, Ger 70 | 75 75 | Evechthitos1 00 01 10 | Tolutan 6 50 Prunus virg 6 50 |
| Aceticum Senseicum, Ger 70 | 9 29 0 70 | Gaultheria 2 25@2 75 | Tinctures |
| Hydrochlor 8 | D 5 | Gossippii Sem gal 700 75 Hedeoma 5 5006 00 | Anconitum Nap'sR 60 Anconitum Nap'sF 50 |
| Oxalicum 14 | @ 15 0 15 | | Aloes |
| Salicylicum 44 Sulphuricum 1% | Ø 47 | Limons 2 20@2 40 Mentha Piper 2 40@2 50 | Asafoetida 50 |
| Tannicum 75 | 9 85 0 40 | Mentha Verid 3 50@3 60 Morrhuae gal 1 60@1 85 | Atrope Belladonna 60 Auranti Cortex 50 |
| Aqua, 18 deg 4 Aqua, 20 deg 6 | P 6 | Myricia 3 00@8 50 Olive 75@3 00 | Benzoin Co 50 |
| Aqua, 20 deg 60 Carbonas 130 | 9 8 9 15 | Olive | Cantharides 75 |
| Carbonas 18 Chloridum 12 Aniline | | Ricina 1 06@1 10 Rosmarini @1 00 | Benzoin |
| | D 2 25 D 1 00 | Ricina | Cardamen 75 Cardamen Cc 75 Castor 1 00 Catechu 50 Cinchena 50 Cinchona Co 60 Columbia 50 |
| Brewn 300 Red 450 Yellow 2 500 | 3 00 | Sabina 90 1 00 Santal 64 50 | Cinchona 50 |
| Baccae | | Sassafras 900 95 Sinapis, ess. oz. 0 65 | Columbia |
| Cubebae 22 Jniperus 86 Xanthoxylum 366 | 0 10 0 35 | Tiglil 19@1 20 Thyme 40@ 50 | Cubebae 50 Cassia Acutifol 50 Cassia Acutifol Co 50 Digitalis |
| Raleamum | | Thyme, opt @1 60 Theobromas 15@ 20 | Digitalis 50 |
| Copaiba1 25 Peru2 40 | avz ov | Potassium 1500 19 | PETER CHIEFINITY OF |
| Terabin, Canada 600 Tolutan 400 | @ 65 @ 45 | Potassium Bi-Carb 15@ 18 Bichromate 13@ 15 Bromide 25@ 30 Carb 12@ 15 Chlorate po. 12@ 14 Cyanide 250@2 60 Potassa, Bitart pr 30@ 32 Potass Nitras opt 7@ 10 Potass Nitras opt 7@ 10 Potass Nitras 22@ 28 Prusslate 22@ 28 28 28 28 28 28 28 | Gentian Co 80 |
| Cortex Ables, Canadian. Cassiae Cinchona Flava. Buonymus atro. Myrica Cerifera. Prunus Virgini. Quillaia, gr'd Sassafras .po 25 Ulmus | 18 | Carb 120 15 | Guiaca ammon |
| Cassiae | 18 | Cyanide 840 88 | Iodine 50 |
| Buonymus atro Myrica Cerifera. | 60 20 | Potassa, Bitart pr 300 32 | Iodine, colorless 75 Kino 50 Lobelia 50 Myrrh 50 Myrrh 50 Opil 57 Opil 67 Opil 68 Opil |
| Prunus Virgini | 15 12 | Potass Nitras opt 70 10 Potass Nitras 60 8 | Myrrh 50 |
| Sassafraspo 25 | 24 36 | Prussiate 23@ 28 Sulphate po 15@ 18 | Nux Vomica 50 Opil 7 |
| Extractum | | Radix Aconitum 20@ 25 | Opil, camphorated 50 Opil, deodorized 50 |
| Glycyrrhiza Gla. 246 Glycyrrhiza, po 286 | 30 | Althae 300 35 | Quassia 50 |
| Haematox, 1s 136 Haematox, 1s 136 Haematox, ½s 146 Haematox, ½s 166 Ferru | 12 | Arum po @ 25 | Rhei 50 |
| Haematox, 48 146 | D 15 | Gentiana po 15. 120 15 | Serpentaria 50 |
| Ferru Carbonate Precip | 15 | Hydrastis, Canada 1 90 | Tolutan 60 |
| Carbonate Precip. Citrate and Quina Citrate Soluble Ferrocyanidum S | 2 00 | Hydrastis, Can. po @2 00 Hellebore, Alba. 12@ 15 | Veratrum Veride. 50 |
| Ferrocyanidum S | | Inula, po 18@ 22 Ipecac, po 50@2 60 | Zingiber 20 |
| Sulphate, com'l | 15 | Iris plox 350 49 Jalapa, pr 250 30 | Miscellaneous |
| Solut. Chloride Sulphate, com'l Sulphate. com'l, by bbl. per cwt Sulphate, pure | 70 | Maranta, ¼s @ 35 Podophyllum po. 15@ 19 | Aether, Spts Nit 3f 30@ 35 Aether, Spts Nit 4f 34@ 38 |
| Sulphate, pure | , | Rhei 75@1 90 | Annatto 400 50 |
| Anthemis 400 | 70 50 | Aconitum 20 | Annatto 400 50 Antimoni, po 400 50 Antimoni et po T 400 50 |
| Matricaria 306 | 35 | Sanuginari, po 18 @ 15 Serpentaria 50% 55 | Antipyrin @ 25 Antifebrin @ 20 Argenti Nitras oz @ 58 |
| Barosma 400 | 9 45 | Senega 85@ 90 Smiley offi's H | Arsenicum 100 12 |
| Barosma 400 Cassia Acutifol, Tinnevelly 156 Cassia, Acutifol. 256 Cassia, Officinalis | 20 | Spigna | Bismuth N1 85@1 90 |
| barria omeniano, | 9 90 | | |
| 4s and 4s 186 Uva Ursi 86 | | Valeriana, Ger 15@ 20 Zingiber a 12@ 14 | Calcium Chlor 4/s @ 12 Cantharides, Rus @ 176 Capsici Fruc's af @ 20 Cap'i Fruc's B po @ 15 Carphyllus 25@ 27 Carmine, No. 40. |
| Acacia, 1st pkd | 65 | Zingiber a 12@ 14 Zingiber j 22@ 25 | Capsici Fruc's af @ 20 Capsici Fruc's po @ 22 |
| Acacia, End pkd | 45 35 | Semen Anisum po 20 @ 16 | Carphyllus 25@ 27 |
| | 28 | Apium (gravel's) 13@ 15 Bird, 1s 4@ 6 Carui po 15 12@ 14 | Carmine, No. 40. 64 25 Cera Alba 506 55 |
| Acacia, po 450 Aloe Barb | 65 25 25 | Carui po 15 | Crocus |
| Aloe, Bocotri 556 | 45 | Cannabis Sativa 70 8 | Cassia Fructus @ 35 Centraria @ 10 |
| Aloe, Socotri 6 Ammoniac 556 Asafoetida 356 Benzoinum 506 Catechu, 1s 6 Catechu, 1s 6 Catechu, 14s 6 Cumphorae 1 456 Buphorbium 6 | 40 55 | Chenopodium 25@ 30 | Chloroform 34@ 54 |
| Catechu, 1s | 18 | Dipterix Odorate. 80@1 00 | Chlorel Hyd Creet 25 21 60 |
| Catechu, 4s | 16 | | Chondrus |
| Buphorbium Gelbenum | 40 | Lini, grd. bbl. 2% 3@ 6 Lobelia 75@ 80 | Cinchonid'e Germ 380 48 |
| Tuphorbium Galbanum Gambogepo .1 856 Guaiacumpo 35 GKinopo 45c Mastic Gamboge | 1 45 | Lini | Cocaine |
| Kinopo 45c | 35 45 75 | Rapa | Cretabbl 75 @ 2 |
| Mastic | 45 | Spiritus | Creta, precip 90 11 |
| Opium | 70 | Spiritus Frumenti W D. 2 00@2 50 Frumenti1 25@1 50 | Crocus 80@ 85 |
| Shellac, bleached 606 Tragacanth 706 | 1 00 | Juniperis Co O T 1 65@2 00 Juniperis Co 1 75@3 59 Saccharum N E 1 30@2 10 | Cudbear @ 24 Cupri Sulph 8½@ 12 |
| Herba Absinthium4 50@ | | Spt Vini Galli1 75@6 50 | Emery, all Nos. 8 |
| Eupatorium oz pk Lobeliaoz pk | 20 25 | Spt Vini Galli 1 75@6 59 Vini Oporto 1 25@2 00 Vina Alba 1 25@2 00 | Emery, all Nos. |
| Majorumoz pk Mentra Pip. oz pk Mentra Ver. oz pk | 28 | Sponges | Flake White 120 15 |
| KileOZ DK | 25 39 | Florida Sheeps' wool carriage 3 00@3 50 Nassau sheeps' wool | Galla 6 23 Gambler 8@ 9 |
| TanacetumV | 22 25 | carriage 3 50@3 75 | Galla |
| Magnesia | | wool carriage. @2 00 | Less than hox 70 |
| Calcined, Pat 550 Carbonate, Pat 180 Carbonate, K-M. 180 | 20 | Extra yellow sheeps' wool carriage. @1 25 | Glue, brown 11@ 13 |
| Carbonate 180 | 20 | Grass sheeps' wool, carriage @1 25 | Glue white 15 25 Glycerina 13 20 Grana Paradisi 25 |
| Oleum | | carriage @1 25 Hard, slate use @1 00 Yellow Reef, for | Humulus 35@ 60 Hydrarg ChMt |
| Absinthium4 906 Amygdalae, Dulc. 756 Amygdalae, Ama 8 606 | 85 | slate use @1 40 | Hydrarg Ch Cor 6 85 Hydrarg Ox Ru'm 61 00 |
| Anisi 1 75@ | 1 85 | Acecia @ 50 | Hydrarg Ammo'l 01 10 Hydrarg Ungue'm 5000 40 |
| Anisi | 3 50 | Acacia Ø 50 Auranti Cortex Ø 50 Zingiber Ø 50 | Glycerina |
| Caryophilli1 60@ | 1 70 | Pecac | Indigo 75@1 00 |
| Chenopadii 8 750 | 4 00 | Rhei Arom @ 50 Smilax Offi's 50@ 60 | Iodoform 3 90@4 00 Lupulin @ 40 |
| Cinnamoni 1 85 © | | Smilax Offi's 500 60 | Lupulin @ 40 Lycopodium 70 75 |
| THE PART OF THE PERT OF THE PE | ASSESSED BY | | The state of the s |

| Liquor Arsen .et | Rubia Tinctorum 12@ 14 | Vanilla 9 00@ |
|---|--|--|
| Hydrarg Iod @ 25 | Saccharum La's. 22@ 25 | |
| Liq Potass Arsinit 100 12 | Salacin 4 50@4 75 | Olls |
| Magnesia, Sulph. 20 3 | Sanguis Drac's. 400 50 | |
| Magnesia, Sulph bbl @ 1% | | |
| Mannia. S F 450 50 | Sapo, W 1072 10 | Whale, winter 70@ 70 |
| Menthol 2 90@3 00 | Sapo, M 10@ 12 | |
| Morphia, S P&W 2 65@2 90 | Sapo, G @ 15 | Lard, No. 1 600 65 |
| Morphia SNYQ 2 65@2 90 | Seidlitz Mixture 20@ 22 | |
| Morphia, Mal 2 65@2 90 | Sinapis, opt @ 18 | |
| Moschus Canton. @ 40 | Sinapis, opt @ 30 | |
| Myristica, No. 1 280 30 | Snuff, Maccaboy, | Spts. Turpentine Market |
| Nux Vomica po 15 @ 10 | DeVoes @ 51 | Paints bbl. L. |
| Os Sepia 250 28 | Snuff, S'h DeVo's @ 51 | Red Venetian1% 2 @8 |
| Pepsin Saac, H & | Soda, Boras 90 11 | Ochre, yel Mars 14 2 64 Ocre, yel Ber . 14 2 63 Putty. commer'l 24 24 63 |
| | N-4- D | Ocre, yel Ber1% 2 @3 |
| P D Co @1 00 | Soda et Pot's Tart 250 28 | Putty. commer'l 21/2 21/2 @3 |
| Picis Liq N N 1/4 | Soda, Carb 11/2 2 | Putty, strictly pr21/2 23/603 |
| gal doz @2 09 | Soda et Pot's Tart 250 28 Soda, Carb 140 2 Soda, Bi-Carb 30 5 | Vermillion, Prime |
| Picis Liq qts @1 00 | Soda, Ash 31/2 4 | American 13@ 15 |
| Picis Liq. pints. @ 60 | Soda, Sulphas @ 2 | verminion, Eng. 1000 10 |
| Pil Hydrarg po 80 60 50 | | Green, Paris291/2 @ 331/4 |
| Piper Nigra po 22 @ 18 | | Green. Peninsular 1200 18 |
| Piper Nigra po 22 0 18 Piper Alba po 35 0 30 | Spts, Ether Co. 50@ 55 | Lead, red 72 6 74 |
| Pix Burgum @ 8 | Spts, Myrcia Dom @2 00 Spts, Vini Rect bbl | Lead, white 74 6 74 |
| Plumbi Acet 120 15 | Spis, Vill Rect bol @ | Whiting, white S'n @ 90 |
| Pulvis Ip'c et Opti 1 80@1 50 | Spts, Vi'i Rect 1/2 b | Whiting Gilders' @ 95 |
| Pyrethrum, bxs H | Spts, Vini Rect bbl @ Spts, Vi'i Rect ½b @ Spts, Vi'i R't 10 gl @ Spts, Vi'i R't 5 gal @ | White, Paris Am'r 61 25 |
| & P D Co. doz @ 75 | Spts, Vi'i R't 5 gal | Whit's Paris Eng |
| Pyrethrum, pv 200 25 | Strychnia, Cryst'l 1 05@1 25 | clift @1 4 |
| Quassiae 80 10 | | Universal Prep'd 1 10@1 2 |
| | Sulphul, Roll472 W 379 | |
| Quina, S P & W 20@ 30 | | |
| Quina, S Ger20@ 30 | Terebenth Venice 28@ 30 | No. 1 Turp Coach1 10@1 20 |
| Quina, N Y20@ 30 | Theobromae 65@ 70 | Extra Turp 1 60@1 70 |
| | | |

Full Protection To Our Customers

The Secretary of Agriculture has accepted our guarantee and has given us the number

599

This number will appear on all packages and bottles from us on and after December 1st.

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

| Ammonia | Index to Markets | 1 | 2 |
|---|---------------------------------|---|--|
| Ammonia 1 1 1 1 1 1 1 1 1 | By Columns | ARCTIC AMMONIA | Cove 1th Oysters |
| Ammonia 1 1 1 1 1 1 1 1 1 | Col | 12 oz. ovals 2 doz. box75 | Cove, 21b |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | A | Frazer's | Plums |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | Ammonia | 11b. tin boxes, 3 doz. 2 35 | Marrowfat Peas |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | В | 10 b. pails, per doz 6 00 | Early June1 |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | Bath Brick 1 | 251b. pails, per doz12 00 | Peaches |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | Brooms 1 | 1tb. can, per doz 90 | Yellow1 |
| English BLUING Standard Carbon Oils Saturation Carbon Oils Saturation Saturation | Butter Color 1 | 31b. can, per doz1 80 | Grated |
| Carbon Oils | | American 75 | |
| Chicoloty Chocolate Chocolate Chocolate Chocolate Cocoa Chocolate Cocoa | Canned Goods 1 | BLUING | |
| Chicoloty Chocolate Chocolate Chocolate Chocolate Cocoa Chocolate Cocoa | Carbon Olis 2 | 6 oz. ovals 3 doz. box \$ 40 | Gallon |
| Chicoloty Chocolate Chocolate Chocolate Chocolate Cocoa Chocolate Cocoa | Cheese | Sawyer's Pepper Box | Bussian Care |
| No. 2 Carpet 2 35 Point Alaska Carpet 2 15 Point Alaska Carpet 1 75 Point Alaska California, 4 4 Po | Chicory 8 | No. 3, 3 doz. wood | 1/4 fb. cans |
| No. 2 Carpet 2 35 Point Alaska Carpet 2 15 Point Alaska Carpet 1 75 Point Alaska California, 4 4 Po | Clothes Lines | No. 5, 3 doz. wood | ifb. cans |
| No. 2 Carpet 2 35 Point Alaska Carpet 2 15 Point Alaska Carpet 1 75 Point Alaska California, 4 4 Po | Cocoanut | BROOMS 2 75 | Col'a River, talls 1 Col'a River, flats 1 |
| Parinaceous Goods | Coffee | No. 2 Carpet 2 35 | Red Alaska1 Pink Alaska |
| Parinaceous Goods | Crackers | No. 4 Carpet | Domestic 4s |
| Parinaceous Goods 5 Pish and Oysters 10 Pishing Tackle 10 Pishing Tackle 5 Presh Meats 5 Presh Mea | Cream Tartar | Common Whisk 85 | Domestic, ½s Domestic, Must'd |
| Parinaceous Goods 5 Pish and Oysters 10 Pishing Tackle 10 Pishing Tackle 5 Presh Meats 5 Presh Mea | Dried Fruits 4 | Warehouse 3 00 | California, ¼s1 California, ¼s1 |
| Fresh Meats | Foring coops Goods | Scrub Solid Back 8 in | French, ¼s French, ½s1 |
| Fresh Meats | Fish and Oysters 10 | Solid Back, 11 in 95 Pointed Ends 85 | Standard1 |
| Grains and Flour 5 No. 8 1 0 No. 7 1 30 No. 4 1 70 No. 3 No. 4 1 70 No. 3 1 90 No. 7 1 30 No. 4 1 70 No. 3 1 90 No. 4 1 70 No. 5 No. 4 1 70 No. 3 1 90 No. 4 1 70 No. 5 No. 5 No. 6 No. | Flavoring extracts | No. 3 | Fair |
| Grains and Flour 5 No. 8 1 0 No. 7 1 30 No. 4 1 70 No. 3 No. 4 1 70 No. 3 1 90 No. 7 1 30 No. 4 1 70 No. 3 1 90 No. 4 1 70 No. 5 No. 4 1 70 No. 3 1 90 No. 4 1 70 No. 5 No. 5 No. 6 No. | | No. 2 | Fancy1 |
| Herbs | Gelatine 5 | No. 8 | Standard |
| Herbs | | No. 7 | Tomatoes |
| Felly | Herbs | No. 3 | Good |
| Jelly | Hides and Pelts 10 | W., R & Co.'s, 15c size.1 25 W., R. & Co.'s, 25c size.2 00 | Gallons |
| Matches | | Electric Light, 8s 91/2 | Perfection Barrels |
| Matches | jelly 6 | Paraffine, 6s 9 | Water White D. S. Gasoline |
| Matches | Licorice | Wicking20 | Gas Machine Deodor'd Nap'a |
| Meat Extracts 6 Mince Meat 6 M | Metches | Apples 3tb. Standards 1 00 | Cylinder2 Engine1 |
| Nuts | Meat Extracts 6 Mince Meat 6 | Gallon 2 65 Blackberries | CEREALS |
| Nuts | Molasses 6 | 21b | Breakfast Fo Bordeau Flakes, 36 |
| Salad Dressing | N | Baked 80@1 30 | Cream of Wheat, 3 Egg-O-See, 36 pk |
| Salad Dressing | | String 70@1 15 | Excello, large pk |
| Salad Dressing | | Blueberries @1 45 | Grape Nuts, 2 doz |
| Salad Dressing | | Gallon @7 50 | Malta Vita, 36 11b. |
| Salad Dressing | Pickles 6 | 21b. cans, spiced 1 90 Clams | Pillsbury's Vitos, 3 |
| Salad Dressing | Provisions 6 | Little Neck, 11b. 1 00@1 25 | Sunlight Flakes, 36 Sunlight Flakes, 20 |
| Salad Dressing | | Burnham's ½ pt1 90 | Vigor, 36 pkgs Voigt Cream Flake |
| Sale | Rice ? | Burnham's pts3 60 Burnham's qts7 20 | Zest, 20 21b Zest, 36 small pkg |
| Saleratus 7 Saleratus 9 One case free cases. One-half case 5 Cone-fourth case 7 Cases. One-fourth case 7 Cases. One-fourth case Cases. One-fourth case Cases. Frieght allowed Cases. Freight allowed Standard 9 Standard 9 Monarch, bbl. Cracked W T Lobster 2 2 Quaker, 18-2 Quaker, 20-5 Cracked W Twine 1 1 | Salad Dressing | | One case |
| Shoe Blacking 7 5 5 5 5 5 5 5 5 | Sal Soda 7 | White 1 90 | Five cases One case free |
| Shoe Blacking 7 5 5 5 5 5 5 5 5 | Salt Fish 7 | Good 85@90 | Cases. One-half case f |
| Solicity | Shoe Blacking 7 | French Peas | One-fourth case |
| Solicity | Soap 8 | Extra Fine 19 | Freight allowed |
| Tea | Soups | Moyen 11 | Rolled Avenna bb |
| Tea | Starch 8 | Standard 90 | Monarch, bbl |
| Tobacco 9 1/2 1b | Т | Standard | Quaker, 18-2 |
| Twine 9 Inb. 4 2 border Vinegar Mustard, 17b. 1 80 Wicking Mustard, 17b. 2 80 Wicking 9 Soused, 1½ fb. 1 80 Woodenware 9 Tomato, 17b. 1 80 Wrapping Paper 10 Tomato, 27b. 2 80 Musthrooms 2 80 Mushrooms 2 80 Hotels 19@ Acme Climax Hotels 19@ Buttons 24@ 25 Mustard, 17b. 10 Buttons 24@ | Tobacco 9 | ½ 1b | Cracked Wh |
| Vinegar 9 Mustard, 11b. 1 80 Mustard, 21b. Columbia 25 pt. Columbia | Twine 9 | Picnic Talls | 24 2 %, packages |
| Wicking Mustard, 21D. 2 so Sourced, 1½ ib. 1 so Snider's quarts | | Mustard, 11b 1 80 | Columbia 25 pts. |
| Woodenware | | Soused, 1½ 1b | Snider's quarts |
| Yeast Cake | Woodenware 9 | Tomato, 11b | Snider's ½ pints |
| Yeast Cake 10 Buttons 240 25 Wisle | Y | Mushrooms Hotels 19@ 20 | Acme |
| | reast Cake 10 | Buttons 240 25 | Wiste |

| DECLINED | BLLES |
|--|--------------|
| | S S S A |
| 2 | A |
| Cove, 17b @1 05 Cove, 27b @1 85 Cove, 17b. Oval. @1 20 Plums | Tagaga |
| Plums 85 Peas Marrowfat 1 25@1 60 Early June 1 25@1 65 Peaches | EFE |
| Yellow1 65@2 25 Pineapple | GP |
| Grated | P |
| Fancy | BOOC |
| Standard | E |
| Salmon Col'a River, talls 1 80@1 85 Col'a River, flats 1 90@1 95 Red Alaska 20@1 30 Pink Alaska 1 0 0 1 00 | LLLLVVV |
| Domestic, ¼s 3¼ @ 3¾ Domestic, ¼s 5 Domestic, Must'd 6 @ 9 California, ¼s 17 @ 24 Virench 1/2 17 @ 24 | V |
| French, 4s 7 @14 French, 4s 18 @28 Shrimps Standard 1 20@1 40 | DDDB |
| Succotash Fair | 20 L P |
| Standard 1 10 Fancy 1 40@2 00 | c |
| Fair | FCF |
| CARBON OILS Barrels Perfection @10½ Water White | CFCF |
| D. S. Gasoline @16½ Gas Machine @24 Deodor'd Nap'a @15½ | PFC |
| Cylinder | CF |
| Cream of Wheat, 36 210.4 50 Egg-O-See, 36 pkgs2 85 Evcello Flakes, 36 1b. 4 50 | AFOP |
| Excello, large pkgs. 4 50 Force, 36 2 lb 4 50 Grape Nuts, 2 doz 2 70 Malta Ceres, 24 llb 2 40 Malta Vita, 36 llb 2 85 Mapl-Flake, 36 llb 4 05 Pillsbury's Vitos, 3 dz. 4 25 Ralston, 36 2lb 4 50 | A |
| Sunlight Flakes, 36 1fb. 2 85 Sunlight Flakes, 20 lgs 4 00 Vigor, 36 pkgs | ADJL |
| Crescent Flakes One case | to on M |
| One case free with ten cases. One-half case free with 5½ cases. | HFHH |
| 2% cases. Freight allowed Rolled Cats | N |
| Rolled Avenna bbl 5 60 Steel Cut, 100 lb. sks. 2 80 Monarch, bbl 5 35 Monarch, 90 lb. sacks 2 55 Quaker, 18-2 1 55 Quaker, 20-5 4 20 | SX |
| Cracked Wheat Bulk | NOON |
| CATSUP Columbia 25 pts4 50 Columbia 25 ½ pts2 60 | MAF |
| Snider's quarts | AA |

| OF STREET, STR | 3 | |
|--|---|--------------------|
| | Emblem | CCC |
| | Jersey @14 Peertess @ Riverside @14½ Springdale @14½ Warner's @14½ | CCCCCCCC |
| | Brick @17/2 | DEFE |
| | Pineapple40 @60 | FFFGG |
| | American Flag Spruce 50 Beeman's Pepsin 55 | GGGGHH |
| | Best Pepsin. 5 boxes2 00 Black Jack 55 | HHHH |
| | Largest Gum Made . 55 Sen Sen | In In In |
| | Bulk CHICORY | Is Je K L |
| | Eagle 5 Franck's 7 Schener's 6 CHOCOLATE | LL |
| | Walter Baker & Co.'s German Sweet 24 Premium 33 | L M M |
| | Caracas 35 Walter M. Lowney Co. Premium ½s 32 Premium ½s 30 COCOA | M M M |
| | Cleveland | ZZZ |
| | Epps | OOOPP |
| | Lowney, 1/4s 40 Lowney, 1/4s 38 Lowney, 1/2s 37 Lowney, 1s 37 | PR |
| | Van Houten, ¼s 12 Van Houten, ¼s 20 Van Houten, ¼s 40 Van Houten, 1s 72 | RRSS |
| | Webb 30 Wilbur, ½s 36 Wilbur, ¼s 36 | SSSSSS |
| | COCOANUT Dunham's ½s & ¼s 27 Dunham's ¼s 28 Dunham's ½s 29 Bulk 12 | Si |
| | COCOA SHELLS 201b. bags | SISI |
| | Pound packages 4 COFFEE Rio Common | Za Al |
| | Fair | B |
| | Fair | CCCCFFF |
| | Fair16 | F |
| | Choice | Gi |
| | Java | Oi Oi Pi |
| | Fancy African17 O. G25 P. G31 | Sass |
| | Mocha Arabian | SSSU |
| | Arbuckle16 00 Dilworth 14 75 | UUV |
| | McLaughlin's XXXX McLaughlin's XXXX sold | Z |
| | McLaughlin & Co., Chica- | BBSF |
| | Holland, ½ gro boxes 95 Felix, ½ gross1 15 Hummel's foil, ½ gro. 85 | Sı |
| | National Biscuit Company | E |
| | Butter Seymour, Round 6 N. B. C., Square 6 Soda | 10 |
| | N. B. C. Soda 6 Select Soda 8 Saratoga Flakes 13 Zephyrette 13 | 5 4 |
| | N. B. C., Round 6 N. B. C., Square Salted 6 Faust, Shell 7½ | 3 C |
| | Sweet Goods. Boxes and cans Animals10 Atlantic, Assorted10 Cartwheels8 | Ir Ir |
| | Cartwheels 8 Currant Fruit 10 | L |

| 4 | ~ |
|--|----------------------------|
| Coffee Cake, pl. or iced 10 Cocoanut Taffy 12 Cocoanut Bar 10 Cocoanut Bar 10 Cocoanut Drops 12 Cocoanut Honey Cake 12 Cocoanut Honey Cake 12 Cocoanut Macaroons 18 Dixie Cookie 9 Frosted Cream 8 Frosted Cream 8 Frosted Cream 10 Fruit Tarts 12 Singer Gems 8 Siraham Crackers 8 Singer Nuts 10 Singer Snaps, N. B. C. 7 Hippodrome 10 Honey Cake, N. B. C. 12 Honey Jumbles 12 Honey Jumbles 12 Honey Jumbles 12 Gousehold Cookies 12 God Honey Crumpets 10 Mperial 8 Ced Honey Crumpets 10 Mperial 8 Ced Honey Flake 12 Meterial Research | Londo |
| Cocoanut Bar10 | Londo Londo Cluste |
| Cocoanut Honey Cake 12 Cocoanut Hon, Fingers 12 | Loose |
| Cocoanut Macaroons18 Dixie Cookie 9 | Loose Loose L. M. |
| Frosted Cream 8 Frosted Honey Cake 12 | Sultar |
| Fruit Tarts12 | Sultar |
| Graham Crackers 8 | Dried |
| Singer Snaps, N. B. C. 7 Hippodrome10 | Med. Brown |
| Honey Cake, N. B. C. 12 Honey Fingers, As. Ice 12 | 24 1m |
| Household Cookies 8 Household Cookies Iced 8 | Bulk, |
| ced Honey Crumpets 10 mperial 8 | Flake, Pearl, Pearl, |
| ced Honey Flake12½ ced Honey Jumbles12 | Macca |
| ersey Lunch 8 | Impor |
| ady Fingers12 Lem Yem11 | Cheste |
| emon Gems10 emon Biscuit, Square 8 | Empir |
| Lemon Wafer16 Lemon Cookie 8 | Green, Green |
| Marshmallow Walnuts 16 | Spirt, |
| Molasses Cakes 8 Mohican11 | East Germa Germa |
| dousehold Cookies Iced 8 | |
| Vic Nacs 8 | Flake, Pearl, Pearl, |
| Orange Gems 8 Oval Sugar Cakes 8 | FLAV |
| Penny Cakes, Assorted 8 Pretzels, Hand Md 8 | Colem |
| Pretzelettes, Hand Md. 8 Pretzelettes, Mac. Md. 7½ | 2 oz. 1 3 oz. No. 4 |
| Revere, Assorted14 | Jenr Terper |
| Rube 8 cotch Style Cookies 10 now Creams 16 ugar Krisp 11 | |
| ugar Krisp11 ultana Fruit Biscuit 16 | No. 2 No. 4 No. 6 |
| piced Gingers Iced10 ugar Cakes 8 | Taper 2 oz. 4 oz. |
| G 1 | Jen |
| ponge Lady Fingers 25 | No. 2 |
| Tanilla Wafers 16 | No. 4 No. 6 |
| anzibar 9 | Taper 1 oz. 2 oz. |
| In-er Seal Goods Per doz. Albert Biscuit 1 00 | 2 oz. 4 oz. No. 2 |
| lbert Biscuit 1 00 nimals 1 00 bremner's But Wafers 1 00 | Amosk |
| Sutter Thin Biscuit 1 00 heese Sandwich 1 00 | Amosk |
| ocoanut Macaroons 2 50 | No. 1 No. 2 |
| aust Oyster 1 00 | WI |
| ive O'clock Tea 1 00 rotana 1 00 | Patent |
| raham Crackers 1 00 | Straig |
| The transfer of the control of the | Clear |
| old Time Sugar Cook. 1 00 Pretzelettes, Hd Md 1 00 | Flou |
| toyal Toast 1 00 altine 1 50 | Words Quake |
| Datmeal Crackers 1 00 | Quake |
| 100 | Eclips Kansa |
| Ineeda Biscuit 50 Ineeda Jinjer Wayfer 1 00 | Fanch |
| Ineeda Milk Biscuit 50 Vanilla Wafers 1 00 Vater Thin 1 00 Tu Zu Ginger Snaps 50 | Grand |
| Zu Zu Ginger Snaps 50 Zwieback | Graha |
| CREAM TARTAR | Rye Spi |
| Barrels or drums .29 Boxes .30 Equare cans .32 ancy caddies .35 | Golder |
| | Golder Calum Wisco |
| DRIED RFUITS Apples | Judson Cereso Cereso |
| Evaporated 8½@ 9 | Cereso |
| Apricots California18@20 | Wingo Wingo |
| Apricots California Prunes 00-125 251b. boxes. 00-125 251b. boxes. 04 80-90 251b. boxes. 05 570-80 251b. boxes. 06 50-70 251b. boxes. 07 550-70-80 251b. boxes. 08 6½ 04-70 251b. boxes. 08 6½ 04-50 251b. boxes. 08 8 30-40 251b. boxes. 08 9 1/4c less in 501b. cases. Citron | Wingo |
| 80- 90 251b. boxes. @ 5 70- 80 251b. boxes. @ 54 | Best, Best. |
| 60- 70 251b. boxes. @ 6 50- 60 251b. boxes. @ 6½ | Best, |
| 40-50 25Tb. b xes@ 8 30-40 25Tb. boxes@ 9 | Best, Best, Words |
| Citron | Laure |

| | Dalaine |
|-------|--|
| | London Layers, 8 cr |
| | London Layers, 8 cr London Layers, 4 cr Cluster, 5 crown |
| | Loose Muscatels, 2 cr Loose Muscatels, 3 cr |
| | Loose Muscatels, 4 cr. 10 Loose Muscatels, 4 cr. 10 |
| | L. M. Seeded, 1 fb. 11½@12 Sultanas, bulk |
| | London Layers, 4 cr Cluster, 5 crown Loose Muscatels, 2 cr Loose Muscatels, 4 cr 10 Loose Muscatels, 4 cr 10 L. M. Seeded, 1 lb. 11½@12 Sultanas, bulk Sultanas, package 9 9½ |
| | Beans |
| | Med Hd Pk'd |
| | Brown Holland . 2 25 Farina 24 11b. packages . 1 75 |
| | 24 1lb. packages 1 75 Bulk, per 100 lbs 8 00 |
| | Liamite. |
| | Flake, 50th. sack 1 00 Pearl. 200th. sack 3 70 Pearl. 100th. sack 1 85 Maccaroni and Vermicelli Domestic, 10th. box 60 Imported, 25th. box 2 50 |
| 2 | Maccaroni and Vermicelli |
| | Imported, 251b. box 50 |
| | |
| | Common 3 00 Chester 3 50 Empire 3 50 Peas |
| | |
| 740 | Green, Wisconsin, bu. 1 65 Green, Scotch, bu 1 75 Split, Ib 04 |
| | |
| | East India |
| 2 | Tanlass |
| | Flake, 110 lb. sacks 71/2 Pearl, 130 lb. sacks 71/2 Pearl, 24 lb. pkgs 73/4 |
| | Pearl, 24 lb. pkgs734 |
| | FLAVORING EXTRACTS Foote & Jenks Coleman's Van. Lem. 2 oz. Panel 1 20 75 3 oz. Taper 2 00 1 50 |
| | 2 oz. Panel1 20 75 |
| 2 | No. 4 Rich. Blake 2 00 1 50 |
| | No. 4 Rich. Blake 2 00 1 50 Jennings D. C. Brand. Terpeneless Ext. Lemon |
| | No. 2 Panel 75 |
| | No. 4 Panel |
| | Faper Panel 1 50 2 oz. Full Meas 1 20 |
| | 4 oz. Full Meas 2 25 |
| | No. 2 Panel 75 No. 4 Panel 150 No. 6 Panel 200 Faper Panel 150 2 oz. Full Meas. 120 Jennings D C Brand Extract Vanilla Doz. |
| | No. 2 Panel |
| | No. 6 Panel 3 00 |
| | 1 oz. Full Meas 85 |
| | 4 oz. Full Meas 3 00 |
| 000 | GRAIN BAGS |
| 0 | No. 2 Panel 1 20 No. 4 Panel 2 00 No. 6 Panel 3 00 Taper Panel 2 00 Taper Panel 3 00 Taper Panel 3 00 Taper Panel 3 00 Taper Panel 3 00 O 2 Full Meas 3 00 No. 2 Assorted Flavors 1 00 GRAIN BAGS Amoskeag, 100 in bale 19 Amoskeag, less than bl 19½ GRAINS AND FLOUR |
| 0 | |
| 0 5 | Wheat 79 No. 1 White 80 |
| 0 | Winter Wheat Flour |
| 0 | Local Brands Patents |
| 0 | Patents 5 35 Second Patents 5 15 Straight 4 75 Second Straight 4 55 Clear 4 00 Subtot to work 1 |
| 0 | Clear 4 00 |
| 0 | count. |
| 0 | Flour in barrels, 25c per barrel additional. |
| 0 | barrel additional. Worden Grocer Co.'s Branduaker, paper |
| 0 | Wykes & Co. |
| 0 | Eclipse |
| 0 | Judson Grocer Co. Fanchon, 1/8s cloth6 10 |
| 0 | Grand Rapids Grain & Milling Co. Brands. |
| 0 | wizard, assorted4 75 Graham4 " |
| 0 | Buckwheat 5 00 Rye 3 85 |
| 9 | Spring Wheat Flour Roy Baker's Brand |
| 0 2 5 | Golden Horn, family 5 55 Golden Horn, baker's5 45 |
| 0 | Calumet |
| | Judson Grocer Co.'s Brand Ceresota, 1/8 |
| | Ceresota, ½s6 40 Ceresota, ½s6 30 |
| 0 | Wingold, 1/8s |
| | Wingold, ¼s6 05 Wingold, ½s5 95 |
| | Best, %s cloth 5 60 |
| 6 | Best, ¼s cloth5 50 Best, ½s cloth5 40 |
| 2 | Best, 1/8s paper5 40 Best, 1/4s paper5 40 |
| | Worden Grocer Co.'s Brand |
| | Laurel, \(\frac{1}{4}s \) cloth \(\ldots \). 55 |
| | ing Co. Brands. Wizard, assorted 4 75 Graham 5 00 Rye 5 3 85 Spring Wheat Flour Roy Baker's Brand Golden Horn, family 5 55 Golden Horn, baker's 5 45 Calumet 5 30 Wisconsin Rye 4 65 Judson Grocer Co.'s Brand Ceresota, ½s 6 50 Lemon & Wheeler's Brand Wingold, ½s 6 65 Wingold, ½s 6 65 Wingold, ½s 6 65 Pillsbury's Brand Best, ½s cloth 5 60 Best, ½s cloth 5 40 Best, ½s cloth 5 40 Best, ½s paper 5 40 Best, ¼s paper 5 45 Laurel, ¼s Cloth 5 65 Laurel, ¼s Cloth 5 65 Laurel, ¼s Cloth 5 565 Laurel, ¼s & ½s paper 5 45 Laurel, ½s & 5 45 |
| | |

6

| 6 | 7 | 8 | 9 | 10 | 11 |
|--|---|---|--|--|---|
| Bolted | Sausages Bologna | SNUFF Scotch, in bladders37 Maccaboy, in jars35 French Bappia in tors 45 | Gunpowder Moyune, medium30 | Clothes Pins Round head, 5 gross bx 50 | CONFECTIONS |
| St. Car Feed screened 27 00 No. 1 Corn and Oats 27 00 Corn, cracked 25 50 Corn Meal, coarse 25 | Pork 8 Veal | French Rappie in jars. 43 SOAP J. S. Kirk & Co. | Pingsuey, medium30 Pingsuey, choice30 | Egg Crates and Fillers. Humpty Dumpty 12 doz 20 | Standard H H |
| Winter Wheat Bran 24 00 Winter Wheat Mid'ng 25 00 Cow Feed | Tongue | Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz 3 80 | Young Hyson Choice | No. 1 complete 32 No. 2 complete 25 Case No. 2 fillers15sets 1 30 Case, mediums, 12 sets 1 15 | Jumbo, 32 tb 74 |
| Dairy Feeds Wykes & Co. | Rump, new | Savon Imperial3 50 | Oolong Formosa forms | Faucets Cork, lined, 8 in 70 Cork lined, 9 in 80 Cork lined, 9 in 80 | Big stick, 30 th case 12 |
| Gluten Feed | 78 bbls | Satinet, oval | Amoy, medium25 Amoy, choice32 | Cork lined, 9 in 80 Cork lined, 10 in 90 Mop Sticks | Mixed Candy Grocers Competition Special Conserve Royal |
| Brewers Grains | Tripe | | Medium | Trojan spring 90 Eclipse patent spring 85 No. 1 common 80 No. 2 pat. brush holder 85 | Ribbon |
| Michigan, carlots49 Less than carlots50 Corn | Hogs, per th 90 | LAUTZ BROS. & CO. | Ceylon, choice32 | Ideal No. 7 90 | Cut loos |
| Carlots | Beef middles, set 45 Sheep, per bundle 70 | Acme, 30 bars4 00 Acme, 25 bars4 00 | Cadillac54 | Palls 2-hoop Standard1 60 3-hoop Standard1 75 | French Cream 914 |
| No. 1 timothy car lots 19 00 No. 1 timothy ton lots 20 00 HERBS | Country Rolls 101/ @121 | Marseilles, 100 cakes 6 00 | Hiawatha, 51b. pails55 | 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, air red, brass 1 25 Paper, Eureka 2 25 Fibre 2 25 | Star |
| Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 | Corned beef, 2 lb2 40 | A. B. Wrisley | Prairie Rose49 | Toothnicks | Gynsy Hoots |
| Per doz90 | Potted ham, ½s 85 | Soap Powders | Plug | Hardwood | Fudge Squares Peanut Squares |
| 5 lb. pails, per doz2 00 | Potted tongue, 4s 45 | Gold Dust, 24 large4 50 Gold Dust, 100-5c4 00 | Palo | Mouse, wood, 2 holes 22 | Starlight Kisses11 |
| Pure | RICE Fancy @ 7 Japan @ 514 | Pearline | Standard Navy | Mouse, tin, 5 holes 65 Rat. wood | Lozenges, printed10 |
| Root | Japan @ 5½ Broken @ 3¾ SALAD DRESSING Columbia, % pint 2 25 | Wisdom 3 70 | Spear Head, 14% oz. 44 Nobby Twist 55 Jolly Tar 39 | Rat, spring 75 Tubs 20-in. Standard, No. 1 8 25 | Eureka Chocolates14 Quintette Chocolates13 Champion Ground States13 |
| C. D. Crittenden Co. Noiseless Tip4 50@4 75 MEAT EXTRACTS Armour's, 2 oz4 45 Armour's, 4 oz8 20 Liebig's Chicago, 2 oz. 2 75 | Columbia, ½ pint 2 25 Columbia, 1 pint 4 00 Durkee's, large, 1 doz 4 50 Durkee's, small, 2 uoz 5 25 | Johnson's Fine 5 10 Johnson's XXX 4 25 | Old Honesty | 16-in. Standard, No. 2 7 25 16-in. Standard, No. 3 6 00 20-in. Cable No. 1 | Lemon Sours10 |
| Armour's, 4 oz 8 20 Liebig's Chicago, 2 oz. 2 75 Liebig's, Chicago, 4 oz. 5 50 | Snider's, large, 1 doz. 2 35 Snider's, small, 2 doz. 1 35 SALERATUS | | | 16-in. Cable No. 28 00 16-in. Cable No. 36 75 No. 1 Fibre | Ital. Cream Bon Bons 11 |
| Liebig's Imported, 2 oz. 4 55 Liebig's Imported, 4 oz. 8 50 MOLASSES | Packed 60 lbs. in box. Arm and Hammer3 15 Deland's | Enoch Morgan's Sons | Cadillac | No. 3 Fibre 9 45 No. 3 Fibre 8 55 | es Kisses, 10lb. box 1 20 Orange Jellies50 |
| Fancy Open Kettle 40 Choice 35 | | Sapolio, single boxes2 25 Sapolio, hand | Great Navy36 | Bronze Globe | Old Fashioned Hore- |
| Good 22 Half barrels 2c extra. MINCE MEAT | Granulated, 1001b. cs. 1 00 | Scourine Manufacturing Co Scourine, 50 cakes 1 80 Scourine, 100 cakes 3 50 SODA Boxes | Sweet Core .34 Flat Car .32 Warpath .26 | Single Acme 2 25 Double Peerless 3 90 Single Peerless 3 00 Northern Queen 3 25 | Chocolate Drops 65 H. M. Choc. Drops 90 |
| Per case | Lump, 1457b. kegs 95 | Kegs, English 43/4 SOUPS Columbia 3 00 | I X L. 16 oz. nails 31 | Good Luck | Bitter Sweets, ass'd. 1 15 |
| Horse Radish, 1 dz1 75 Horse Raddish, 2 dz3 50 OLIVES Bulk, 1 gal. kegs1 65 | 60 5 lb. sacks 2 00 | SPICES | Flagman40 Chips33 | 12 in | Lozenges, plain55 |
| Bulk, 2 gal. kegs1 60 Bulk, 5 gal. kegs1 55 Manzanilla, 8 oz 90 Oueen pints 2 50 | 56 Tb. sacks 30 | Whole Spices Allspice | Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 | 20 m | Madelioes |
| Mansanilla, 8 oz. 90 Queen, pints 2 50 Queen, pints 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 | 56 lb. dairy in drill bags 40 28 lb. dairy in drill bags 20 Solar Rock | Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 | Yum Yum, 1% oz39 | 17 in. Butter 3 50 | String Rock |
| PIPES | Common | Mace Mace | Corn Cake, 17b22 | Assorted, 13-15-17 2 30 Assorted, 15-17-19 3 25 | Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Asstmt 3 75 |
| Clay, No. 216 per box 1 25 Clay, T. D., full count 60 Cob 90 | Medium, fine 85 SALT FISH Cod | Nutmegs, 75-80 | Peerless, 31/8 oz35 Peerless, 12/8 oz38 Air Brake36 | Fibre Manila, white. 234 Fibre Manila, colored | Ten Strike No. 26 00 |
| Barrels, 1,200 count6 00 Half bbls., 600 count3 50 | Large whole @ 7 Small whole @ 6½ Strips or bricks7½@10½ | Pepper, Singp. white 25 Pepper, shot 17 | Cant Hook | No. 1 Manila 4 Cream Manila 3 Butcher's Manila 23 Wax Butter, short c'nt. 13 | sortment |
| Barrels, 2,400 count7 50 | Pellock @ 4½ Hallbut | Cassia, Batavia 28 Cassia Saigon | Good Indian | Wax Butter, full count 20 Wax Butter, rolls15 | Dandy Smack, 24s 65 Dandy Smack, 100s 275 Pop Corn Fritters 100s 276 |
| PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 25 No. 20, Rover enameled 1 50 | Holland Herring | Ginger, Cochin 18 Ginger, Jamaica 25 | TWINE | Magic, 3 doz 1 15 Sunlight, 3 doz 1 00 Sunlight, 1½ doz 50 Yeast Foam, 3 doz 1 15 Yeast Cream, 3 doz 1 100 | Cracker Jack 3 25 Checkers 5c pkg cose 3 50 |
| No. 572, Special 1 75 No. 98 Golf, satin finish 2 00 | White Hoop, keg 65@ 75 | Mustard 18 | Jute, 2 ply14 Hemp 6 ply12 | Yeast Foam, 11/2 doz. 58 | Pop Corn Balls, 200s . 1 20 Cicero Corn Cakes . 5 per box 60 Azulikit 100s 3 00 |
| No. 632 Tourn't whist 2 25 POTASH 48 cans in case Babbitt's | 1000110, 10010S 10 | Pepper, Cayenne 20 Sage 20 | Wool, 17b balls 6 | FRESH FISH Per 1b. Whitefish, Jumbo16 Whitefish, No. 111 Whitefish, No. 111 | Cough Drops |
| Penna Salt Co's | No. 1, 1001bs 7 50 | STARCH Common Gloss 1b. packages4@5 | Malt White, Wine, 40 gr 8½ Malt White, Wine, 40 gr 10 Pure Cider, B & B | Trout | Putnam Menthol1 00 Smith Bros1 25 NUTS—Whole |
| Short Cut | Mackerel | 31b. packages | Pure Cider, Robinson12 Pure Cider, Silver131/2 | Bluefish | Almonds, Tarragona17 Almonds, Avica Almonds, California sft. |
| Bean | Mess, 40tbs. | Common Corn | WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 | Pickerel | shell |
| Pig | No. 1, 100lbs 14 00 No. 1, 4 lbs 5 60 No. 1 10 lbs 5 60 | SYRUPS Corn Barrels25 | WOODENWARE | Perch, dressed 6½ Smoked White 1214 | Walnuts, Grenoble@15 Table nuts, fancy @15 |
| Extra Shorts11 Smoked Meats | Whitefish | 201b. cans ¼ dz. in case 1 80 | Bushels, wide by d1 10 | Chinook Salmon11½ Mackerel | Pecans, Med@16 Pecans, ex. large@18 Pecans, Jumbos@20 |
| Hams, 12 lb. average13½ Hams, 14 lb. average13½ Hams, 16 lb. average1572 Hams, 18 lb. average13½ | 501b | Pure Cane | Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 | HIDES AND PELTS Hides Green No. 1 | Hickory Nuts per bu. Ohio new Cocoanuts Chestnuts, New York |
| Skinned Hams15 Ham, dried beef sets15 California Hams 9% | Anise 10 | Fair 16 Good 20 Choice 25 | Splint, small 3 00 Willow, Clothes, large 8 25 Willow, Clothes, me'm 7 50 Willow, Clothes, small 6 50 | Cured No. 1 91/2 | State, per bu |
| Picnic Boiled Hams5½ Boiled Ham21 Barlin Ham pressed 814 | Canary, Smyrna 4½ Caraway 9 Cardamom, Malabar 1 00 Celery 15 | TEA Japan Sundried, medium24 Sundried choice | Bradley Butter Boxes 21b. size, 24 in case 72 31b. size, 16 in case 68 51b. size, 12 in case 63 | Calfskin, green, No. 1 12 Calfskins, green No. 2 10½ Calfskins, cured No. 1 13 Calfskins, cured No. 2 11½ | Spanish Peanuts 9@10 Pecan Halves @75 Walnut Halves @32 |
| Mince Ham 9 Lard Compound 8½ Pure in tierces 10½ | Celery 15 Hemp. Russian 4¼ Mixed Bird 4 Mustard, white 8 | Sundried, choice | 10th. size, 6 in case 60 | Old Wool 30 Lambs 1 25@1 50 | Filbert Meats 627 Alicante Almonds 642 Jordan Almonds 647 |
| 80 lb. tubsadvance % 60 lb. tubsadvance % 50 lb. tinsadvance % | Hemp. Russian 4½ Mixed Bird 4 Mustard, white 8 Poppy 9 Rape 5½ SHOE BLACKING Handy Box, large, 3 dz.2 50 Handy Box, small 1 25 Bixby's Royal Polish 85 Miller's Crowa Polish 25 | Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice38 | No. 1 Oval, 250 in crate 30 No. 2 Oval, 250 in crate 35 No. 3 Oval, 250 in crate 40 No. 5 Oval, 250 in crate 50 | No. 1 @ 5 | Fancy, H. P. Suns 71/4 @73/4 Fancy, H. P. Suns, |
| 20 lb. pailsadvance % 10 lb. pailsadvance % 5 lb. pailsadvance 1 | Handy Box, small1 25 Bixby's Royal Polish 85 | Nibs 22@24 Siftings 3011 | Barrel, 5 gal., each 2 40 Barrel, 10 gal., each 2 55 Barrel, 15 gal., each 2 75 | Unwashed, med @25 Unwashed, fine @19 | Roasted |

Special Price Current





% To. cans 1 35 60ft. 60ft. 70ft. 4 1b. cans 1 35 121b cans 2 50 %1b cans 3 75 50ft. 11b. cans 4 80 31b. cans 13 00

BLUING





COCOANUT Baker's Brazil Shredded



| ivers | 63 |
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| Pork | |
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| oston Butts | @ |
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@ 9½ @14½ Carcass6 @ 834 CLOTHES LINES thread, extra..1 00 thread, extra..1 40 thread, extra..1 70 thread, extra..1 29 thread, extra... Jute 75 90 ... 1 05 1 50

Cotton Braided

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10 COFFEE Roasted
Dwinell-Wright Co.'s. B'ds.



White House, 11b.
White House, 21b.
Excelsior, M & J. 11b.
Excelsior

Peerless Evap'd Cream 4 00

FISHING TACKLE

| 3 in | | | | | | |
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| | | Co | tton | Lir | es | |
| No. | 1, | 10 | feet | | | |
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| No. | 3, | 15 | feet | | | |
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| No. | 6, | 15 | feet | | | |
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| No. | 8, | 15 | feet | | | |
| No. | 9, | 15 | feet | | | |
| | | L | inen | Lin | es | |
| Med | liur | n | | | | |

Bamboo, 16 ft., per doz. 60 Bamboo, 18 ft., per doz. 80



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.

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

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Coupon **Books**

Made by

Tradesman Company

you want to sell your business. If you want to buy a business.

> If you want a partner.

> If you want a situation.

> If you want a good clerk.

> If you want a tenant for your empty storeroom.

If you would trade your stock for real estate.

If you want at any time to reach merchants, clerks, traveling salesmen, brokers, tradersbusiness men generally

Try a Michigan Tradesman **Business** Want Ad On Opposite Page

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Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders

BUSINESS CHANCES

For Sale—An established and profitable drug business in one of best towns in Western New York. No cutting in prices. Splendid chance to form stock company and incorporate and do large business. Proprietor wishes to retire on account of advanced age. Address Box 812, Westfield, N. Y.

812, Westfield, N. Y.

Wanted—A cash buyer for a good 240 acre farm within twenty miles of Grand Rapids, Mich. Part exchange for good stock of merchandise or improved c., y realty. Michigan Store & Office Fixtures (Co., 519-521 N. Ottawa St., Grand Rapids, Mich.)

ids, Micn.

\$285 will buy mv \$400 National Cash
Register. Prints checks both sides. Used
18 months; \$5 worth check rolls free.
Address W. Michaels, Berlin, Wis. 903

Wantess W. Michaels, Berlin, Wis. 903

Wanted—To exchange well located house and lot \$1,800, for a grocery or general stock of about same value, in live railroad town. Owner, 95 adard Ave., Grand Rapids, Mich. 902

Ave., Grand Rapids, Mich.

For Sale—One of the best grocery and bazaar businesses in Michigan, located in a live town. First-class farming community; cash business running \$100 per day. Stock inventories about \$2,000; store leased at \$15 per month. It's a money-maker. Call-or write S. R. Fletcher, 311 Mich. Trust Bldg., Grand Rapids, Mich. 900

For Sale—Well established grocery business. Best location in city of 5,000; good reasons for selling. Address No. 897, care Michigan Tradesman. 897

Tin plumbing and heating business, working five men, plenty of work on hand. Located in Central Indiana coal heads. Geo. F. Chapman, Linton, Ind. 899

General news agency, books, stationery, cigar and tobacco business, located in prosperous Central California town; stock has just been invoiced, only selling to give entire attention to other business interests in Alaska. This store is headquarters for the general public. Splendid opportunity for two young men; rent of store room reasonable. Best location in city; price for stock and fixtures, \$6,000. For full particulars write to call on proprietor, J. H. James, Porterville, Tulare County, Cali. 898

For Sale—Good hardware business, lo-

or Sale—Good hardware business, lo-ed Central Michigan. Address No. care Tradesman. 895

For Sale—A1 mercantile business consisting of dry goods, shoes and clothing, in hustling agricultural town; stock inventories about \$10,000, which can readily be reduced. Stock new and up-to-date. Cash business. Sales for April, nearly \$5,000. Store and house at light rental. A fine opening. Call or write, S. R. Fletcher, 311 Mich. Trust Bidg., Cand Rapids, Mich.

Free to Merchants Only—A large roll top desk. How? Address Roll Top Desk Department, 211 So. Hoyne Ave., Chicago, 905

For Sale—Stock of groceries, shoes, dry goods and fixtures. Fine location. Address F. O. Gaffney, Trustee, Cadil-lac, Mich. 894

For Sale—220 shares Verdon Cigar Co. stock. Facory located at Kalamazoo. Will bear closest investigation. Address No. 892, care Michigan Tradesman. 892

Factory wanted in Lyons. Liberal inducement. Low taxes and no strikes. Write E. S. Fuller, Village Clerk, Lyons, Mich.

For Sale—Good notel and livery in one of the best thriving towns of its size in Michigan. Only hotel and livery in the place. Good point for driving commercial men. Reason for selling, ill health. Terms, one-third cash, balance on easy payments. Address W. D. Strong, Alma, Mich.

The best paying business, requiring no capital, is real estate. If you make less than \$3,000 a year, wish to become independent and financially successful take our correspondence course in real estate and earn large income. Write for our booklet "T" describing the great possibilities of this profitable business. American School of Real Estate, Des Moines, Ia.

For Sale—My stock of general merchandise located in Ithaca, Mich., county seat of Gratiot county. The best town of its size in the state. Consisting of clean up-to-date goods, amount of stock \$8,000. Location the best. Rent reasonable. A rare chance for some one. Reason, selling on account of health. Address F W. Balch, Ithaca, Mich. 886

Wanted—Good business man with \$4,000 or \$5,000 to purchase one-half interest in general store, Saginaw, Mich. Business well established for ten years. Doing strictly cash business of about \$30,000 yearly, increasing each year. Partner wishing to sell out has been silent partner, being increased in other business. Partner wishing to remain wants help. Has a good reputation and is a hard worker. J. E. S., Mail Carrier No. 11, Genesee Ave., Saginaw. E. S., Mich.

If you wish to sell your business, list it with business brokers. We sell all kinds. If you wish to buy, write for our list. Do it to-day. D. Benham & Wilson, Hastings, Mich.

Wanted—Young active partner with \$10,000 to \$12,000. Cloak, suit and fur store. Extra fine business and an excellent chance for a hustler. Write for full particulars. Address No. 879, care Michigan Tradesman.

Cash for your real estate or business wherever located. If you want to sell, send description and price. If you want to buy, send for our monthly. Northwestern Business Agency, 43 Bank of Commerce Bldg., Minneapolis, Minn.

Wanted—A buyer for one of the best grocery stocks in Western Michigan. In-voices \$2,000. Good business and fine lo-caton. Good reason for selling. Address No. 869, care Michigan Tradesman. 869

For Rent—Nice light store building and basement, corner Bridge and Summer Sts. Low rent. M. Braudy & Sons, 6-30 Alabama St., Grand Rapids, Mich. 867

For Sale—New brick hotel and stock of general merchandise in same building in good R. R. town. For particulars ad-dress H. Paulsen, Gowen, Mich. 809

WANT TO BUY

From 100 to 10,000 pairs of SHOES, old style—your entire stock, or par SPOT CASH

You can have it. I'm ready to come. PAUL FEYREISEN, 12 State St., Chicago

For Sale and Rent—Stock of clothing, shoes, hats, ladies' furnishings and millinery, inventorying about \$20,000. Also stock of groceries and queensware, inventorying about \$5,000. Dry goods room 44x100, grocery room 22x100, connected full basement, steam heat, brick building. Will rent building for term of years. Annual sales \$100,000 to \$125,000. Reason for selling, ill health. Address M. E. & E. T. Hay, Wilbur, Wash. 864

Wanted—Two thousand cords wood and poplar excelsior bolts, green or dry. Highest market price paid, cash Excelsior Wrapper Co., Grand Rapids, Mich.

For Sale—Improved farms in N. E. Iowa, 75 to 320 acres; we get farms through large number loans made past ten years; can leave two-thirds on land, 5 per cent interest. S. R. Ure & Co., Riceville, Iowa.

here at \$20 an acre. Lots of hay, water, shelter and good farm land. Also raw land at \$10 an acre, good for corn, hay and vegetables. Also standard bred stallion, 2 Jacks and reg. Galloway bulls to sell. No trade. J. H. McAllister, O'Neill, Nebraska.

For Sale—Bakery and grocery. Stock and fixtures will inventory some \$2,000. Well located, reasonable rent. Business increasing, good reasons for selling. Correspondence solicited. A. W. Hathaway, Belle Plaine. la. 846

Cash for Sellers—Bargains For Buyers. If you want to buy, sell or exchange any kind of business, factory, store, farm land, shop or real estate, anywhere at any price I can save you time and money. Write to-day, Frank P. Cleveland, 1261 Adams Express Bldg., Chicago, Ill. 851

For Sale—Stock of hardware, invoicing \$4,300. Clean and up-to-date. It is possible to be provided by Doing a thriving business in a county feat of southern Wisconsin, within a rich farming and dairy country. Have contracts to the amount of \$1,200 to turn over to the right party. This is worthy of your attention. Business not overdone. Only one other hardware. Address No. 798, care Michigan Tradesman. 798

Good well-improved 1,000 acre ranch For Sale—A plant well-equipped with all modern machinery and all conven-iences for a furniture factory. Or will put plant against apital. Write John MacNeill Albany, Oregon. 780

For Sale—A clean up-to-date stock of shoes, clothing, men's furnishings, hats, caps, etc. Have just taken inventory. Stock and fixtures invoice \$3,500. Will sell everything complete for \$2,500 or would be willing to form partnership with reliable party. \$1,500 for half interest. Address Gavin W. Telfer, Big Rapids, Mich.

For Sale—Bazaar stock in a good hustling town. Best location. Will take 75 cents on the dollar to get out quick. No trades. Address 600, care Trades-man. 708

For Sale—Small country store, doing strictly cash business. A moneymaker, Address No. 770, care Michigan Trades-man.

Butcher's Boston Polish is the best finish made for floors and interior woodwork. Not brittle; will not scratch or deface like shellac or varnish. Send for free booklet. For sale by dealers in paints, hardware and house furnishings. The Butcher Polish Co., 356 Atlantic Ave., Boston, Mass.

For Sale—\$10,000 to \$12,000 stock dry goods, notions, carpets, etc., largely staple. Long-established in Southern Michigan city. Part pay, productive clear real estate. Easy terms. Address No. 528, care Michigan Tradesman.

Only Exclusive Drug Stock

in a town of 1,400 population. Southern Michigan. Finest farming country. Will bear closest investigation. Address Druggist, care Michigan Tradesman.

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.

For Sale—A clean stock of drugs, fixtures, etc., complete. Everything up-to-date. Stock invoices about \$2,700. Annual sales \$5,000. In town of over 2,000. Store centrally located. An old stand. Expenses light. Reason for selling, other business requires attention. Address No. 591, care Tradesman.

For Sale—Stock of shoes, dry goods and groceries located in Central Michigan town of 350 population. Living rooms above store. Rent, \$12 per month. Lease runs until May 1, 1908, and can be renewed. Last inventory, \$2,590. Sales during 1905, \$8,640. Good reasons for selling. Address No. 386, care Michigan Tradesman.

Retail merchants can start mail order business in connection with retail business; only a few dollars required. We furnish everything necessary; success certain. We offer retail merchants the way to compete with large mail order houses. Costs nothing to investigate Milburn-Hicks, 727 Pentiac Bldg., Chicago, Ill.

SITUATIONS WANTED

Position wanted by drug clerk with two years' experience. Best references. Not afraid to work. Address No. 882, care Michigan Tradesman. 882

Wanted—Position by married man. Capable of taking charge of general store. References furnished. Address Box 456, Belding, Mich. 852

HELP WANTED.

Wanted—A man that understands the butcher business to assist in retail shop. Must be able to cut meat and be of good character and well recommended. Address Meat Shop, care Tradesman. 896

Salesmen Wanted—Salesmen in every section with established trade to handle as a sideline on liberal commission basis, W. H. Goodger's well-known infants soft-toole shoes. Fall and holiday samples now ready. State territory desired. Enclose reference. Address W. H. Goodger's, Rochester, N. Y.

Fireman and brakeman on railroads in Michigan vicinity, to fill vacancies caused by promotions. Experience unnecessary. Age over 20; over 140 pounds; 5½ feet or over. Fireman, \$100 monthly, become engineers and earn \$200. Brakemen, \$75, become conductors and earn \$150. Name position preferred. Railway Association, care Michigan Tradesman.

Wanted—A registered druggist or reg-istered pharmacist, at once. Address No. 820, care Michigan Tradesman. 820

Wanted—Young man with one or two years' experience in drug store. Perma-nent employment to right man. Address Drugs, Station 9, Grand Rapids, Mich. 834

Wanted—A good, bright grocery clerk for general store. Must be of good hab-its and well recommended. Address Clerk, care Michigan Tradesman.

Want Ada continued on next page

Simple Account File

Simplest and Most Economical Method of Keeping **Petit Accounts**

File and 1,000 printed blank bill heads...... \$2 75 File and 1,000 specially printed bill heads..... Printed blank bill heads, per thousand..... Specially printed bill heads, per thousand...... 1 50

Tradesman Company, Grand Rapids. **********

RADESMAN TEMIZED LEDGERS

SIZE-8 1-2 x 14. THREE COLUMNS.

INVOICE RECORD OR BILL BOOK

So double pages, registers 2,880 invoices 82 00

Tradesman Company Grand Rapids, Mich.

Office Stationery

Letter, Note and Bill Heads Statements, Envelopes, Counter Bills

Tradesman Company **Grand Rapids**

BOGUS TITLES.

Their Use Prohibited by Legislative Enactment.

The following is the full text of the law which has passed both houses of the Legislature and been approved by Governor Warner prohibiting the use of fictitious names by mercantile or manufacturing institutions.

Section I. No person or persons shall hereafter carry on or conduct or transact business in this State under any assumed name, or under any designation, name or style, corporate or otherwise, other than the real name or names of the individual or individuals owning, conducting or transacting such business, unless such person or persons shall file in the office of the clerk of the county or counties in which such person or persons own, conduct, or transact, or intend to own, conduct or transact such business, or maintain an office or place of business, a certificate set- in the simpler creatures. The earthting forth the name under which such business owned is, or is to be conducted, or transacted, and the true or real full name or names of the person or persons owning, conducting or transacting the same, with the adhome and postoffice address or dresses of said person or persons. Said certificate shall be executed and duly acknowledged by the person or persons so owning, conducting, or intending to conduct said business: Provided, That the selling of goods by sample or through traveling agents or traveling salesmen, or by means of orders forwarded by the purchaser through the mails, shall not be construed for the purpose of this act as conducting or transacting business so as to require the filing of said cer-

Sec. 2. Persons now owning or conducting such business under an assumed name, or under any such designation referred to in section one, shall file such certificate as hereinbefore prescribed, within thirty days after this act shall take effect, and persons hereafter owning, conducting or transacting business as aforesaid shall, before commencing said business, file such certificate in the manner hereinbefore prescribed.

Sec. 3. The several county clerks of this State shall keep an alphabetical index of all persons filing certificates, provided for herein, and for the indexing and filing of such certificates they shall receive a fee of twenty-five cents. A copy of such certificate duly certified to by the county clerk in whose office the same shall be filed shall be presumptive evidence in all courts of law in this State of the facts therein contained.

Sec. 4. This act shall in no way affect or apply to any corporation, partnership association, limited or special partnership duly organized under the laws of this State, or to any corporation organized under the laws of any other state and lawfully doing business in this State.

Sec. 5. Any person or persons owning, carrying on or conducting or who shall fail to comply with the provisions of this act shall be guilty

tion thereof shall be punished by a fine of not less than twenty-five dollars nor more than one hundred dollars or by imprisonment in the county jail for a term not exceeding thirty days or by both such fine and imprisonment in the discretion of the court; and each day any person or persons shall violate any provision of this act shall be deemed a separate offense.

Queer Position of Hearts.

There is one curious fact which not everybody notices about the common, finger long, green caterpillars of our larger moths: Their hearts, instead of being in front, are at the back of the body, and extend along the entire length of the animal. One can see the heart distinctly through the thin skin, and can watch its slow beat, which starts at the tail and moves forward to the head.

Hearts of this sort reaching from head to tail are not at all uncommon worm has one, and so have most worms, caterpillars and other crawling things. Hearts in the middle of the back also are quite as frequent as those in what seems to us to be the natural place. Many animals, the lobster, for example, and the crawfish and the crab, which have short hearts like those of the beasts and birds, nevertheless have them placed just under the shell in what in ourselves would be the small of the back. -St. Nicholas.

Cost of Entertaining Sovereigns.

The cost to a nation of entertaining monarchs varies according to the monarch. The cheapest sovereigns to entertain, judging from the bills Great Britain has had to pay, are the German Emperor and the King of Italy. It cost about \$5,000 to entertain each of them. The King of the Belgians cost \$20,000 a week; the late Shah cost \$100,000 a week. The expenditure on decorations, etc., is not included in these figures. When the Czar of Russia made his historic visit to France the cost to the Republic amounted to \$535,000.—Boston Tran-

Over in Europe the popularity of Americans has taken another big bound this season, for among the tourists they are now more numerous than ever, and they are spending money with increased prodigality. In England, France and Switzerland the shopkeepers and innkeepers are flourishing as never before in consequence of the patronage they receive from American visitors. Automobile tours are now greatly in vogue, and many places that were seldom frequented by foreigners are now thronged with them. Good roads are thus yielding big returns to the people of European countries, where they have long been maintained for utility rather pleasure. The good roads era is just dawning in this country, but is advancing so rapidly that before long it will spread in all directions. We can never hope, however, to attract Department telegraph office regulartransacting business as aforesaid, hither such crowds of tourists as we send abroad. Europeans do not have to receive the latest news from the as much money to devote to travel front. His tall, homely form could of a misdemeanor and upon convic- and they are not such free spenders. could be seen crossing the well

The "Dope Shop."

New York is the home of the dope shop. In that city it was born and in that city it has been brought to its highest state of development. Every other large city in which there is interest in racing has its dope shops, but in none is the game worked so effectively as in New York. The necessaries of a dope shop are a manager who can take the last dollar of a widow without compunction, a cheap office, a desk, a sucker list, a supply of extravagantly worded circulars and The a block of telegraph blanks. fee charged ranges from \$1 to \$10 for each tip sent, and from \$5 to \$20 for the weekly tip service. To each sub-scriber who has paid the fee in advance there is sent by telegraph the name of a horse that the confidence man tells you cannot lose that day. Besides paying for the so-called information you are required to pay the cost of the message. This "information" usually is a guess by the office boy or by the manager, neither of whom has any closer connection with racing stables than the suckers to whom the information is sent. There are a few "square" confidence men in this game who send to all their subscribers the name of the same horse on a given day. The majority of them send to subscribers in one city the name of one horse, to subscribers in another city the name of ble. Distance is annihilated and the another horse in the same race, and to subscribers in still other cities the bors in consequence. names of still other horses in the same race. One of these is reasonably certain to win. In this way the subscribers in the city to which the name of the winning horse is sent are inveigled into buying more dope of the same kind and into playing the information until they have lost hope-So widespread has become lessly. this evil that newspapers and racing publications which publish the advertisements of dope shops have been forced to refuse the advertisements of those who have been caught playing this trick .- Josiah Flynt in Cosmo-

A New Side of Lincoln.

Abraham Lincoln has been studied from almost every point of view, but it is a noticeable fact that none of his biographers has ever seriously considered that branch of the service with which Lincoln was in daily personal touch for four years -the military telegraph-for during the Civil War the President spent more of his waking hours in the War Department telegraph office than in any other place except the White House. While in the telegraph office he was comparatively free from official cares, and therefore more inclined to disclose his natural traits and disposition.

During the last four years of Lincoln's all too brief public career, even until the day before his tragic ending. the writer was most fortunate in being able to see him and talk with with him daily, and usually several times a day; for he visited the War ly, morning, afternoon and evening,

shaded lawn between the White House and the War Department with unvaried regularity.

In cool weather he invariably wore gray plaid shawl thrown over his shoulders in careless fashion, and, upon entering the telegraph office, he would always hang this shawl over the top of the high screen door opening into Secretary Stanton's room adjoining. This door was nearly always open. He seldom failed to come over late in the evening before retiring, and when returning to the White House after dark, he was frequently accompanied by Major Eckert, our Chief, and nearly always by a small guard of soldiers. He sometimes protested against this latter precaution as unnecessary, but Secretary Stanton's orders to the guard were imperative.

The Annihilation of Distance.

How much nearer to each other the nations of the world are to-day than they were a few decades ago? When weeks and months were required to get news from across the ocean the Old World seemed to be a long way off. Now the whole earth is belted with telegraph and cable lines, and yesterday's happenings in Europe, Asia, Africa, South America, Australia and the islands of the sea are read at this morning's breakfast tanations are becoming friendly neigh-The marvelous change is brought home to the mind most strikingly upon reading a great modern newspaper whose telegraphic news covers the whole world each day-a paper such as The Chicago Record-Herald, which has a veritable army of correspondents in every important city. In addition to own staff of correspondents. Record-Herald has the benefit of the foreign news service of the New York Herald, famous for its world wide cable system and for the reliability of its foreign news; also that of the New York World and the New York Jourual of Commerce, besides that great co-operative news-gathering organization, the Associated Press.

Buffalo Bill's show was in Brooklyn last week, and a feature not on the programme was a buffalo hunt in the streets. At the conclusion of an afternoon performance something went wrong and a big bison straved into the street. He was followed a distance of seven blocks by a crowd who had no trouble in keeping up, but none dared try to capture the wild animal. The cowboys came up later and one of them slipped the noose of a lasso about his neck. The animal was so winded by the short run that he had to be loaded on a wagon to take him back to the grounds. Living in a cage does not agree with the noble buffalo, who in early days roamed the Western prairies in droves, but is now almost an extinct race

Ingenuity writes books; inspiration gets them published.

BUSINESS CHANCES.

A snap in Glidden, Wis. A well established money-making business that can be run by either sex. Price \$1,850; worth \$2,300. For full particulars address Geo. L. McCurdy, Glidden, Wis. 908

Merchants' Week

June 5, 6 and 7

We welcome all visiting merchants to Grand Rapids for Merchants' Week. Make our place your headquarters when in the city.

Judson Grocer Co.

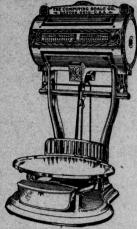
Grand Rapids, Mich.



The purity of the Lowney products will never be questioned by Pure Food Officials. There are no preservatives, substitutes, adulerants or dyes in the Lowney goods. Dealers find safety, satisfaction and a fair profit in selling them.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Overweight Problem Solved



Dayton Moneyweight Scale No. 140

Note; the Low Platform

With this 1907 visible, self-weighing, self-computing, Spring Counter-Balancing Scale, a child can easily, quickly and correctly divide the wholesale purchase into retail packages without a grain of overweight.

This is the simplest, easiest to operate

Automatic Weighing Machine

Accurate, reliable, durable

Gives the exact weight for the exacting dealer.

Gives the exact weight to all custom-

True as steel and built for a lifetime of exact weighing.

Weighs to an ounce—computes to a

Capacity 30 lbs. Prices per lb. range

from 31/2 to 30 cents.

Low platform—only 61/2 inches from the counter.

We make both Spring and Springless scales. We recommend the Spring scales as the more reliable from the user's standpoint.

Our spring scales are equipped with a thermostat, like a watch, which makes them weigh with absolute accuracy in any temperature.

No swinging pendulum, no moving indicators, no poises to shift, no beams to bother with, no ball to forget, no friction to pay for.

This scale saves time and money.

THE SCALE THAT SAVES IS NO EXPENSE



Drop us a line and see the scale on your own counter.

Moneyweight Scale Co. 58 State St., CHICAGO

Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again.

We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Make This House Your Headquarters During

Merchants' Week 5, 6 and 7

We Are Selling Agents

for the famous

"Insurance" **Gasoline Stoves**

and sell them

At Factory Prices

The "Insurance" Gasoline Stoves are without an equal and are the only stoves on the market that can be recommended as

Absolutely Accident Proof

Ask us for catalog and factory prices.

We Handle

Homer Laughlin's

White Granite and Semi = Porcelain

On a Commission Basis

and sell to merchants

At Factory Prices

The peerless product of this great pottery is sought after by all lovers of high grade We Are State Agents for the Celebrated

"Leonard Cleanable" Refrigerators

for home and store use and we handle them

On a Commission Basis

There is nothing on the market superior to this famous make. Catalogs furnished free to dealers on request.

Ask Us for Factory Prices

Our Line of

Galvanized Ironware

such as

Galvanized Tubs Galvanized Pails Oil Cans, Etc.

is the product of one of the largest and best known factories in the United States and is of a

Superior Quality

entirely different from the light, shoddy goods of some factories. We will be pleased to quote the lowest

Factory Prices

to merchants on request.

We Save You the

Middlemen's Profit

for the simple reason that most of our many lines are

Commission Basis

and are offered to you at

Factory Prices

Another great advantage that saves you many a dollar, and is therefore well worth your careful consideration, is the fact that

We Make No Charge for Package and Cartage on Any Goods

shipped from

Grand Rapids

We Have the Exclusive Agency for the

Celebrated "Kinley" Children's Vehicles

Baby Carriages, Go-Carts Sleeping Coaches Folding Carts

Every carriage or cart is made of the very best materials and is equipped with the latest improvements. A line that sells.

> Ask us for illustrated catalog and

> > **Factory Prices**

Ask Us to Quote You **Lowest Factory Prices**

Screen Doors Window Screens

We carry two styles of screen doors

Fancy and Common

in all the standard sizes. Also two styles of window screens,

"Century," Patent Extension

We Make

NO CHARGE

For Package and Cartage

We Are Selling Agents for the Following Lines of

Enameled Steel Kitchenware

"Amethyst," "Columbia Gray" "Crown" (white lined)

They are the most popular selling lines of enameled steel kitchenware on the market. Our arrangement with the factory enables us to quote vou

Factory Prices

Ask Us to Quote You

Lowest Factory Prices

High Grade, White Peeled

Willow **Clothes Baskets**

We are controlling the entire output of a factory and are thus in position to quote them at factory prices. These baskets are extra heavy, of white whole willow stock (not split), are well shaped and extra strong.

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.

We Make NO CHARGE For Package and Cartage