

# MICHIGAN TRADESMAN

Twenty-First Year

GRAND RAPIDS, WEDNESDAY, JUNE 22, 1904

Number 1083

**Commercial Credit & Collection Co. Limited**  
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 DETROIT OPERA HOUSE BLOCK, DETROIT.  
 WE FURNISH PROTECTION AGAINST WORTHLESS ACCOUNTS AND COLLECT ALL OTHERS.

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 Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere—for every trader. **C. E. McCrone, Manager.**

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## The William Connor Co.

**WHOLESALE CLOTHING MANUFACTURERS**

28-30 South Ionia Street, Grand Rapids, Mich.

Now showing Fall and Winter Goods, also nice line Spring and Summer Goods for immediate shipment, for all ages. Phones, Bell, 1282; Citz., 1957.

### IF YOU HAVE MONEY

and would like to have it **EARN MORE MONEY**, write me for an investment that will be guaranteed to earn a certain dividend. Will pay your money back at end of year if you desire it.

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### Have Invested Over Three Million Dollars For Our Customers in Three Years

Twenty-seven companies! We have a portion of each company's stock pooled in a trust for the protection of stockholders, and in case of failure in any company you are reimbursed from the trust fund of a successful company. The stocks are all withdrawn from sale with the exception of two and we have never lost a dollar for a customer.

Our plans are worth investigating. Full information furnished upon application to **CURRIE & FORSYTH** Managers of Douglas, Lacey & Company 1023 Michigan Trust Building, Grand Rapids, Mich.

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### WHERE THE SHOE PINCHES.

Chicago, after much suffering and loss, has reached certain conclusions, the most important of which is this: If care and forethought can prevent the fires and accidents attendant upon the usual celebration of the Fourth of July, then the coming Fourth is to be a noteworthy one in the history of this nation. To ensure this much-to-be desired result she has already begun to work. She has passed an ordinance to the effect that great judgment is to be used in the sale of firecrackers and toys where powder plays an important part and she begins thus early that merchants will not have any excuse if their sales in this sort of merchandise are interfered with. The simple fact is that she, as a leading city, can not indulge in any million-dollar fires in order to grant Young America the privilege of indulging in his dangerous pastime. Therefore, the public is forewarned that the greatest surveillance will be exercised in all that pertains to smoke and the underlying cause of it and all good citizens are called upon to use their influence in carrying out the wholesome plans which the duly appointed committee have determined upon.

With the fearful record of only recent years of Fourth of July conflagrations to persuade them there would seem to be little need of urging all good citizens to lend their influence in a cause so commendable, and yet while that same citizenship on general principles will heartily concur in the purpose the committee of safety have in view, there will be after all a feeling that that purpose strikes at the very life of all the day is intended to honor and revere and perpetuate. It is celebrating the occasion when that paper was signed which admitted mankind to kingship,

the Magna Charta for all coming time of liberty, freedom and enfranchisement. It was received by the ringing of bells, by the firing of guns, by the burning of powder in every conceivable form and device and that same rejoicing has been sanctioned by custom until it has to all intents and purposes, crystallized into law, and there is no American, young or old, who wants to violate that law. The purpose is commendable, but is it quite American?

There is no doubt that everywhere the wisdom of the country will give its hearty assent to the proposed reform and there is no doubt that when the day dawns the sons of wisdom will be found on the back steps and on the front steps and in all the accustomed haunts of American boyhood with the same old firecracker and the same old pistol and the same old cannon, firing away at the reckless expense of life and limb and property, and that searching enquiry will find out that Wisdom himself has broken the law and has himself bought and paid for and delivered into the hands of his boys the forbidden articles.

The fact of the case is that all along the boy has not been the cause of the fires, big and little, that have wrought destruction on the Fourth of July, and another fact—much to the point just now—is that the Chicago ordinance is a shoe that does not pinch the boy's foot so much as it pinches that boy's father's; and, if the ordinance is a failure, that same father will be the one responsible for it. There are some things mankind do not outgrow, and this is one of them. The man now does not begin to celebrate at midnight or at dawn, but he thinks highly of his boy that does, and father and son are one at heart in the uproar that begins at an unearthly hour under the former's window, be the reproof later on what it may. While the children are young and little it is worthy of note that the supply of crackers and torpedoes and whatever makes a noise is always abundant on the glorious morning and he who cares to watch will not fail to observe that it is the hand of maturity that begins the firing and that keeps it up so long as the ammunition lasts.

Another fact that maturity concedes and says nothing about is that after a boy has been taught how to celebrate that same boy wants to celebrate his "own self" without hitch or hindrance. He wants his own firecrackers and all the rest, and he wants to buy them himself. He wants his own piece of punk and he wants to light it and, what is much to the purpose, that condition of things suits the father exactly; and instances

are not wanting where paternity has been so buried in patriotism as to lose all sense of ownership in the fast disappearing ammunition and only the sharpest filial reproof could bring the paternal offender to a realizing sense of his lawlessness!

It remains to be seen whether the American boy concealed in the American man will rise to the occasion and assert himself. He may in Chicago this year, but it is safe to predict that the attempt will not be repeated. It is a day when the old Adam must break out and show itself. In his heart, this minute, it is about all the day is fit for. On general principles he loves and reveres the day and all it stands for. There is Lexington and Bunker Hill and Valley Forge and Yorktown, and there they will stand forever. None more than he loves the brave men who won for us the country and the independence he enjoys, and no one is readier than he to defend the same when they need it; but his ancestor, whose musket hangs over his mantel, fired that musket on the Fourth of July and his son and his son's son are going to keep up that same firing, sometimes with guns and sometimes with crackers and sometimes with rockets, and the ordinance that undertakes to restrain them in the exercise of the right that that gun and those ancestors fought for will find that its requirements can not be carried out! There is where the shoe pinches, a shoe, be it remembered, that covers the paternal foot.

In this section of the country the St. Louis fair has not as yet created any great amount of excitement, and there does not seem to be a very widespread or deep seated desire to see it. Many who have been there bring back the report that even the grounds are but half finished, many of the exhibits are not in place and things generally are only half prepared. They all agree that the show is on an immense scale and has a great deal that is worth seeing. Another drawback is the disposition of the St. Louis people to get rich in a month out of the visitors. Later on greater crowds are expected, although it is reasonably sure that there will be a heavy deficit at the end. For this the St. Louis people can in a measure blame themselves.

An effort to corner the pecan crop was reported in the produce district last week. The supply of the nuts is said to be rather short on account of unfavorable weather in Texas.

Supplies of bananas are not as liberal as ordinarily, largely because of the reduction of the supply in Jamaica, the result of last year's hurricane.

## WINDOW TRIMMING

### Hot Weather Goods At Last Have the Call.

All the stores have left off their semi-summer look and assumed an entirely-summer appearance. House-cleaning—in this case, store-cleaning—is over, or about so, and the summer business is in full swing, or soon will be. The dry goods windows are all suggestive either of diaphanous goods or more substantial materials of an outing description. Also numbers of others are displaying articles intended to relieve hot-weather ennui—hammocks, fans, porch pillows, screens, ice cream freezers, and the like.

\* \* \*

I never can quite understand how the women will chase off after a summer resort, putting up with all sorts of inconveniences—and paying big money for the privilege—when they might be ten times more comfortable in their own homes with but a tithe of the summer-resort expense. More and more are otherwise sensible people beginning to forego this sort of foolishness and making their own residences dreams—more than mere dreams—of solid summer enjoyment.

In the first place, a carpenter is called into requisition to take the measurements of the erstwhile fly or mosquito-laden piazza and before long its sides are enclosed with wire meshes that preclude the entrance of droning winged intruders. Large rugs are strewn over the recently bare floor, a stand or two are added for looks or convenience, easy chairs and couches of the willow variety are here and there disposed, hanging baskets of bright-blossoming plants are hung at intervals around the sides, a small escritoire occupies an out-of-the-way corner, a large table stands in the center, a hammock always in the breeze, while overhead is an electric light of sufficient power to read by. All this if the porch is of ample size. Of course, if the veranda is of the diminutive sort most of the above pieces of furniture must be dispensed with. But there may yet remain the wide-spread hammock and a pretty hanging basket or two and still the picture be an extremely attractive one to the luxury-loving soul. If there is no piazza, and if suitable trees be lacking, there is left the shady side of the house in the afternoon, where may be planted a heavy post and an inviting hammock swung. When one counts all the cost in actual money, not to mention the wear and tear on one's nerves incident to the preparation for the summer hegira, who shall say that the stay-at-home-and-take-it-easy plan is not the cheaper arrangement, not taking into account all the pleasure derivable from the following of such a course?

\* \* \*

Steketee's right hand window presents a view of some dozen ham-

mocks—thirteen, to be exact—of all colors of the rainbow, and at varying prices, the cheapest noted being \$2.75 and the most expensive \$4.60. All sorts of patterns are employed in the weave. The central one has large green and white hexagons running down the central stripe—quite an odd conceit. I don't recall ever before having seen this geometrical figure employed in hammock decoration. Many have the ever-popular fleur-de-lis in an all-over design. Some contain figures suggestive of those used in other articles, one hammock looking as if made of linen commonly used for stair covering for preserving the carpeting, the color—or tint, rather—being a light creamy gray. If an old-fashioned woven bedspread had been used for another of these cotton hammocks the appearance would not be far different. The foot-wide stripes are white with immense red and blue grape leaves on every other one. It is extremely odd. Over at the right, in the dusky background, hanging flat against the partition which divides the window from the store proper, is a wide hammock all irregularly barred off into a gay Scotch plaid—red, green, white, black and a little yellow lending themselves to this peculiar design for a hammock. There are so many patterns to select from that almost any nationality can find something especially appealing to its ideas. The Orangeman, for instance, can here choose a hammock composed entirely of narrow black and orange stripes. The Irishman himself can have for his the one with the green hexagons down the center. One in brilliant red and green and another in blue and yellow stripes would especially delight a colored servant for the kitchen porch.

\* \* \*

Perhaps you smile at the idea of giving hired help a hammock. Why not? In a well-kept home doesn't the maid's back need resting even more than that of the "missus?" If the latter woman appreciates the delight of resting her weary bones in the open air, how much more can she enjoy such rest who does the rough, heavy work of the household. If more little comforts were furnished the paid toiler in the house the sooner and easier would the Great Domestic Problem be solved and solved satisfactorily to all parties concerned. In every home employing service, the helper should have not only her pleasant convenient kitchen but also a room, no matter how tiny, that she can feel is "her very own." There should be a cheerful carpet, matting or rug on the floor, an easy, back-fitting rocking chair and a good springy couch—not all humps and hollows, a decrepit old castaway. A pretty picture or two should adorn the neatly papered or tinted walls (I prefer the former even if screamed at by the "sanitary" house-decorators), and a flowering plant or fern should seek the sunshine at the muslin-curtained window.

One of the most perfect home-makers in the prosperous town of Cadillac has fitted up just such a

room for her one maid, and she has no trouble in "keeping help."

The best housekeeper in Traverse City has two good-sized windows in the maid's sitting room and across the corner between them she placed a pretty little oak writing desk. This was put there as a present to the room's temporary owner and when she "left to get married" quite needless to state she took the little desk with her. Her mistress told me that the girl was so delighted to possess such a thing "all herself" that she never went past it, if forty times a day, without unlocking and locking it at least once each trip. "The joy of possession" seemed so complete that the lady said she never regretted the slight sacrifice she had to make to give this piece of furniture. The next servant to enjoy the little sanctum could neither read nor write, although she could "whack up a meal o' vittals to beat the band," as a certain Irish maid of all work used to express it. There was no need of catering to literary achievements in the desk-owner's successor, but the latter had the faculty of extracting comfort out of the rocker in spare moments.

\* \* \*

I am wandering from my subject, am I not?

Besides the hammocks I have mentioned, Steketee's right hand window has a big palm leaf fan stuck in several dozen otherwise empty spots, adding to the thought of coolness, and there are also other porch accessories, in the shape of cushions. These are ticketed at 33 and 39c, the inexpensive sort that wouldn't cause a heart-break if rained on in the night and ruined.

The ideal veranda must either have all its decorations utterly impervious to the elements, or they must be so cheap that, if ruined by an unexpected rainstorm, their loss will not be felt. In such a piazza only can one take any comfort.

The 39 centers are of flowered sateen, mostly, although there is one particularly pretty one of plain green sateen, with a shaded flower outlined with white machine stitching. There is a dainty spider-webby design around the edge and a little green tassel dangles at each of the four corners. All the porch pillows at this price have a one-thickness ruffle all around the edge. The pillows at 33c have a double ruffle, but the material of this ruffle is cheapened, being merely 5c per yard colored cambric. The cheaper priced pillows have such a good cotton (sateen) center that it is a pity to spoil them with such a shabby-looking ruffle. The centers are different as to colors used in the printing, but the picture is the same on each—a Dutch landscape with a Dutch girl holding a little Dutch baby in her arms, while the empty arms of a big Dutch windmill swing themselves to the breeze in the perspective. I think the baby must be "teething"—the girl holding it has her finger in the corner of its mouth for it to bite on. The baby seems, in spite of its teething, to be enjoying life for it does not cry. It is proba-

bly true that it is, indeed, suffering from this childish ailment but has for the time being forgotten its infantile troubles in contemplation of the four fat white geese eating out of a big china dish, while a baby goose stands disconsolately at one side patiently awaiting its turn at the repast.

\* \* \*

The little compartment next to the porch goods window holds nothing but ladies' white knit underwear. An airy-looking placard bears this inscription:

#### Hot Weather Underwear.

I don't know what the knit goods manufacturers are thinking of to send out the nether garments for ladies that they do. They are so straight at the knee, falling at a hateful length below it, and are trimmed with coarse cheap lace put on without the ghost of fullness. When on, a woman looks, for all the world, like the clown in a circus procession, and a woman never likes to look ridicu-

#### Buyers and Shippers of

## POTATOES

in carlots. Write or telephone us.

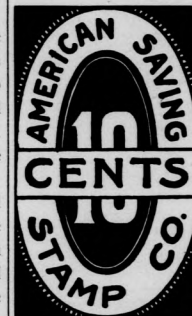
H. ELMER MOSELEY & CO.  
GRAND RAPIDS, MICH.

## AUTOMOBILES

We have the largest line in Western Michigan and if you are thinking of buying you will serve your best interests by consulting us.

Michigan Automobile Co.  
Grand Rapids, Mich.

## This Stamp



Stands  
for

Integrity  
Reliability  
Responsibility

Redeemable  
everywhere

American  
Saving Stamp Co.

90 Wabash Ave., Chicago, Ill.

## WOOL RECORD BOOK

Most compact way of keeping Track of Sales ever devised. Represents the combined Experience of forty of the largest handlers of wool in Michigan.

Price, \$1 by Express

Tradesman Company

Grand Rapids, Mich.

lous, even in the privacy of her own boudoir. Although these garments are turned out in better grades as to the knit part, they all have the same ugly shape—no shape at all—and the homely scant lace, and I have yet to know the woman, old or young, who will torture herself into wearing them. No lady likes “skimpy-looking” things, and the man who persists in foisting them on an unwilling, not to say antagonistic, market is simply and utterly wasting his time—that is all!

The large nickel fixture in this knit goods display is a very handsome one, part of the radiating arms terminating in a large ring, through which articles may artistically be drawn plainly or draped.

I observed that one of the knit chemises had a piece of embroidery set in across the top and over the shoulders. The idea is a unique one, but the embroidery is so coarse that it spoils the whole garment.

There are some very attractive vests in a fancy lacy stripe, for a quarter.

Across from this exhibit, which is all of white garments against a rose-pink paper cambric background, and the floor is of the same, is a fine display of shirt waists. This also is an all-white window—with the exception of a few duck belts which have black embroidery—and as a contrast to the opposite one the background and floor are of Nile green paper cambric. The “tablecloth” patterns in white shirt waists still take well with the trade, although not very popular when they first came out. They are mostly made up minus tucks or fold-ers, depending only on handsome pearl buttons, either plain or figured, for effect.

Next to this neat shirt-waist compartment come dress goods. These are all materials that lend themselves gracefully to making up into shirt-waist suits, and they range from 12½¢ the yard to the illusionizing price of 49¢ for the same quantity. Some of these would be pretty over a taffeta drop skirt—indeed, would be too slimy without this rustling foundation so dear to the heart feminine. One gray white grenadine is specially eye-taking. It is unevenly barred off with what looks like black chenille into squares about an inch and a half across. Draped on this as an appropriate trimming is wide black lace having a flowered border and the top of plain netting. Such a dress, with solicitude on the wearer’s part and careful attention on that of the cleaner, will last nicely for one season and is not so very expensive in the end.

So much as to the good appearance of a dress of this kind depends on the owner, and it is always a mystery to me how a girl can “switch out” a fine gown when she has only her “own hair to pull” if it looks shabby.

**Best Sellers in Silk Gloves.**

The best sellers in silk gloves are those which retail for 50 cents. This has been the case during past seasons and so long as a satisfactory glove can be made to retail for 50

cents the larger share of the trade will choose this popular price article. The majority of buyers do not choose to spend their money for the best. But the fact that the 50-cent silk glove is the popular seller does not preclude an increasing demand for a better silk glove. The lines ranging up to and including \$1 a pair are in greater favor than before. And to this cause may be traced the low stocks which are reported among distributors. Manufacturers have given so much attention to the manufacture of silk gloves to retail at 50 cents a pair that the increased demand for better grades has caught the trade unprepared.

The absence of confidence on the part of the manufacturer regarding the purchasing ability and inclination of the American women has been conspicuously demonstrated in a number of instances recently and no more effectively proved than in the lack of preparation by glove manufacturers for better grades of silk gloves. If the retailer has exhibited the same weakness and not supplied himself with better grades of merchandise, then many women must be disappointed in securing the qualities which they are willing to purchase. White silk gloves are in great popularity and lises will not be neglected. This serviceable glove has lost little of its favor with the buyer and none of its merit. Both lines should be given attention by merchants and particularly should the better lines of silks be kept up well, for a growing scarcity of the latter is reported.

**White Shoes for Summer Wear.**

The predominance of all-white toilets last summer was strongly marked, and to insure the good effect all-white shoes were in request. White low shoes are now shown by retailers who seem confident of their coming popularity. The prices range from \$5 to \$3, according to material and style. White duck oxford ties, with welted soles, cost \$3. White buckskin ties cost \$4, and the ties of white buckskin with welted soles and decoration of punching and fanciful perforations along the seams and borders bring the price up to \$5 a pair. White buckskin walking shoes are not to be confounded with the oxford ties. They are made with a flat last, extension soles and medium weight, with Cuban heels. A wide strip of ribbed white ribbon is drawn through the single eyelet placed on each side over the rise of the instep, and this is tied firmly in a neat bow. Yachting shoes, with cotton lacers, are made of white buckskin, with the flattest of lasts and the rubber extension sole. The importance of wearing a rubber soled shoe, which will not scratch the decks, will be recognized by yachtsmen.

One dissatisfied customer can work more injury than a dozen pleased patrons can efface. It is the former class that takes especial delight in telling his or her neighbors about the poor service extended to customers.



**JENNINGS' Flavoring Extracts**

Terpeneless Lemon  
Mexican Vanilla

are worth 100 cents all the time  
Jennings Flavoring Extract Co., Grand Rapids



**VOIGT CREAM FLAKES**

In the process of manufacture, this delicious breakfast food is never touched by human hands, but from wheat to cream flake it is handled by automatic machines only. Thus it is pure.

VOIGT CEREAL FOOD CO., LTD.  
Grand Rapids Mich.

Save the coupons for which we give handsome silverware, such as knives, forks, spoons, etc. Ask your grocers about them. A coupon in each package.  
Voigt Cereal Food Co., Ltd.

**We Have Been Looking For**  
a long time for a good twenty cent coffee.  
We have found it and call it

**Trojan Coffee**

It is a mixture of Mocha and Java roasted and blended by experts expressly for ourselves (and you.) Packed in air tight yellow sacks, one pound each, and guaranteed to please your trade.

It is a trade getter and a repeater.  
Our salesmen will show it on their next trip.

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

**WORDEN GROCER COMPANY**

Grand Rapids, Michigan

**Use Tradesman Coupons**



### Movements of Merchants.

Alpena—Sepull & Travis have opened a new drug store.

Coopersville—The Coopersville State Bank has installed new fixtures.

Houghton—Norman Denette has opened a grocery store in East Houghton.

Holland—Henry Olert is erecting a \$2,500 residence just east of his grocery store.

Fenton—Leonard Freeman has engaged in the implement, carriage and sleigh business.

Flint—A. H. Hixson succeeds Hixson & Bromley in the grocery and bakery business.

Ann Arbor—George Clark, of Detroit, has opened a grocery store on Washington street.

Alma—The capital stock of the Union Telephone Co. has been increased from \$400,000 to \$500,000.

Lyons—Howard A. Rouger has sold his general stock to John H. Unger, who will continue the business at the same location.

Mt. Pleasant—Dan Johnson and Will Rowen have formed a partnership and will open a meat market in the old Marsh stand.

Pontiac—J. H. Bushnell has removed to this city from St. Clair and opened a men's furnishing goods store at 20 South Saginaw street.

Germfask—J. I. Bellaire, the Seney merchant, who recently made an assignment, has got on his feet again and will open a general store here.

Allegan—Sherwood & Griswold have sold their lumber yard—land, stock, business, buildings—to Crocker & Knapp, who took possession at once.

Hart—Burns Hutchins has purchased a half interest in the grocery stock of Adrian De Voist. The new firm will be known as De Voist & Hutchins.

Grand Haven—Koolman Bros., who are engaged in the grain business in this city, are about to erect a grist mill here, which they will have in operation in a short time.

Maple Rapids—E. E. Cowan, of Ovid, has leased the store recently vacated by B. W. & I. E. Hewitt and intends putting in a stock of clothing and men's furnishing goods.

Sault Ste. Marie—The Union Drug Co. has been formed to take over the business conducted for several years by Dr. F. E. Parkinson, and formerly by Parkinson & Parkinson.

Benton Harbor—The Benton Harbor and Southern Michigan Cold Storage Co. has been organized with a capital stock of \$75,000, of which \$60,000 has been paid in—\$10,000 in cash and \$50,000 in property.

Hancock—The Quincy Co-Operative store will go out of business shortly. The sale of goods will continue as usual for about a week and the remainder will then be auctioned off. The business was started about two years ago.

Muskegon—Rosen Bros. and Julius Rosenthal have merged their clothing stocks and will continue the business under the style of the Rosenthal Clothing Co., a corporation having an authorized capital stock of \$8,000, all of which is subscribed and paid in.

Muskegon—W. E. Minhinnick, who has conducted a grocery store at the corner of Lake and McGraft streets for the last eight years, has sold his stock to N. F. Strong, formerly a traveling salesman for Fred Brundage. Mr. Strong will continue the business at the same location.

Bay City—B. H. Briscoe & Co., which has a number of years consisted of a co-partnership of B. H. Briscoe and C. E. Malone has been incorporated. Mr. Malone retires from the business and the present stock company consists of B. H. Briscoe, President; E. J. Vance, Vice-President, and A. E. Pearce, Secretary and Treasurer. The stock is held by each in equal amounts. The business of the Briscoe Co. will be carried on separately and distinctly from the E. J. Vance Box Co., Ltd., and the management of each company will remain the same as heretofore.

### Manufacturing Matters.

Pewamo—Hathaway & Young have put in a feed mill.

Lake Odessa—John and Geo. Kart have leased the flouring mill of S. H. Kart.

Kalamazoo—The Verdon Cigar Co. has increased its capital stock from \$50,000 to \$60,000.

Battle Creek—The Real Food Co. has decreased its capital stock from \$500,000 to \$100,000.

Detroit—The capital stock of the Champion Lumber Co. has been decreased from \$300,000 to \$200,000.

Hudson—The Globe Fence Co. is pushing the work on its buildings and expects to have the plant in operation before fall.

Painesdale—The sawmill owned by the Copper Range Consolidated Co. was destroyed by fire last week. The loss was about \$4,000.

Detroit—The Youghiogheny Gas Coal Co. has been organized with a capital of \$10,000, all of which has been subscribed and paid in cash.

Salem—The Worden Co-operative Creamery Co. has been organized with a capital stock of \$4,000, of which \$3,025 is subscribed and \$1,050 paid in.

Filmore Center—The Filmore Center Creamery Co. has been organized with a capital stock of \$4,000, of which \$2,600 has been subscribed and \$1,000 has been paid in.

Muskegon—Joseph Torrent, who recently bought the machine shop of the old Muskegon Booming Co., has moved it to the coupling grounds and will use it as a sawmill.

Zeeland—P. Verplank, of Grand Rapids, has formed a partnership with C. De Jonge under the style of the Verplank Manufacturing Co. They will manufacture wood carvings, ornaments, etc., and will locate on the second floor of Mr. De Jonge's factory building on Main street for the present.

Onaway—John W. Lewis, of Hammond, is negotiating for the purchase of a site for a mill plant at the mouth of Stony Creek, in the vicinity of Black Lake and not far from this place.

Detroit—The Tonic Tablet Co. has been organized with a capital stock of \$30,000, of which \$15,300 has been subscribed and paid in in property. The company will manufacture and sell medical tablets.

Saginaw—On account of increased business the Somers Bros.' Match Co. has been compelled to enlarge its plant. A building 60x75 feet is being erected, connecting with the main building in the rear.

Manistee—the Dempsey Lumber Co. has been organized with a capital stock of \$250,000, all subscribed and paid in in property. James Dempsey is the largest stockholder, holding one-half of the capital stock.

Portland—Geo. H. Doane has sold his stock in the Portland Milling Co. to the other stockholders, so that President Newman now holds one-half the stock; Secretary Knox one-quarter and Treasurer Herolz one-quarter.

Newberry—The Superior Chemical Co. has been organized with a capital stock of \$175,000, of which \$110,500 has been subscribed and \$19,250 has been paid in. The company will manufacture wood alcohol and acetate of lime.

Sturgeon Bay—The Pankratz Lumber Co. has sold a raft of cedar which was stored at Peshtigo harbor to C. J. Huebel & Co., of Menominee. The raft contains several thousand pieces and the consideration was several thousand dollars.

Detroit—The Eureka Manufacturing Co. has been organized with \$50,000 capital to take over the business of Northway & Erving. The company will make automobile machinery, china kilns, fire brick, etc. Stockholders are Henry Egle, William Egle, Ralph E. Northway and Andrew V. Erving.

Rochester—The Detroit Sugar Co. will not manufacture any beet sugar this year. The crop of beets has been sold to Capt. James Davidson, of Bay City, and will be manufactured at a beet sugar plant at Mt. Clemens in which Capt. Davidson is interested. It is probable that the plant of the Detroit Sugar Co. will be sold to other parties, who will move it to some location more favorable for the business.

Muskegon—The sawmill of F. Alberts & Sons will resume operations about July 1 for a run of two or two and one-half months. It is expected to clean up about 2,500,000 feet of stock. The mill of C. C. Potter & Co., another of the Alberts interests, has been running steadily without a shut down since December 7. It will this season cut about 4,000,000 feet of beech and maple, 1,000,000 feet of basswood and 4,000,000 feet of hemlock.

Alpena—Leavitt & McPhee, have bought fifteen 40s between Long Lake and Grand Lake. There is a lot of mixed timber on the land and it will be lumbered next fall and win-

ter. After the timber shall have been taken off the tract will be converted into a cattle ranch. Lands from which timber is being taken in north-eastern Michigan are being utilized for stock grazing and thousands of acres are devoted to this industry, which is in a thrifty condition. The lands grow grass luxuriantly.

Detroit—Judge Donovan has granted a formal foreclosure decree for \$417,000 against the Michigan Rock Salt Co. The suit was brought by the Union Trust Co. as trustees for 400 bonds originally given to secure a trust mortgage. The salt company was organized in 1901 and land was secured from the Ecorse Land Improvement Co., Ltd., and \$365,000 worth of bonds was issued as security. The amount named in the decree represents the par value of the bonds and \$52,000 unpaid interest and taxes.

Ann Arbor—The property of the Peninsular Manufacturing Co. will be sold at auction on July 1. It is expected that it will be bid in by E. A. Holden, of Lansing, who represents 72 per cent. of the claims against the concern, and on whose request the receiver petitioned for an order to sell. Holden originally had accounts against the company for \$10,300, and he bought up the claims of others at 25 cents on the dollar, until he now represents \$32,587. Receiver Miner stated in his petition to the Circuit Court that he had been requested by persons representing 72 per cent. of the claims against the company to sell all of the property, and that he himself thought it would be for the best interests of the creditors to take such action.

### The Boys Behind the Counter.

Hillsdale—Floyd Sampson is clerking in Goodrich's drug store.

Ann Arbor—Simon Dieterle has taken a position with the Fairchilds Hardware Co., at Cincinnati, and will leave the latter part of next week to enter upon his duties.

South Haven—D. E. Murray is the new pharmacist at the Clifton drug store.

Ludington—W. H. Kinball has been selected by Mrs. O. J. Wilcox as manager of her hardware store.

Kalkaska—John Reynolds, for a long time employed in the Evans meat market, has taken a position in Ed. Gilmore's market at this place.

Cecil Bay—Frank Vise succeeds Geo. Green as book-keeper for the Emmet Lumber Co.

Ithaca—R. C. Damman, of Howell, has taken the position of head clerk in the Ithaca bazaar store.

## Commercial Credit Co., Ltd.

Widdicombs Building, Grand Rapids  
Detroit Opera House Block, Detroit

Good but slow debtors pay upon receipt of our direct demand letters. Send all other accounts to our offices for collection.



**The Grocery Market.**

**Sugar** (W. H. Edgar & Son)—There has been no change in the sugar situation since we wrote you on June 14, with the exception of the forced sale of two cargoes at equal to 3.85c for 96 deg. test, being 1-32c. above the price refiners were bidding for these sugars. While this establishes the market at 3.85c, there is no sugar now obtainable at this price and we hear rumors of sales in Cuba, for July shipment, at a price closely approximating 4c, duty paid. Refined is unchanged and without special indication for the immediate future. A better general business is reported and in some sections the plentiful supply of small fruit is creating heavy consumption and active demand. All that is necessary to quickly restore normal conditions is seasonable weather, such as is now being reported from nearly every section. With renewal of general demand refined conditions should improve, although no higher prices are intimated for the immediate future. Contrary to general belief, supplies in dealers' hands are not large. This is not the season for "hand-to-mouth" and buyers will do well to supply their requirements well in advance.

**Tea**—Jobbers generally report the market as quiet, with prices about the same as prevailed last year, as far as the high grade goods are concerned. A cable just received in this market says that teas generally are advancing in Japan and that choice grades are very scarce. New York reports that the war has evidently made no difference in the amount of Japan teas exported as receipts at that port have been normal this year.

**Coffee**—Receipts of the new crop are small, being retarded by rain. The quality is reported poor, and it is still early to predict the outcome of the crop. The general impression seems to favor smaller production and a higher market.

**Canned Goods**—The new prices named by the California Cannery Association followed the lines of the large independent packers and advanced lemon cling peaches quite considerably. Some other varieties of fruits show a slight reduction, but the list will not average much different from last year's. That was high enough to suit almost anybody. It is said that buyers have not been taking hold at the new prices named by the Association or the outsiders. Everybody seems to be waiting for the other fellow to move. This is in spite of the fact that the canned fruits were cleaned up better this year than for almost any year within the memory of the brokers. Salmon is moving very well as far as the jobbers are concerned. Reports of the pack are conflicting as usual, but it seems quite certain that it will not be a large one. Tomatoes are attracting no attention beyond the daily

sales. These are very good and the stocks seem to be ample to care for them. Corn is nominally higher in this market, but that means very little as price has ceased to be much of a factor in the corn market since early in the year. The only question was to get the goods. Other vegetables are not active although peas are moving well.

**Dried Fruits**—The demand for spot prunes is light and the market is weak. More peaches and apricots are selling and the market is getting more cleaned up every day. There were a good many sales on new goods for August shipment at fair prices. No interest was manifested in raisins, the jobbers buying only for actual requirements. No new prices have been named and everybody looks for new figures. There were some sales of new currants at 1/4c lower than last year.

**Provisions**—There has been a better demand in the provision market in every line. Lard has advanced 1/4c on the preceding week's prices. Regular hams and skinbacks are unchanged at current prices and the market is firm. Picnic hams are 1/4c higher, with no change in barrel beef or pork and canned goods.

**Rice**—The enormous crop of rice keeps the market very low and, while it is moving out fairly well, prices are cheaper than for years. Fancy heads are quoted at full prices, but otherwise retailers and jobbers are afraid to buy, on account of a possible falling off. The quality is reported to be better than last year.

**Fish**—New mackerel are running exceptionally good. The sardine situation is unchanged, nearly all the factories along the Maine coast having been closed for ten days because of no fish. There is a general scarcity of sardines this spring, the market being nearly bare of old goods. Cod, hake and haddock fishing vessels have been doing well, but there is very little demand. The trade looks to see an easier supply of the goods by the time they are wanted. There is nothing doing in lake fish, but a fair demand for ocean whitefish.

**Hides, Pelts, Tallow and Wool.**

The hide market is firm and an advance asked, but not obtained. Sales are light and in good demand. Holders are strong and prefer to wait, and this results in a surprising inactivity. Heavy and extreme light are in good demand.

Pelts are in good demand and closely sold up at good prices.

Tallow has a fair demand for best grades, with considerable trading. Prices rule strong. Soapers' stocks are not sought after.

Wool is strong in price with growers and second-hand lots well sold up. But few lots are held and those are above buyers' views. Shipments from the State have been large in volume, with over half the clip gone. Prices are being manipulated to effect trade where possible. Values have apparently reached the top as buyers hesitate and look closely to what they are getting for their money.

Wm. T. Hess.

**The Produce Market.**

**Bananas**—\$1@1.25 for small bunches and \$1.75 for Jumbos.

**Beans**—\$1.50@1.65 for hand picked mediums.

**Beets**—\$1 per box for new.

**Butter**—Creamery is unchanged from a week ago, commanding 18c for choice and 19c for fancy. The price still keeps way down as compared with previous years at this time. The low price is quite generally attributed to absence of speculation and the large production. This is the time of year when butter is put in storage. For the last couple of years nearly everyone who put in supplies of June butter lost money, in consequence of which their speculative spirit is almost entirely lacking this season. Receipts of dairy grades are large, finding an outlet on the basis of 9@10c for packing stock and 12@13c for No. 1. Renovated, 14@15c.

**Cabbage**—\$2.25 for Florida and \$3 for Mississippi; Cairo, \$1.50.

**Carrots**—40c per doz. for Southern.

**Cherries**—Sour, 90c@\$1.10 per 16 qt. case; sweet, \$1.40@1.60 per case.

**Cocoanuts**—\$3.50 per sack.

**Cucumbers**—45c per doz. for home grown.

**Eggs**—Receipts are heavy, but the consumptive demand absorbs the arrivals as fast as they come in. Local dealers pay 13@14c for case count, holding case count at 15c and canded at 16c. The warm weather of the past week has increased the percentage of poor eggs very materially.

**Green Onions**—Silver Skins, 15c per doz. bunches.

**Green Peas**—\$1 per bu. for home grown.

**Greens**—Beet, 50c per bu. Spinach, 50c per bu.

**Honey**—Dealers hold dark at 9@10c and white clover at 12@13c.

**Lemons**—Messinas, \$3@3.25; California, \$3.50@3.75.

**Lettuce**—Hot house leaf stock fetches 10c per lb.; outdoor, 50c per bu.

**Maple Sugar**—10@11 1/2c per lb.

**Maple Syrup**—\$1@1.05 per gal.

**Musk Melons**—\$3.50@3.75 per crate of 1 1/2 bu.

**Onions**—Bermudas fetch \$2 per crate. Egyptians command \$3.25 per sack. Southern (Louisiana) are in active demand at \$2 per sack. Silver Skins, \$2.25 per crate. California, \$2.50 per sack.

**Oranges**—California Navels range from \$3.25 for choice to \$3.50@3.75 for fancy. California Seedlings, \$2.75@3; Mediterranean Sweets and Bloods, \$3@3.25.

**Parsley**—30c per doz. bunches for outdoor.

**Pie Plant**—50c per box of 50 lbs.

**Pineapples**—Cubans command \$2.50 @3 per crate, according to size; Florida, \$2.75@3 per crate.

**Plants**—75c per box for either cabbage or tomato.

**Potatoes**—Old stock is in moderate demand at \$1 per bu. New are strong and in active demand at \$1.25 per bu. For several weeks there has been great trouble in getting shipments of newstock from the South. Heavy rains in Texas and at inter-

vening points have washed things out badly and handicapped transportation. The result is that the market on new has not gone down as it would naturally be expected to do at this time.

**Pop Corn**—90c for common and \$1 for rice.

**Poultry**—Receipts are liberal, but the local and resort demand absorbs arrivals as fast as they come in. Spring chickens, 18@20c; fall chicks, 12@13c; fowls, 9@10c; No. 1 turkeys, 12 1/2@15c; No. 2 turkeys, 10@12c; Nester squabs, \$1.50@2 per doz.

**Radishes**—China Rose, 18c per doz. bunches; long, 15c; round, 12c.

**Strawberries**—The outcome of the crop is a great disappointment to both growers and shippers, it having been cut short at least one-half by the dry weather. It was expected that Thursday would be the heavy day, but the condition of the market this morning disclosed the fact that Tuesday was the big day of the season, in consequence of which the price of choice stock advanced from \$1 to \$1.25 per 16 qt. case. Instead of loading carlots, as shippers expected to be able to do this week, they are getting enough only for local shipments. Even although there should be heavy rains within a day or two, they would come too late to help the crop to any extent.

**Tomatoes**—Declined to \$1.10 per 4 basket crate.

**Watermelons**—20@30c apiece for Georgia.

**Wax Beans**—Declined to \$1.65 per bu. box.

**Against Strikes, Boycotts and Walkouts.**

The Citizens Alliance of Cripple Creek crystallized its attitude toward organized labor in the following terms:

"In the future neither walking delegates, agitators nor labor unions will be allowed to say who may or who may not labor in Teller county, who may or who may not do business here. The source of all strife in the Cripple Creek district has been the Western Federation of Miners and the Trades Assembly, which they dominated, and through which they carried out their boycotts, etc.

"There is no room in Teller county for these two organizations, and their existence will no longer be tolerated. Unions of the various crafts already organized will not be interfered with as to their local or international affiliations, provided the Trades Assembly be forthwith disbanded and no similar boycotting agency be organized; provided further, that such unions of the local crafts have not for their national nor international affiliation the Western Federation of Miners, the American Federation of Labor, the State Federation of Labor or any kindred criminal organization.

"We declare against all agitators and walking delegates.

"We declare against strikes, boycotts and walkouts."

The capital stock of the Worden Lumber Co. has been increased from \$100,000 to \$200,000.

## TREE FOLIAGE

## As an Index to the Character of the Tree.\*

It was my great pleasure to attend the Grand River Valley Horticultural Society, held at Mrs. Sarah Smith's, on West Bridge street, at its May meeting, when every bush and tree seemed aflame with God. The earth in its first flush of green, flecked with the golden dandelions, the white anemones, the purple phlox, presented a carpet by the roadside of such rare beauty that it seemed sacrilege to place foot thereon. Bridge street hill farms can not be described in leafage, flowers and fruit. The picture once seen becomes a living memory. The soft shadows of the western sun, the gentle undulation of the hills, the golden brown of the cultivated strip between the green, the newly plowed fields and the glory of the white blossoms of the cherries and pears, the flush of the apple and peach, with the halo of indescribable beauty over all as seen that May day, awakened a heart throb in unison with all Nature. Then, to consider that you favored people by farm life are privileged to see all this and more every morning, every evening and the whole day through, you may smile that one shall come among you, denied these beautiful scenes, and presume—no, I will not presume anything, only "Tell you what you knew before, Paint the picture from your door," trusting to awaken greater love and quickened perception of that which by constant familiarity "Least we forget." Japan has her cherry festival. I wonder why all the roads leading to this city do not give special rates and induce people to visit our city at blossoming time. With all the vaunted beauty of the orange trees is double beauty of fruit and flowers; they are not in it even in perfume with the fruit orchards of this locality, bursting so suddenly in bloom, instead of the slower bloom of the semi-tropical countries. Our roadsides are more beautiful each year from the planting of trees, and as the forests are disappearing much more might be accomplished.

Two trees vie with each other for supremacy and favoritism in this locality, the maple and elm; and none are more beautiful in their majesty of bole, branch and leaf from the first leaf and blossom of early spring to the crimson and gold of autumn. There are so many varieties of maple that I enumerate but a few of the most popular, all of which find favor with our city people. The black, Japanese, large-leaved, mountain, Norway, red or swamp, silver or white cap, sugar, sycamore, ash-leaved maple or box elder. I think each variety has blossoms, coming so early in the spring, the varieties vying with each other in red, green and yellow, followed so quickly by the seed pods or keys, technically called samara, which fall to the earth by millions and are ready to germinate as early as other seeds. These maple

trees are all noted for their rapid growth, symmetrical form, beautiful-shaped leaves and exquisite tints of autumn foliage, which have made them such universal favorites that they might well be called, "seek no farther."

There is a tree, native also to this locality, which much resembles the maple except that the central point of the leaf is squared off. I refer to the tulip tree. It is a trifle more difficult to transplant and but few have found favor in Grand Rapids. There is one growing on the lawn of Mr. Jenks, on Washington street. The tree is yet small, but gives promise of great beauty. Some woodsman spared a forest tree of this variety on the first crossroad between Leonard street and Walker avenue; also between Leonard and West Bridge on the crossroad two are planted by the roadside. These are the only ones with which I am familiar; but they are great enough and big enough to inspire any tree lover to possess even a small one in hope that his grandchildren may enjoy their beauty. The technical name is so euphonious that, like the samara of the maple, I desire to have you all so call it—Liliodendron tulipifera. The whole field where this monarch of the forest grows is hallowed ground. I know not but I may be addressing the owners, and hereby desire to confess that I make a yearly pilgrimage there to enjoy the beauty of the leaf and flower, and twice at my instigation has the tree been scaled by a hardy youth and with clipper a few blossoms been purloined for my pleasure.

Another most beautiful tree (native) which cries out for favor is the linden—basswood. The beautiful waxy blossoms are great favorites with bees. "Under den Linden" has a mellifluous sound, perhaps, to some of our German friends, but the beauty is not marked in the Fatherland. It is in this country we get the bigness and beauty, for College avenue, by Mrs. Bissell's home, discounts "Unter den Linden" in Berlin. We owe these trees to the forethought of W. D. Foster. To another early settler of Grand Rapids we are indebted for the beautiful row of elms on Washington street and College avenue. It is useless to speculate on the conception of Gothic architecture if you will but notice the interlacing branches of opposite elm trees. There are a number of these trees of large size on a plat between here and Kalamazoo. It is worth the trip there and back just to see them now. Long may they be spared as an inspiration! A few only will I give you to choose from: American, English, slippery or red. But do not forget the Waho or winged elm. This elm throws out its tasseled blossoms in March. I had never observed this until fifteen years ago when I first owned an elm. The March days were warm that year and the tassels appeared before any other blossoms. I watched them daily, fearing the frost would kill the tree, and was not fully convinced until the blossoms reap-

peared the next year in still greater profusion. This is how you learn when you are the possessor. When you have time note the elm on Cherry street, planted ages ago, and the one in front of Judge Morrison's old home on Fountain street. Observe it is not a new inspiration to plant trees and to love trees. Our fathers planted, why shall not we plant?

The beeches appeal very strongly to me, with their pale many-veined green leaves, soft fringing blossoms and triangular nuts. As I sat in the great park, thirteen miles long and six wide, at The Hague in Holland, planted with beeches in the ninth century, I felt that kings were useful as rulers when such an improvement could be made and kept. Then I wondered how long the noble old beeches on my father's farm had been growing, the trees I first loved. After Grand Rapids became my home I found a beautiful grove of beeches on South Division street, just as majestic and beautiful as the beeches at The Hague in Holland. The woodsman had driven through the forest at many angles, but the trees were still unharmed. It was just at sunset one beautiful June evening when a party of physicians, returning from visiting a seriously ill patient, reached this grove of trees. We lingered long among them until after the sunset—until after the moonrise—and pledged ourselves that every year would we gather in this beautiful place. Alas, the next year their glory was gone—only a few cords of four-foot wood remained of all this wondrous beauty which had been ages in reaching perfection. At Dryburgh Abbey in England do you remember the size and beauty of the beeches there?

I must mention the oak, of which we have many in Grand Rapids, English, laurel, live, chestnut, mossy cup, burr, pin, post, black, white, swamp and willow, their glossy leaves, when full grown, their beautiful pink tints in early spring, as if real blossoms, and the catkins haloing their coloring. But the glory of their autumn coloring is so rich, so soft, so blended, that it stirs the artist spirit in every one. As you go up through Bronx

in New York to the Hall of Fame these trees have been preserved in all their primitive beauty. Many a monarch of the forest bespeaks generations who have spared these trees, and the carpet of golden rod, aster and golden glow is as luxurious in naturalness as if it were the forest primeval; but, alas, Grand Rapids' beeches are gone. The few that are planted in Grand Rapids are bronze or red. The legend says they are offshoots from the beeches in the Thuringian forest on which three robbers were hung, turning red the leaves. I wonder all others about here should not turn pale from the slaughter of their brothers!

Of the nut-bearing trees the chestnut may claim the palm. We have two in the city on North Lafayette street and one south of Grand Rapids on a farm. The walnut, although scraggly as to branch, is superb in leafage, but is liable to attack from insects. The butternut, too, with the same pinnate leaves, is useful as well as ornamental. The hickory gives a dense shade, is a clean symmetrical tree. Let us retain in remembrance

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\*Paper read by Dr. Frances A. Ruth-erford at the June meeting of the Grand River Valley Horticultural Society.

an old favorite, the Balm of Gilead, with its stately growth and balsamic odor. It should stand alone in some field by the roadside. In California a man pointed with pride to two palms, stately, perhaps, but not beautiful, for which he had paid \$220. To my fancy some pine or fir tree would have given greater grandeur.

Have we aught more beautiful than the pine? "Out to the pine woods!" for years has been the children's cry, although it is seven miles from the city, and many a pale high school girl has earned her rosy cheek from her walk there and return before bicycles were invented. But, alas, they, too, are gone, and what can be done in their stead? Plant pines and firs by the roadside, far enough apart that every branch may have room. But don't trim. Let them grow from the ground up solidly, pyramidally. In Alameda such a street has been planted. I can not describe its beauty, but, looking down this beautiful avenue, even there is one blot on the escutcheon. A New Englander desiring to have his one lot marked, trimmed his trees. Yes, his lot is marked, and the whole avenue marred because of his lack of appreciation of the beautiful.

In California we hear much of the pepper tree with its red berries, drooping branches and lovely foliage. Have we not in the East something for the roadside different yet beautiful in the extreme? The locust is the best material for fence posts; it does not rot. Imagine a whole avenue or country road rich with the perfume of their white blossoms. The branches will grow from the ground up the same as the pepper and the foliage is very beautiful.

In this locality we have many fine trees or shrubs which are greatly neglected—the Judas tree, or red bud, for instance, once numerous on Plaster Creek, and even now a few representatives have withstood the slaughter of ages; but they are several miles out on East street. I wish they might be preserved, also several handsome ones on the island at Cascade Springs.

The sassafras grows into a beautiful tree and is a shining mark in the autumn, with its golden leaves and black berries. A medium sized tree grows on the Fuller place on Washington street.

The witch hazel is our last bush to blossom in autumn.

Our thorn apple trees? Yes. A beautiful tree grows on a by-street in Grand Rapids which was worth and received a visit from the great Professor Sargent, of the Boston Arboretum.

If you desire to know how to place shrubbery for effect drive out the Walker road up near Indian Creek and see the thorn apples in bloom. You will wonder if aught could be more beautiful. We have nine varieties of thorn apples, which can easily be transplanted or grown from the seed—the Scotch rone tree deserves mention.

Of fruit trees, remember the wild crab with its beauty and fragrance. Do not allow it to be exterminated. Of the real fruit trees I trust you

have all been permitted to visit West Bridge street hill, where our successful farmers have vied with each other in planting the different varieties so that harmony is perfect. But I notice that farther out in Walker the roadside is also planted with fruit trees, and, although the harvest was so plentiful last year that they were unpicked, they have again put forth profusions of blossoms, which the bees are converting into honey and the children into greater love of the beautiful.

When asked to talk to you on this subject who know so much more than I, it seemed impossible to give you anything of interest, and it is merely with the hope that more trees may be planted, more forest trees preserved, that I plead for them, because I desire more natural growth, less injudicious pruning and greater variety. Our great beeches are gone and our stately pines. Could these few acres have been preserved they would have been a joy forever. I think townships should be persuaded to preserve such natural beauties by the roadside as well as cities, and create parks of natural forests. There are still many small patches of woodland near our Interurban and country roads which might be secured at small cost and serve as an illustration of what might have been. Thirty-six years ago the hillside east of Grand River opposite "the Island"—our present market—was an open field. "The Island" was covered with a luxuriant growth. That Fourth of July fireworks were sent up from "the Island" and reflected in the water of the river. The immense audience from farms and town were enthusiastic at the beauty. Even then some said, "What a spot for a park!" It could have been bought for a song—not one of Patti's, either! Recall the amount paid for it as a market site and the destruction of all the beauty. And as to the effort which even now is being made to open up a good roadway along the river bank, can we not create interest so that every roadside in the beautiful Grand River Valley shall be planted with trees, and each school district select some spot of natural beauty to preserve forever?

Sometimes the most important part of a letter is said to be a postscript. Mr. President, may I add mine?

It is: That every child in Kent county may have flower and vegetable seeds and a garden spot of his or her own. Thus will they be taught to respect the rights of others and appreciate and protect the beautiful as well as useful in plant, shrub and tree.

#### Taught by Experience.

"Mind," said the careful mother, as she provided her little daughter with a lead pencil, "that you don't scribble on the walls."

"Oh, no, mamma," replied Mabel, in a shocked voice that spoke of previous experience, "it breaks the point!"

When the coffee won't settle, a man thinks he has good grounds for a kick.

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E. A. STOWE, Editor.

WEDNESDAY - - JUNE 22, 1904

**GOOD ENGLISH.**

After the graduating class, diploma in hand, and the Board of Education have left the stage, the man with statistics and his friend, the critic, in order that the public may not rejoice too much over the commencement exercises just closed, wish to make a few remarks. They are brief and to the point: "In spite of the enormous amount that is expended annually on the schools of this country there is a prevailing conviction that the public is not receiving the worth of its money. Starting out with the fact that the schools were designed originally to teach reading, writing and arithmetic, it is a painful truth that only a small percentage—a very small percentage—of the graduating class can do well either of the three requirements. Mind, we are not finding fault with the enormous expenditure of public money; we candidly admit the uplifting influence upon the community of beautiful school architecture and believe it is worth what has been paid for it; but we do insist that when these graduates go home, rejoicing with the beribboned testimonials of the school official, duly signed and sealed, they ought to be able to speak good English; they ought to write a fairly readable letter, well-spelled, and they ought to be able to add rapidly an ordinary column of figures; and they can't do it. Somebody is to blame for it; who?"

The yearly presentation of this same question fortunately precludes the need of answering in detail the charges made with the certainty of the coming of the graduating exercises, and with no desire and certainly with no intention of trying to refute these charges it does seem no more than fair to suggest to the critic that it is barely possible that even he with all his good intentions may not have taken everything into account that should be in reaching his sweeping conclusions. Does the critic of these graduates consider, for instance, that he is exacting from these inexperienced boys and girls results which he has no right to expect except from practical experience? He wants them to add rapidly and correctly the common columns

of the daybook and ledger; can he do it himself? He insists that they shall produce a fairly written letter, properly spelled and punctuated, with the paragraphs and capital letters correct to a dot. It "is a consummation devoutly to be wished" on the part of old and young alike; can the critic himself do this without the occasional use of the dictionary? The English speaking world is a wide one and many are they who have been long and faithfully trained in its use, among them the critic of the hour. Has he not learned from his intercourse with these men and from his own experience that mistakes are constantly made? and does he not see from this that he is thoroughly unjust when he insists that these young men and young women of seventeen without experience shall meet successfully the requirements which maturity and the experience which goes with it could not under any possibility meet?

There is no need here to try to demonstrate as a proposition the axiom that experience can not be bought. There it stands, a self-evident truth, as unalterable as truth itself. "True ease in writing comes from art, not chance," says one poet, and another as convincingly asserts that "Art is long." Time is an essential in the making up of perfection and the expert, the class to which undoubtedly our critic belongs, to make his criticism worth anything must have spent more time than these graduates at seventeen have been able to spend in the study and the daily practice of the English tongue. Could he at seventeen, can he at forty in his place there on the stage, swear with uplifted right hand that since he was twenty-five—that gives him eight years for study as a specialist—his speech in season and out of season has been and is what Spencer calls a "Well of English undefiled?" It is an easy thing for the expert to make fun of the graduate's adding and his grammar, but it is just as easy and a great deal more gratifying to make fun of the critic who finds fault because the public schools do not teach experience, and that is what the criticism amounts to.

Another matter, which is not taken into account as often as it should be, is the counteracting influence of the world outside of the school room as well as that outside of the grammar recitation. The real teacher of English is usually a correct user of it. Her daily school room talk is free from the blemishes commonly complained of, and so far as school and recitation are concerned for six hours a day the children are brought up to hear and to use good English—certainly most teachers never let an instance of bad English go by uncorrected. Need it be backed up by evidence that the six hours of good English work is utterly overcome and destroyed by the home influence and the street influence and the community influence? And is it pertinent to the point to insist that no one teacher in six hours can make much progress in any study where home and street and community are strenuously doing

their best to overcome and tear down the little she has been able to do in forty-five minutes at the longest in the grammar recitation?

The question, "Who is to blame?" is not, then, a hard one to answer. It is not the teacher whose English-loving soul is tortured beyond endurance by the "had wents" and the "had saws" and the "I seems" which the world outside her school room is constantly using and encouraging her pupils to use. She is the only one who cares a straw for that pure well of English and the critic knew when he asked the question as well as the rest of us know, that it is the home and the street and the community that are to blame for the outlandish English that is heard throughout the length and breadth of the land; and let it be said here and now that if this incorrect speech is ever to be overcome these same agents with the critic to lead the way must begin the good work by beginning with a new broom the sweeping of the home doorstep.

Oil is coming in as fuel. There is plenty of it, and it has to its advantage not only cheapness but freedom from the disagreeable, blackening smoke that goes along with soft coal. Locomotive engines on Western railroads use it quite extensively and it has proven very satisfactory. A board of navy officers has been experimenting with it during the last two years and the report is very favorable. It is said that crude petroleum produces more steam than coal and that with light distillation its combustion is less wearing on boilers. It may come to pass that oil tanks will take the place of coal bunkers on ocean steamships and prove an economical fuel. It is easy to obtain and the apparently inexhaustible supply is scattered all over the United States. The report of the naval experts is regarded as a very strong argument in its interests.

France holds the lead in the manufacture of automobiles. In 1901 she sold abroad \$3,000,000 worth; in 1902, \$6,000,000 worth, and in 1903, \$10,000,000 worth, and this year is shipping still more. It will be strange, indeed, if Americans do not soon occupy this field to a greater extent than they now do. Americans have a well earned reputation for skill in the invention and manufacture of mechanical devices, and there is no reason why they should not be expected to excel all competitors in the production of automobiles.

According to a Philadelphia physician in a generation or two the Japs will average the same stature as Europeans. It is only their legs that are short, he says, and this comes from the habit of sitting in cramped positions on the floor. Western customs are being adopted, and he thinks the little brown man will soon lengthen out. Of course, some of his brother physicians pooh-pooh this notion. They point out that chairs are almost unknown among Hindoos, who, on the whole, are rather long legged.

**DANGER TO GLOVE TRADE.**

A serious condition confronts the domestic glove trade on account of the long-drawn-out strike at Gloversville and Johnstown, N. Y. Practically all the gloves made in this country are made in these two towns, and the strike threatens now to drive the trade away from this country.

Even with a liberal protective tariff, the margin between foreign and domestic gloves is very small. The domestic people, after years of effort, had about secured the entire trade on men's goods and on a few of the heavier lines of women's gloves. The strike, which is against the open shop, has been in progress for several months, and the strikers are now apparently as firm as ever. If work is not resumed in two weeks the jobbers and retailers will be forced to place their orders for fall consumption with the importers and there will be no work for the strikers to do. All that the domestic manufacturers can hope for after that is a few orders that the foreigners are unable to fill.

Another danger which is seen by the American manufacturers is that once the trade has learned to go to Europe to buy, it may continue to go there, and the long fight to secure the American trade in gloves will have to be begun all over again.

The other night a man and woman were seen burying a white box beneath a tree in Central Park. The matter was brought to the attention of the authorities and the next night a detective and a couple of helpers went to the scene. They dug up the sod in all directions for the mysterious grave and the white box that had been interred, and finally their efforts were rewarded. Something white was seen far down in the bottom of a deep hole. Soon the earth was cleared away and a pasteboard box was disclosed. When the cover had been removed there, wrapped in cotton, was the corpse of a yellow canary.

On account of the war with Japan the exportation of horses from Russia is prohibited. Last year 43,000 Russian horses were sold in Germany alone. Russia now needs all its horses for cavalry and artillery service, and it will be a long time before it will have a surplus of animals. The situation is one most favorable to American horse raisers. It gives them a chance to enter the European market. Japan, too, will want more horses before the war is over and Americans may supply them.

The Southern pack of fine qualities of peas is light, probably not more than 60 per cent. of the average. The season opened auspiciously, but unfavorable weather ruined the crop before canning was completed.

Banks are in business to lend money. It is better to pay banks a little interest than to be slow pay.

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## YANKEE SPRINGS.

## The Half Way House of Seventy Years Ago.

On the afternoon of a summer's day, August 26, 1836, nearly sixty-eight years ago, there might have been seen a covered wagon containing a stalwart man of thirty-five years and five children, between the ages of eleven and two years, driving through the then unbroken wilderness of Barry county, in the Territory of Michigan.

Accompanying this wagon was a woman on horseback, carefully guiding her gray saddle-horse over the rough roads of the new country. She had in this way performed nearly the whole of the journey, we having started from Weathersfield, Wyoming county, New York, three weeks before, taking in Canada on our route, and expecting to settle in South Bend, Indiana, where my father had bought a tract of land of 160 acres.

This party consisted of my father, William Lewis, and Mary Goodwin, his wife, three daughters and a son, also an adopted daughter, Flavia Stone. We were at this time about to spend the night with an older brother, Calvin Lewis, who came to Michigan a few weeks in advance of us, and settled at Yankee Springs, but the result was that we settled there also. I was a child of four years at the time, so the words of my mother will best describe our coming into Michigan:

"After leaving Detroit the road was mostly through dense woods, Marshall, Battle Creek and Kalamazoo being marked by little clusters of houses surrounded by forests. After leaving Battle Creek we passed through Gull Prairie, now Richland, and there met Leonard Slater, located on the Indian Reservation as missionary to the Pottawattamie tribe of Indians. Leaving this place we plunged into the wilderness and, the road having disappeared, we followed an Indian trail marked by blazed trees and journeyed eighteen miles farther through the woods without seeing a single habitation. Tired and travel-worn, weary and hungry, we halted at nightfall in a lovely valley in the wilderness, where a log house was in process of erection. Living springs of clear cold water were gushing from a bank, and on a nearby poplar tree someone had fastened a shingle marked Yankee Springs.

"In 1835 a young man by the name of Chas. Paul, in company with the family of Henry Leonard, were eating their luncheon under the trees beside one of the springs. A stranger joined them and it came out in conversation that they were all from New England States, and one of the party said, "We are all Yankees." At this suggestion Charles Paul hewed the bark off the side of an oak tree and cut the words "Yankee Springs" on it. The name clung to the place and was finally adopted by the township."

A welcome was given us by our relatives, and the log cabin of two

rooms was shared together. A quilt was hung over the door space and the windows were boarded. A supper was served and we settled down for the night. Dismal tales have come to me of those first nights in the forest; that the barking of wolves broke the stillness of the hours and that the glittering eye-balls of the panther looked down upon us with no friendly gaze.

My father located 1,000 acres of land there and it soon grew to be an attractive place. We endured in common with all the early settlers the trials and privations of pioneer and frontier life, and lived to see the wilderness subdued, and surrounded by all that pertains to a later civilization. Here in this thick forest, the land entirely unclaimed, we settled. The woods were filled with Indians, and our nearest white neighbor, Calvin G. Hill, was eight miles distant from us. From Middleville to Ada, the direct route to Grand Rapids, was a dense forest, an unbroken wilderness without an inhabitant. We were on the direct line of the great Indian trail running from Detroit to Grand Rapids, which passed directly through Barry county. But we were not long alone. The fur trader and the speculator were abroad in the land, and to fill the increasing demands of the weary traveler, our little cottage of two rooms was extended, building after building, until we occupied "nine stories on the ground," seven distinct buildings in a row in the front and two additional in the back. They presented neither an imposing nor a graceful appearance, but were the hurried creation of backwoods life, when there was no time to waste on architecture, symmetry or beauty.

The fame of the place spread throughout the country and so brisk was business at the old "Mansion House," as it was called, that it was no uncommon thing for one hundred people to tarry there for a night, while sixty teams were often stabled there between sunset and sunrise.

The extreme ends of the old house were named. The one farthest north was "Grand Rapids," and the extreme south was "Kalamazoo." The Kalamazoo was considered the "best room" and was furnished rather better than the others and the better class of people occupied it generally, bridal parties, etc. All the other buildings have tumbled to ruin. This building alone stands out all by itself. It is close to the road down in the hollow, seemingly proud of the fact that it has survived all of the changes of the last century and inviting admiration and respect because of it. If the old building could speak what stories it could tell, what historical information it could impart that would be of interest and benefit to future generations.

Together this husband and wife labored and toiled, their chief desire seeming to be to give happiness to those about them. With a hospitality that was proverbial and a generosity that can not be measured by or-

inary methods they greeted all who came. The man without money was treated as well as the man whose pocket bulged with the currency of that day. Ministers of all denominations, irrespective of creed, were entertained free of charge, but were expected to hold an evening service in our large dining room, and men were sent out to notify the neighbors to that effect. The first Episcopal service I ever heard was rendered there by Dr. Francis Cuming, who was journeying to Grand Rapids to settle over St. Mark's church in that city.

We were in very close touch with the people at Grand Rapids in the early days and visited often in their families. Much of our trading was done there and, although thirty-eight miles distant from us, we made frequent journeys there. I remember seeing Louis Campau and Rix Robinson—those grand pioneers—the earliest. Their names should never be forgotten by us. They were here in the early 20's and none who came after exceeded them in powers of endurance, or the cheerfulness with which they bore the hardships and toil of that period. The name of Louis Campau is revered by older Grand Rapids people, for he came there first. He once owned the whole village of Grand Rapids. In the old days all knew of his tender heart—all who met him received some kindness at his hands. We used to hear how, when his bank failed, he brought home armfuls of wild-cat money and papered his cupola with it, saying, "If you won't circulate, you shall stay still." I recall the Withey family, the Moreaus, the Godfreys, Morrisons, Richmonds, Whites, Henry R. Williams, the Almys, P. R. L. Peirce, Canton Smith, an early hotel keeper of that city, the Rathbones, early settlers there, who built a large hotel and opened it with a big dance. I was there and danced all night. Mrs. T. B. Church, that noble pioneer woman, who played the organ of St. Mark's church for fifty years and is still living in that city, her gifted son, Frederick Church, then a babe whom I often carried in my arms, now celebrated world-wide as an artist—all these and many more were household names with us and went to make up a part of our family life in a time when there were few social barriers and man felt and needed the sympathy and encouragement of his brother man.

Lewis Cass was twice our guest, Ex-Governor Felch, Ex-Governor Ransom, U. S. Senator Zach Chandler, Senator Chas. E. Stuart, Judge Pratt—and, indeed, all men of note who traveled in those days were at some time or other entertained there in the primitive style of the day. Royalty was once entertained at the Mansion House, and this occasion was memorable as being the first time that the table was set with napkins for each guest, word having been sent in advance of his coming. Almost the first guest I can remember was Douglas Houghton, then a young man. He was first appointed State Surveyor and later, as we all know,

filled the office of State Geologist for many years.

Thefts and robberies were unknown, although large quantities of money were carried by travelers and it would have been an easy matter for it to change hands had there been the desire for it by designing persons. For example, every year large quantities of money were carried through from Detroit to Grand Rapids to pay the Indians at their annual payments. This money, \$15,000, was conveyed through in an extra stage by a man named Lee, accompanied by an Indian interpreter named Pro-vonsol. The money was all in specie and was carried in boxes about a foot square, very heavy, as I remember hearing. These boxes were all set in the room at the south end of the old house. There was an outside door with an old lock and key to it. Two old guns they had were set up in one corner of the room and those men probably slept without a care or thought of being robbed and went safely through from Detroit to Grand Rapids in this simple and easy way.

My father was a man of indomitable courage and perseverance—never discouraged—always happy and with a fund of humor, wit and story-telling rarely excelled. He was just the one to lead in settling and establishing a new country. He planned largely and liberally, and was able with his perseverance and strong health to carry out his plans, and by his personal magnetism encouraged others to work and persevere also. He was the first to contract for carrying the United States mail through that portion of the country. In the first contract he was assisted by General Withey, of Grand Rapids. This route was from Battle Creek to Grand Rapids. Later a contract was taken to carry the mail from Kalamazoo to Grand Rapids. Lines of stages were put on and several coaches a day were started from these points, all meeting at Yankee Springs—the "half way house"—for refreshment of passengers and change of horses. For many years this was the only route through the woods from Battle Creek and Kalamazoo to Grand Rapids, and until other roads were opened up it made very lively times at the old house. The Yankee Springs postoffice for a long time supplied the adjacent country. Letters were luxuries in those days, rare and costly. Envelopes and postage stamps were unknown. We wrote on three pages of the paper, folding it so the name could be written in the middle of the fourth, and sealing with a wafer, directed it and then paid our 25 cents postage on it or left it to be collected by the person to whom it was addressed, just as we chose. Sometimes it was difficult for the old settler to produce the 25 cents to pay postage and he had to earn it before he could claim his letter.

My father and Rix Robinson built the first bridge across the Thornapple River in 1838. The road then ran on the old Indian trail, across Scales Prairie. In 1838 my father also built the first bridge across the Coldwater

Stream on Section 35, in Caledonia. Split logs were used for flooring, pinned down by wooden pins. He, in company with some others, started in 1849 to build a plank road that was to run from Galesburg to Grand Rapids. A good deal of time, energy and capital was expended on this scheme, but it was finally abandoned.

There was a period when the Yankee Springs property was considered very valuable, and the Rathbones, in Grand Rapids, wished to exchange their hotel property for our own, we to retain the farm lands. This Grand Rapids property is now worth several hundred thousand dollars, and is the present location of the Widdicombe building, corner of Monroe and Market streets. The other, deserted and forsaken, requires a stretch of the imagination to believe that it was ever of great importance.

Wheat and potatoes at this early date brought fabulous prices, but the table was always well supplied with the essentials and with many delicacies. Great care and attention were given to the large garden of several acres that lay across the road from the old house. No vegetable or flower then heard of but was grown there. The light soil, highly enriched by muck taken from the marsh, was calculated to bring them forward to speedy perfection. The most luscious fruits, melons and vegetables were grown in abundance, all luxuriating in the new, warm soil of the valley. Arbors were filled with choice grapes, peaches ripened in the sun, and flowers, the good old-fashioned flowers of that day, grew in abundance. Celery—the first grown in Barry county and perhaps in the State—was raised there. Tomatoes were raised. They were first called "love apples," and we grew them for their beauty, but soon learned to eat them. Men were constantly employed in caring for the ground. Water was supplied for use by wells dug on the grounds. My father was a skillful caterer. Each guest who came was made to feel at home under that hospitable roof. The first Thanksgiving celebrated at Yankee Springs tavern was in the fall of 1838. My father sent out invitations to all the new settlers for miles around and later sent men and teams to gather them in. My mother meanwhile was superintending the first Thanksgiving dinner in the new country, which consisted of wild turkeys brought by the Indians from Gun Lake woods, two immense spare ribs cooked to a turn before the great open fireplace, as were also the turkeys. Mince pies such as only my mother could make, also pumpkin pies and puddings, were baked in the large brick oven by the side of the kitchen fireplace. Cook stoves there were none. The turkeys and ribs were suspended by stout tow strings and slowly turned before the open fire and some one had to burn their face while continually basting the meats with their rich gravies, brought out by the heat of the fire. Cranberries were brought by the Indians and was about the only fall berry. Not a fruit tree or berry bush had yet been planted.

The tables were spread and the guests came from their homes in the woods to enjoy this banquet prepared for them in so hospitable a manner and, while all must have remembered the parents and homes so recently left by them, it was not their way to mourn for what they had not, but to enjoy fully what they had, which they did in a way that would astonish the dyspeptic of to-day.

It began to snow, the first of the season, but the harder it snowed the livelier grew the party. An old violin was pulled out of some corner and all began dancing and kept it up until morning, when breakfast was prepared for them, after which they were conveyed back to their homes, and so passed our first Thanksgiving in the old Mansion House at Yankee Springs.

The political campaign of 1840 made a hot time in the old house, as I well remember. Pole and flag raising and stump speaking were the order of the day, but the doings on the Fourth of July, 1846, beat everything on record before or since, so far as I can remember. A tamarack pole was spliced until it was of the desired length and a flag was flung from it to the breeze with much hurraing from the crowd that had collected from everywhere and filled the road-front before the old house from hill to hill. Twenty-six girls, all in white, representing the states—then twenty-six in number—and a Goddess of Liberty in red, white and blue were loaded into a monster wagon drawn by twenty-six yoke of oxen. A girl for each state and a yoke of oxen for each girl! We went above the hill to form the procession and came down into the crowd in fine style.

We were ten years in advance of the Michigan Central Railway. We heard rumors of its approach, but so slow was it in coming that the old stage coach kept right along its undisputed way for many years. The road started from Detroit in 1836, when Michigan was a territory. It reached Kalamazoo February 21, 1846, and six years later, May, 1852, the road reached Chicago.

It has been said "there is no good Indian but a dead Indian," but in our experience we did not find in them the treachery and deceit they are usually credited with. They had great respect for my father and we lived in peace and harmony. The woods were full of them, but we did not fear them and I believe they were our friends. They were strict in their deals and if they made a promise they kept it. They brought us berries of all kinds from the woods and constantly supplied us with fresh venison, never bringing any part of the carcass but the hams, which were always twenty-five cents, no more nor less. They brought us fresh fish from the lakes, and the muskallonge from Gun Lake were enormous. They made a great deal of maple sugar. In 1840 these Pottawattamies were removed by the United States Government beyond the Mississippi, and very reluctantly they left their homes among the lakes and oak

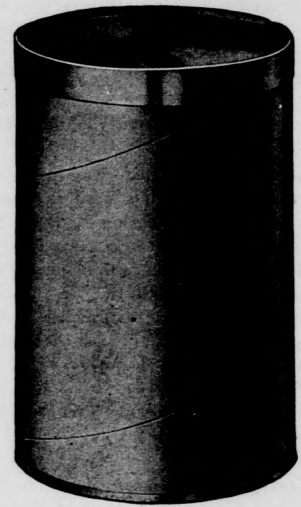
openings and the silver streams of Michigan. Noonday, the chief of the Pottawattamies, greatly impressed me by his dignified bearing. Six feet tall and well proportioned, he was at that time nearly 100 years old. His face was painted and a great cirlet of eagle feathers was around his head. He looked kind and he laid his hand on my head. He died soon after and was buried in Richland cemetery by the side of his wife. He, Noonday, assisted in the war of 1812 and witnessed the burning of the city of Buffalo.

Ye say they all have passed away,  
That noble race and brave;  
That their light canoes have vanished  
From off the crystal wave;  
That in the grand old forests  
There rings no hunter's shout,  
But their name is on your waters  
And ye may not wash them out.

There were poets in those days and frequently the old place was sounded in story and song, and occasionally one was found whose "feelings" overflowed to the extent that he published his production. Such an one was George Torrey, Sr., who, coming from Boston at an early day, settled in Kalamazoo county and was associated with the Kalamazoo Telegraph at its birth in 1844. He traveled through Barry county at that date and a poem published in the Telegraph soon after reached us in this form. He had not the world-wide fame of a Kipling, but this poem has survived perhaps longer than some of Kipling's will, which, having been carefully preserved for sixty years, I have the pleasure of presenting to you:

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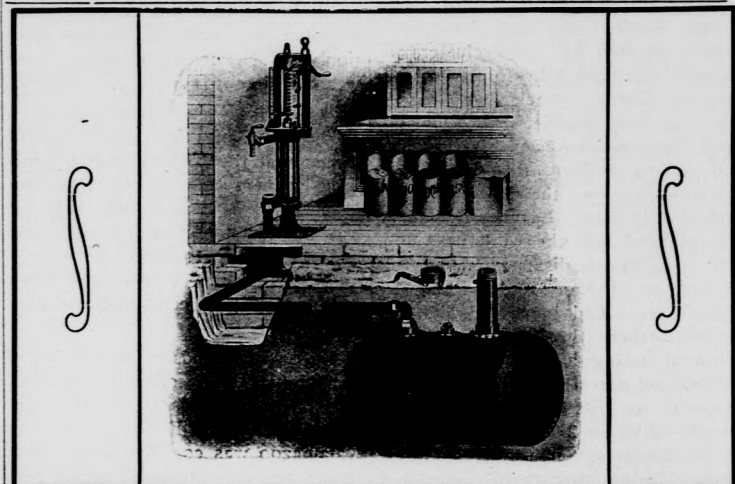


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The landlord's a prince of his order— Yankee Lewis—whose fame and renown far and near throughout Michigan's border.

Are noised about country and town. It finished by enumerating the bill of fare, which seemed to afford him great satisfaction.

Personally, I knew little of the hardships of pioneer life, for I was protected and sheltered by my parents. There was so much of life and activity about us that it was akin to life in a city, and we had no time for loneliness. Being the almost constant companion of my father and visiting with him all the towns within a large radius, I saw life in all its forms in the new country, traveling in stage coach, wagon or on horseback. There was no underbrush in those days, the annual fires consumed it, leaving the forests free from obstruction, and one could walk, ride or drive anywhere as freely as in a beautiful park. Nature was liberal in the diffusion of fruits, nuts and flowers, and from the little violet in the early spring there was a successive gradation of flowers of all kinds and colors until the frost came in the fall. We lived only two and one-half miles from Gun Lake—that inland gem of Barry county. My first view of it will never be forgotten. Scouring through the woods one day on my little pony—born of the gray mare ridden by my mother when we came into the country—we came suddenly out on the shore of this lake and I gazed in silent wonder on that broad sheet of water, flashing and dimpling in the sunlight where no white man's boat had ever been, and only the Indian's canoe had disturbed the calm serenity of its waters. Not a tree had been disturbed and the dark forest clear around was reflected on the glistening surface of the water. As I silently gazed a feeling of awe stole over me. The solemn stillness of lake and forest frightened me. I turned my pony and fled and never drew rein until my home was reached.

In the new country you sometimes looked around for your neighbors and they were not there, and so it was that some of the birds we had known—the robin, the wren and the swallow—were not there, but blue-jays and whip-poor-wills were not lacking. The crows had not come, neither the flies, but fleas and mosquitoes were plenty. We heard of a neighbor who opened her Bible one day and found a fly pressed between its leaves. "Now, children," she said, "don't you touch that fly, let it remain right here in this book, just as it is, because that fly once lived in our old home in York State." There were no rats or mice, neither were there any house cats. The country had no need for the latter, but I had, and so pleaded that one day a box came from Grand Rapids, upon opening which out jumped two lovely maltese kittens. The prettiest, irrespective of sex, was immediately christened Tommy and nursed and

petted to a great extent. One day Tommy was missing, and there was a great outcry. Finally, when found, he was nursing a lot of little kittens of his own. From this small beginning many came and, no doubt, the descendants of this same cat are racing around on the sand hills of Barry county to-day.

My father represented the counties of Allegan and Barry in the State Legislature in Detroit in 1846. He came home for a short time during the winter and when he returned was accompanied by his two youngest daughters, who took their first ride on the new railroad and indulged in the gayeties of the Capital City for two weeks.

I have been asked to give my girlhood recollections of this trip to the then Capital City.

The ride to Battle Creek was duly performed by stage coach and four horses and from there we took our first and never-to-be-forgotten ride on that new railroad we had heard so much about. We were nearly frightened to death with the almost constant scream of the engine whistle and the clanking of the cars over the rough road, which was about equal to that of cattle cars at the present time. We wished ourselves back in the old stage coach many times before the journey ended.

The Wales Hotel, on Jefferson avenue, East, just thrown open to the public January 1, 1846, we thought very fine. It was kept by Austin Wales and his two sons. It was very crowded, as many members of the Legislature and their wives were staying there. The dining room was large and nearly square and was frequently used for entertainments in the evening, balls, fancy-dress parties and concerts, all of which we attended. About January 24 a Scottish ball was given. Perhaps it was a Burns' reunion and seemed to us a grand affair. There was fine music, with bag-pipes included (the first I ever heard), the gay costumes with kilted skirts, plaid hose and scarfs and jaunty caps quite charmed us, and the Scottish dances and horn-pipes altogether made it a veritable fairyland entertainment, the impression of which I have never forgotten.

We visited a daguerrean gallery and had our pictures taken. This room had just been opened in Detroit and the art was considered something wonderful and had but recently come into practice on this side the water. We thought it very tiresome, as we had to sit still five minutes to get a picture. My father had a number taken and presented one to each of his seven brothers then living.

That was the last winter the Legislature convened in Detroit. Some feared that the frivolities of the gay city might affect the manners and morals of the members of that day, and so voted that Lansing, forty miles from any railroad, in the heart of the forest of Ingham county, should henceforth witness the assembling together of that august body. My father lived for six years after this event, dying in September, 1853, at the age of fifty-one. His last

request was that he might be buried on the hill overlooking the old place. I have twice removed his remains—once, after the old place passed from our hands, to the nearby cemetery, and again to lay them by the side of my mother in Kent county. She outlived him by thirty-five years, dying March 1, 1888, at Alaska, Kent county, at the age of eighty-three years. My mother descended from old Revolutionary stock, on the Norton-Goodwin side, and will ever be remembered as a faithful friend and worthy type of womanhood. In the afflictions of life, from which she was far from being exempt, she displayed that true Christian fortitude which commends her example to us.

The solid forests have vanished and we sometimes feel that the solid man has vanished, too. The type of character they represented may not be needed now, but they are worth remembering for their courage in opening up this country and reclaiming it from brush and bramble trees and stone, and placing Michigan in the front rank she holds to-day among the states of the Union.

The men have done much to make this a grand and noble State, but the women have not been idle. If "the hand that rocks the cradle rules the world" ours have certainly been kept busy. In all ways pioneer women gladly did their share in bearing the heavy burdens of that period, and to-day can pride themselves upon being "the first ladies of the land," and by right, because we got here first!

Mary M. Hoyt.

**\$500 Given Away**  
Write us or ask an Alabastine dealer for particulars and free sample card of **Alabastine**  
The Sanitary Wall Coating  
Destroys disease germs and vermin. Never rubs or scales. You can apply it—mix with cold water. Beautiful effects in white and delicate tints. Not a disease-breeding, out-of-date hot-water glue preparation. Buy Alabastine in 5 lb. packages, properly labeled, of paint, hardware and drug dealers. "Hints on Decorating," and our Artists' ideas free. ALABASTINE CO., Grand Rapids, Mich., or 105 Water St., N. Y.

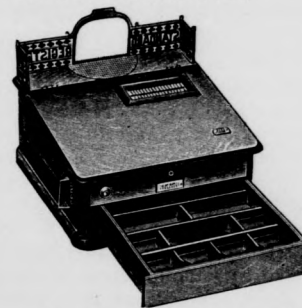
Merchants' Half Fair Excursion Rates every day to Grand Rapids. Send for circular.

**Gas or Gasoline Mantles at 50c on the Dollar**

GLOVER'S WHOLESALE MDSE. CO. MANUFACTURERS, IMPORTERS AND JOBBERS OF GAS AND GASOLINE SUNDRIES Grand Rapids, Mich.

**THIS IS IT**

An accurate record of your daily transactions given by the



Standard Cash Register Co.

4 Factory St., Wabash, Ind.

**MERCHANTS**

PUSH and ENERGY in the right direction WILL build you a fabulous BUSINESS; start to-day by ordering this

**Cotton Pocket Rice**



One Pound Three Pounds

10 and 25 Cents Retail



### Observations of a Gotham Egg Man.

Nothing encouraging has developed in the egg situation during the past week. Arrivals have continued unseasonably large, bearing out our previous expectation that the late beginning of free production in the North would be followed by a long season of surplus and result in excessive storage accumulations. Reserve stock has now grown to such proportions that operators are loath to add to it except at prices that appear very attractive in comparison with the cost of April and early May withdrawals and the surplus of receipts beyond consumptive demands is still so great that the disposition to store still exercises a controlling influence upon values of average and under grade eggs. As to positively fancy qualities—such as are very closely candled and graded before shipment—the regular consumptive demand is, perhaps, nearly equal to the supply because there is only a small proportion of such in the receipts.

When our market declined to 17c for Western firsts in the latter part of May, and to 17½c for fancy selected lines, there were enough dealers still willing to store, and who considered those prices attractive, to materially lessen the quantity of eggs thrown upon our open market. It was this fact, doubtless, which permitted so close a clearance of stock during the first few days of June, under which values recovered to 17½@18c for firsts and to 18½c—rarely even 19c—for selections. But, naturally, storers would not go on putting eggs away at these prices and not only were larger supplies drawn to this market, but a much larger proportion of the receipts was thrown upon consumptive outlets. Of course, the demand could not take the increase—for the natural tendency is now to smaller rather than greater consumption—and prices had to go back to a point where more of the surplus would again be turned to storage. This is undoubtedly the reason for the decline of prices that has occurred during the past week.

The position is now unsettled and somewhat uncertain. Prices have fallen back to a point which, two weeks ago, encouraged a greater withdrawal of stock than the consumptive market could spare, but whether or not this will result again remains to be seen. The season is now late, the eggs, even although weather conditions have been remarkably favorable, have not the strength of body they had before, and there is a growing feeling of pessimism in regard to the future of the egg deal which may prevent continued free accumulations except at still lower prices.

I understand that shippers in some sections advanced their paying prices when our market went up early in June; if so they could not have un-

derstood the reason for the advance; any way it was a most unfortunate action and must have resulted in loss. Country prices should be put down to a parity with about present quotations here—say 17½@18c commission off for fancy selected goods, 17c for average best regular packings and 16c for fair grades—and they should be kept down until such time as the production falls off enough to bring the total yield below the total consumption. If increased disposition to store should, in the meantime, result in momentary shortage and recovery in distributing markets reactions from such advances are certain until the surplus beyond consumptive wants shall disappear.

From present indications it will be a good while yet before egg production falls below the consumptive demands of the country; this happened last year at an unusually early date—about the middle of July—but it will probably be considerably later this year. The cool weather prevailing has been favorable to the demand for eggs, but it also makes a relatively light wastage. It is evident that the June supply will run far ahead of last year, naturally increasing the excess of storage accumulations during the remainder of the storage season. Judging from actual reports from a large number of storage houses, representing nearly all sections of the country, it is probably safe to say that total accumulations on June 1 this year were fully 10 per cent. greater than at the same time last year; and there is little doubt that this excess will be increased to at least 15 per cent.—quite possibly to 18 or 20 per cent.—by the first of July. The receipts at New York, Chicago, Boston and Philadelphia for the first eleven days of June show an increase of about 5 per cent. over those of the same time last year; the increase in May was a little over 10 per cent.

In a report made some time ago by A. W. Gridley, agent in Great Britain for the Canadian Department of Agriculture, it is said that Canadian eggs have established a favorable reputation in British markets. They are mostly shipped in what Mr. Gridley calls the "Canadian box" with fillers holding thirty dozen eggs (the same as our ordinary egg case), although a few are forwarded in cases such as are used on the Continent. The best grades of Canadian are said to sell in England about even with Danish selected and the glycerine eggs find considerable favor late in the season.—N. Y. Produce Review.

#### Remarkable Vegetable Product.

Dr. Welwitsch brings news of a wonderful tree which he found growing in the west of Africa and named for himself, the welwitsch. The extraordinary proportions of a trunk four feet in diameter, with a height of only one foot, make the plant look like a round table. The tree never has more than two leaves, and these are the seed leaves, which appear when the plant first begins to grow, and which it never sheds or replaces with others.

## We Need Your Fresh Eggs

PRICES WILL BE RIGHT

L. O. SNEDECOR & SON, Egg Receivers

36 Harrison Street, New York

Reference: N. Y. National Exchange Bank.

## Egg Cases and Egg Case Fillers

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

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

## R. HIRT, JR.

WHOLESALE AND COMMISSION

Butter, Eggs, Fruits and Produce

34 AND 36 MARKET STREET, DETROIT, MICH.

If you ship goods to Detroit keep us in mind, as we are reliable and pay the highest market price.

## Butter Wanted

I want it—just as it runs—for which I will pay the highest market price at your station. Prompt returns.

William Andre, Grand Ledge, Michigan

## Green Goods in Season

We are carlot receivers and distributors of green vegetables and fruits. We also want your fresh eggs.

S. ORWANT & SON, GRAND RAPIDS, MICH.

Wholesale dealers in Butter, Eggs, Fruits and Produce.

Reference, Fourth National Bank of Grand Rapids.

Citizens Phone 2654.

Bell Phone, Main 1885.

## SEEDS

We handle full line Farm, Garden and Flower Seeds. Ask for wholesale price list for dealers only. Regular quotations, issued weekly or oftener, mailed for the asking.

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

—We Carry—

FULL LINE CLOVER, TIMOTHY  
AND ALL KINDS FIELD SEEDS

Orders filled promptly

MOSELEY BROS. GRAND RAPIDS, MICH.

Office and Warehouse 2nd Avenue and Hilton Street,

Telephones, Citizens or Bell, 1217

## Fresh Eggs Wanted

Will pay highest price F. O. B. your station. Cases returnable.

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

Wholesale Dealer in Butter, Eggs, Fruits and Produce  
Both Phones 1300

Distributor in this territory for Hammell Cracker Co., Lansing, Mich.



**Special Features of the Grocery and Produce Trade.**

**Special Correspondence.**

New York, June 18—There is a slightly higher and fairly active market for coffee, and this tendency to a higher basis has led to buying on a larger scale than has prevailed for some weeks. At the close Rio No. 7 is steady at 7¼c. In store and afloat there are 2,838,856 bags, against 2,380,725 bags at the same time last season. West India coffees are reported as very firm and the tendency is to a higher basis of values, owing to the reports that the entire stock of old coffees had been shipped from Venezuela and Colombia. Stocks here are fairly large. Good Cucuta, 9c, and good average Bogota, 10½@10¾c. East Indias are steady and orders have been rather ahead of last week.

There is no change in the old story of small business in new transactions in refined sugar. All that is done is simply withdrawals under old contracts, and while holders seem to have great confidence in the future, owing to the advancing tendency of raws, the fact remains that "there is room for improvement." The new refinery will start in July and will be making 4,000 barrels a day by August, and this naturally is a factor that is being taken into account. This is not a trust refinery. Prices for granulated are unchanged on the basis of 4.80c, less 1 per cent. cash, in barrels.

There is some business in lines in teas, but seemingly prices are in favor of the buyer. And aside from this trading there is little doing in any sort. It seems to be a year not especially active in teas anyway. Beer is the stuff.

Same old story of a quiet rice market. Holders generally seem to be carrying full stocks and buyers take only the smallest possible amounts. Quotations are unchanged, and seem to be rather lower here than at the South.

There is a quiet time in the spice trade. Orders have been for small lots and these do not come as frequently as might be hoped for. Pepper is not as firm as it has been, while cloves seem to show a slight improvement. Zanzibar, 16½@16¾c.

No changes have been made in quotations for molasses. Neither in new business nor in withdrawals under old contracts is there anything more than a midsummer trade going on. Syrups are quiet and without change in rates.

In canned goods peas seem to take the lead this week. Buyers seem to think opening prices of Baltimore dealers rather steep and so far have been backward about taking large lots. But the chances are that they will realize before many days that they will do well not to linger any longer, as the pack of some grades

is going to be very short. Some pressure exists to dispose of canned apples, as stocks are rather larger than desirable. Future New York corn is meeting with ready sale and, in fact, the demand is more active than can be met. Tomatoes are doing better. Already the crop prospects are being discussed and packers from Maryland say that in certain sections of the State the crop will surely be light. But for many years we have heard the same thing, and who can recall ever having a hankering for tomatoes that he could not appease for 9c.

There is a better feeling in butter and speculators seem to be showing more interest notwithstanding the reports of a heavy make all over the country and a consequent large supply here. Best Western creamery, 17½@18c; cesonds to firsts, 15@17½c; imitation creamery, 13@15c; factory, 12½@13½c; renovated, 12½@15c.

There is a slight improvement over last week in the cheese market, and the best grades can now be quoted for the first time this season at 8c. Exporters have been doing a fair trade at about 7½c for colored, and their efforts have helped to strengthen the market here.

Offerings of eggs are larger than can be taken care of, and the tendency for other than near-by stock is to a lower basis. Fancy Western will fetch about 17½@18c, although the outside is perhaps rather high. There is an abundance of stock that sells for what it will bring, an average being about 13@14½c.

**Nature Makes Men Meat Eaters.**

The chemical composition argument shows that a mixed diet for human beings is the most economical; and the physiological argument shows that it is the natural diet for men. "Man's digestive apparatus shows that a mixed diet is best," says Quain's Dictionary of Medicine.

First, our teeth are like neither the teeth of the vegetarian animals nor of flesh eating animals, but about half-way between. The "grinders" in the herbivora are large, and consist of a wonderful arrangement of hard and less hard substances, which wear unevenly and keep the crowns always furrowed for grinding. Our molars are not as large or broad crowned, while the typical molars of the carnivores are almost as sharp as the cutting teeth.

Secondly, the intestines of sheep and other vegetarian animals are long, of flesh-eating animals quite short, and of man a medium length.

Thirdly, the digestive juice of carnivores is unequal to the task of sufficiently digesting vegetables; the herbivores can digest the hard cellulose of raw oats, grass, etc., while man can not digest cellulose at all. He needs most of his vegetables to be softened by cooking, and he can easily digest meat raw or cooked.

Every seller has the unquestionable right to make his own price on his own goods, and every purchaser has the right to buy of whom he pleases.

# Butter

Butter markets are all pretty full and dull. Feed conditions never were better and are bound to be so for the month of June. Keep the butter moving promptly through the cool weather. It will bring as much now as any time and less shrinkage.

**E. F. DUDLEY, Owosso, Mich.**

We want more

# Fresh Eggs

We have orders for

**500,000 Pounds  
Packing Stock Butter**

Will pay top market for fresh sweet stock; old stock not wanted.  
Phone or write for prices.

**Grand Rapids Cold Storage Co.  
Grand Rapids, Mich.**

# Warner's Oakland County Cheese

Not always the cheapest,  
But always the best

Manufactured and sold by

**FRED M. WARNER, Farmington, Mich.**

Send orders direct if not handled by your jobber.

Sold by

Lee & Cady, Detroit      Lemon & Wheeler Company, Grand Rapids  
Phipps-Penoyer & Co., Saginaw      Howard & Solon, Jackson

## EVOLUTION OF CHARITY.

## Dangers and Advantages of Institutional Benevolence.

One of the most hopeful tokens of the progress of society is the readiness with which it takes upon itself the burden of caring for its own unfortunates. Charity in some form has undoubtedly been practiced since the world began and the heart of man softened to the distresses of his fellows. Organized charity, in the form we now see it, would appear to be a modern institution. Back in the Middle Ages trade guilds provided a form of relief for deserving members overtaken by sickness or old age, and religious societies generously endeavored to alleviate the suffering of the public at large, but these were little barks of rescue launched upon the vast sea of human misery. Only of late years has a general and comprehensive effort been made in civilized lands having for its avowed intention the amelioration of all ills that can overtake the race. And as this movement is for the benefit of every nation, having for its ultimate object the arrest of physical degeneracy and the reclamation from despair and vice of those who might otherwise go down in the great struggle, it claims partnership with the state and receives generous endowment at its hands. Almost all important charities now draw upon public funds in one form or another for their partial or total support, and thus claim the interest of every taxpayer in their conduct, although the state is only lately obtaining a voice in their control.

Individual charity will always have an advantage over the more open benefactions of machine charity, in that it may be proffered and accepted, and even in time repaid, without sacrifice of self-respect on the part of the recipient. It touches, too, a tender chord of human feeling in both giver and recipient, which breeds a brotherly sense and keeps alive a sentiment which it is well should survive in this day of commerce. It has the disadvantage over all machine charity in that, save in exceptional cases, where a close personal knowledge exists, it offers every temptation and facility for fraud. The busy man, the man who has money to give, is the one with the least leisure to expend in looking up cases of need presented to him and ascertaining their deserts. Acting upon his own initiative, he is commonly so plundered and victimized that the tendency of his experience is to dry up the sweet fount of benevolence and convert him into a cold-blooded cynic, who laughs at cases of misfortune henceforth presented to him. Fraud and misrepresentation on the part of the unfortunates themselves are responsible for the hardening of the civic heart against their woes.

Institutional charity, on the other hand, which must perform its good deeds in the public eye, while to a certain extent pauperizing those who benefit by it, yet by its very publicity removes much of the danger of perversion of funds. In its inception

the charity which assumed a partnership with the state was made the vehicle for cruelties innumerable at the hands of its hired employes, visited upon the unfortunates under their charge. Dickens was the first to turn the searchlight of public opinion upon the administration of homes for the indigent, orphanages and other state institutions, and the watchfulness which he awakened has never wholly flagged. Nowadays, whenever an abuse occurs in such establishments, some one is on the alert to ferret it out and to bring the offender to justice. Newspapers are society's most valuable sentinels in this regard, not alone because the exposure of such an abuse means a good "story," but because human nature, of which the reporter and editor have their due share, rejoices in bringing to righteous punishment those who would wreak vengeance upon the children of misfortune. Under the present system of espionage by regularly qualified state boards of charities and correction, now existing in Michigan and most progressive American states, misappropriation of public funds designed for the support of charitable institutions is impossible on any extended scale.

## Couldn't Get a Jury.

A peculiar situation was developed in Detroit, when an attempt was made to obtain a jury to try the case of a butcher who had been arrested on a charge of violating the Sunday closing law. The first nine talesmen were examined and rejected. The first was a barber, and stated that he himself worked on Sundays. The second was a druggist, who keeps open every day in the year. The third was the proprietor of an automobile repair shop, whose best business came in on a Sunday. The fourth was a liveryman, who wouldn't dream of closing the barn on a Sunday.

The fifth was the owner of a building, the tenant of which did a flourishing Sunday trade. The sixth man ran an ice cream parlor. The seventh was a motorman. The eighth man said:

"I'd like to see every person buy meat on Sunday and get it."

The last man, Talesman J. Dunn, was disqualified because he considered the Sunday closing law "obnoxious."

## Took Him at His Word.

A squire in a certain town had just finished marrying a young couple, and proceeded in a paternal way to give them good, solid advice. Turning to the bridegroom, he said: "Never spend your money extravagantly and be saving in every way possible."

The bridegroom listened respectfully, and then remarked:

"Well, judge, we might as well begin on you," and he proceeded to give the squire 50 cents for tying the knot.

When you write Tradesman advertisers, be sure to mention that you saw the advertisement in the Tradesman.

## GREEN GOODS are in Season

You will make more of the Long Green if you handle our Green Stuff.

We are Car-Lot Receivers and Distributors of all kinds of Early Vegetables Oranges, Lemons, Bananas, Pineapples and Strawberries.

VINKEMULDER COMPANY

14-16 Ottawa Street, Grand Rapids, Mich.

**FLOUR** That is made by the most improved methods, by experienced millers, that brings you a good profit and satisfies your customers is the kind you should sell. Such is the SELECT FLOUR manufactured by the

ST. LOUIS MILLING CO., St. Louis, Mich.

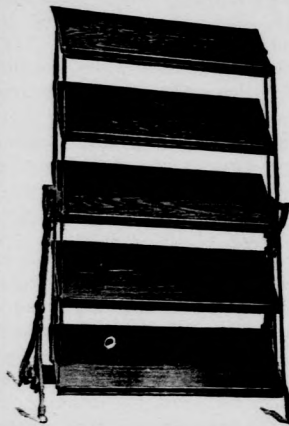
## For Hay and Straw

Write, wire or telephone

Smith Young & Co.

Lansing, Mich.

All grades at the right price. We will be pleased to supply you.



"Universal"  
Adjustable  
Display Stand

The Best Display Stand Ever Made

Adjusts as table, bookcase, or to any angle. Only a limited number will be sold at following prices:  
No. 12, 5 shelves 12 inches wide, 33 inches long, 5 feet high, net price..... \$4.60  
No. 9, 5 shelves 9 inches wide, 27 inches long, 4 feet high, net price..... \$4.20  
Two or more crated together for either size, 20 cents less each.

Further information given on application.

American Bell & Foundry Co.  
Northville, Mich.

## Stop and Think a Moment

of how much effort and energy you are wasting each year urging upon your trade some article of little merit that, instead of making your customers permanent and attracting new ones, is driving them away. The competition of to-day makes it essential that every sale you make gives satisfaction, and while in the flour business it would be impracticable to exchange goods that were found to be unsatisfactory, there is a way to fortify yourself against dissatisfaction among your patrons and that is to handle the brand that has been tested and found satisfactory. This is the position

## Silver Leaf Flour

occupies in the minds of many dealers who are holding their trade by selling this profit-earning flour. We would be pleased to have you investigate our claim and can suggest no better way than by placing a trial order.

Muskegon Milling Co., Muskegon, Mich.

**Publicity of Public Service Corporation Accounts.**

One of the greatest troubles that honest city officials have in dealing with street railway, gas and other public service corporations, particularly when franchises are to be granted and rates, conditions and compensation fixed, is that the companies know the facts about the business while everyone else is in the dark. The city has to negotiate on unequal terms. Publicity of accounts is widely regarded as the most promising remedy for the evils of trusts and a necessary condition of proper public regulation of all franchise-holding companies. The people of St. Paul, in framing their home-rule charter four years ago, incorporated a provision requiring annual reports of their business from all franchise holders. These reports, sworn to by at least two officers of the company reporting, must state "the then actual cost of the plant," "the actual incumbrances, debts and obligations thereon, if any; the names and residences of the stockholders and the amount of stock held by each, and the consideration paid therefor to the corporation;" "an itemized statement of the assets and liabilities;" "the gross earnings, the expenses and nature thereof, and the net income" of the corporation for the calendar year. The common council may require further reports from time to time. "The books, records, bills and vouchers" of the company must be open at any time to the inspection of the representative of the council. The failure of the company to observe these requirements renders it liable to a fine of \$100.00 a day while it is in default and the forfeiture of its franchise after sixty days' delinquency.

It is generally agreed that the only satisfactory way of receiving pay for franchises is by a percentage of the gross receipts being turned into the city treasury. In a city of 100,000 population street railway, gas, water, electric light and power and telephone franchises are generally of considerable value. Sometimes their value is very great. A practical monopoly of any one kind of public service with a rate fixed that would bring reasonable profits on the investment in a city of 50,000 inhabitants is a gold mine when the population doubles. Some people favor compelling public service corporations to reduce their rates and improve their service, so that all value shall be taken out of their franchises as such. Others think that a reasonable rate should be fixed for the service, and the franchise sold for what it is worth to help out street improvements or to decrease general taxes. The difficulty in requiring either lower rates or a franchise fee lies in the fact that most franchises are already granted for many years to come, and when a new application is made it seems unfair to make the new enterprise pay while the rich ones now in the field escape. St. Paul has adopted a plan that would extricate the city from this difficulty. The St. Paul charter

provides that every franchise-holder shall pay into the city treasury annually a license fee equal to five per cent. of the gross receipts of the business. The charter then goes on to say that no extension of franchise rights or privileges may be granted to any public service corporation now in the field until it agrees to exercise all of its franchises subject to all the limitations contained in the new city charter, including the payment of the five per cent. tax on gross receipts. It needs some such charter provision to stiffen the backbone of the council when the people are clamoring for a railway extension and the company is holding off for the best terms possible.

In Grand Rapids we have the curious spectacle of the Edison Electric Light Company operating a steam-heating plant in some of the most important downtown streets without any franchise at all for that purpose. By grace of permits given by the Common Council at different times this company is operating a public utility outside of its original franchise. What permanent rights it may be acquiring in the streets only time will tell. This sort of thing would not be possible in St. Paul. There "no person or corporation shall occupy or have any rights in, over, upon or under any street" for any public utility "until an ordinance shall have been fully passed" in the manner prescribed by the charter.

Although the council has not pledged itself to a "radical" revision of the charter, there surely will have to be some radical changes in the method of dealing with franchises. The Common Council now has almost unlimited power in the matter, and we are fortunate in having maintained as many rights as we have. To think that only three or four years ago a corrupt city attorney had the Common Council in his pocket for the purpose of carrying out gigantic schemes of plunder is enough to make a citizen shiver. And the worst difficulty arises from the fact that in this sort of crookedness experience shows an alliance between big business men and corrupt politicians. The charter should be fixed so that boodlers would not be attracted to Grand Rapids. Delos F. Wilcox.

**Appetite of the Eskimos.**

The Eskimos have enormous appetites. An Arctic explorer relates that he saw a boy eat ten pounds of solid food and drink a gallon and a half of liquid with much gusto. This same explorer observed an adult eat ten pounds of meat and two candles at a meal. Sir P. Phillips tells how a lad of 17 years ate twenty-four pounds of beef in twenty-four hours.

**Secrets of Slot Machines.**

The police of Philadelphia recently destroyed about \$8,000 worth of slot machines. Pasted inside the doors were secret operating instructions. One rule said: "To change the percentage plug up the color that is paying too frequently, but never have all plugs in at one time."

**EGG CASES FOR SALE CHEAP**

We have on hand and offer for sale cheap while they last several hundred new 30 dozen size No. 2 cases at 22 cents each, F. O. B. Cadillac. They are bulky and we need the room. Write or call us up by Citizens phone 62  
**CUMMER MANUFACTURING CO., Cadillac, Michigan**  
 Manufacturers of the Humpty-Dumpty Folding Egg Carriers

We are distributors for all kinds of FRUIT PACKAGES in large or small quantities.

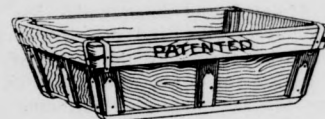
Also Receivers and Shippers of Fruits and Vegetables.

**JOHN G. DOAN, Grand Rapids, Mich.**

Bell Main 2270

Citizens 1881

**Nothing like it. Like what?**



Why, the Wilcox perfected delivery box. Grocers want it everywhere. Outwears a dozen ordinary baskets and looks better than the best. No broken splints or "busted" corners. Nest perfectly and separate easily. Ask your jobber or write us. We also make No. 1 Baker and Laundry Baskets.

**WILCOX BROTHERS, Cadillac, Michigan**

**Superior Stock Food**

Is guaranteed to be the best stock food on the market. You will find it one of your best sellers and at a good profit. It is put up in neat packages which makes it easy to handle. See quotations in price current.

Manufactured by

**Superior Stock Food Co.**

Limited

Plainwell, Mich.



**The La VERDO Cigar**

Contains the best Havana brought to this country. It is perfect in quality and workmanship, and fulfills every requirement of a gentleman's smoke.

2 for 25 cents  
 10 cents straight  
 3 for 25 cents  
 according to size

Couldn't be better if you paid a dollar.

**The Verdon Cigar Co.**

Manufacturers  
 Kalamazoo, Michigan



### Style Tendencies in Little Folks' Wearables.

Retailers got business on wash suits so much earlier this year than last that, when the hot weather came in May, drives were made, not only by the stores doing a cheap trade, but by the better class as well. The latter inaugurated their wash goods season as far back as February, and in March did a thriving business. With good business coming in the early months of the year, first purchases were materially depleted, and with light stocks in May buyers were in excellent position to avail themselves of the special offerings made by manufacturers, hence the sales in May and the first week in June at price reductions. The business in wash goods is therefore considerably ahead of last year. While the retailers doing a first-class trade have ended their season on cloth goods, the popular trade is still doing very fair in serges and other lightweight cloths in juvenile apparel. With them the season has been late, and the turnovers less. At this writing the consumptive demand for boys' and youths' clothing is most active.

Buyers who handled their stocks scientifically and pushed their business by liberal advertising, despite the weather conditions, now have the satisfaction of knowing that their stocks of strictly spring goods are lower than they were at this time last year. These are the fortunate ones who availed themselves of manufacturers' offers and closed out seasonable merchandise at prices which enabled them to retail the stuff very low and still leave a good profit, the manufacturers being the losers. This will explain how retailers in large cities were able, in May, to dispose of boys' and youths' suits at \$5, which, at the opening of the season, brought \$7.50 at wholesale. The offerings included serges of good quality, cassimeres, chevots and Scotch mixtures in seasonable colorings and patterns.

Norfolk suits in medium and high-priced goods, all sizes, are scarce. The demand has exceeded the supply, the style having met with a better run than was expected by buyers and manufacturers. They have been better sellers than for any season before, and the fact has put the Norfolk well up in the front rank for fall, although it is less seasonable than for spring. The demand for outing suits for boys is increasing more and more each year, and this would seem to open up an opportunity for manufacturers to specialize along this line. In men's clothing we have houses making a specialty of outing wear, but in boys' outing garments the regular makers of clothing simply specialize along this line.

New in juvenile clothing for fall

is a hunting suit. The jacket is on the order of a Norfolk, yet combining the good points of the Norfolk and double-breasted jacket, and is to be worn with knickerbockers.

Bloomer pants have sold much better this year than last. Boys who formerly cried if their parents bought them bloomers, saying that the "other boys in school poked fun at them," are now crying for bloomers. Shrewd buyers, recognizing their increasing popularity with all classes, are halving their orders for fall, ordering an equal number of straight knee pants and bloomers.

There is a division of opinion among buyers regarding Eton and sailor collar styles for fall. Some are of the opinion that the Eton linen collar has seen its best days and that it will be replaced for fall by the sailor style and dickey, and by the velvet and leather collar on styles buttoning to the neck. Some clothiers are showing the velvet and leather collars in their fall lines. An overcoat style with Eton collar is also shown; as if it were not sufficient to encumber a youngster with one collar when wearing two garments, is the argument used against the introduction of the Eton collar overcoat. But in putting the Eton collar on the overcoat it is not intended that the little fellow is also to wear a white linen collar with the suit jacket. The velvet and leather collars in Eton shapes have been introduced as a substitute for the linen, the contention being that they do not soil so readily and that they fill the desire for a change.

From present indications it appears that browns and bright reds will be the favorite colors in sailor and Russian blouse suits for fall.

The junior suits made of Jersey cloth, in the Russian blouse style, have been revived for fall. It is about a dozen years since Jersey fabrics played an important part in clothing.

A leading maker of little men's wear has introduced a new conception on the order of the vestee or continental suit for dress wear. The style is admirably suited for Sunday, party and evening wear. The jacket and bloomer trousers are in velvet, trimmed with soutache and silk buttons. The jacket is worn unbuttoned over a full white pique vest. For evening dress it will undoubtedly be preferred by many mothers to the Tuxedo model and straight knee pants.

Leading houses in children's and boys' lines report being sold up on fall lines to August 1.—Apparel Gazette.

While there is a deal of truth in the theory that a good advertisement will assert itself anywhere, and needs no special position, it must also be remembered that the most effective announcement always gains by being favorably placed. Money spent for preferred position is, in the majority of cases, the most remunerative portion of the advertising expenditure, particularly if the advertisement be of modest size.—Printers' Ink.



**99/50**  
—OUR—  
**NEW OVERALL**  
**\$4.50**  
**DOUBLE & TWIST INDIGO,**  
**BLUE DENIM**  
**SWING POCKETS, FELLED SEAMS**  
**FULL SIZE**  
**WRITE FOR SAMPLE.**



We Are Distributing  
Agents for Northwest-  
ern Michigan for

**John W. Masury  
& Son's**

**Paints, Varnishes  
and Colors**

and

**Jobbers of Painters'  
Supplies**

We solicit your orders. Prompt  
shipments

**Harvey &  
Seymour Co.**  
GRAND RAPIDS, MICHIGAN

## New Oldsmobile



Touring Car \$950.

Noiseless, odorless, speedy and safe. The Oldsmobile is built for use every day in the year, on all kinds of roads and in all kinds of weather. Built to run and does it. The above car without tonneau, \$850. A smaller runabout, same general style, seats two people, \$750. The curved dash runabout with larger engine and more power than ever, \$650. Oldsmobile delivery wagon, \$850.

**Adams & Hart**

12 and 14 W. Bridge St., Grand Rapids, Mich.

## Safeguard Your Office and Business!

Investigate the many advantages to be gained by securing the services of our Auditing and Accounting Department.

We open the books of New Companies, install new and modern methods adapted to all classes of business and arrange for the periodical audit of same. Write us today for particulars.

**The Michigan Trust Co.**

Grand Rapids, Mich.

(Established 1889)



### Handling Shoes in Connection With Clothing.

Advices reach us from all quarters that the clothing and furnishing goods men are waking up to the many advantages of running a shoe department; and that more and more of them are making room for such a department, and are carrying goods for the spring and summer; while others have made more or less extensive plans for installing such a department in season for the fall and winter trade.

The experiences of those who have lately inaugurated this additional line are in every case, as far as we can learn, most satisfactory. The business is not only affording a good profit and adding to both the gross and net incomes of the stores, but it is having a beneficial effect upon the other departments. It is drawing in the trade of those who have never before been patrons of these establishments. Many a man who has been induced by the window display to enter the store and buy shoes has supplemented this initial purchase by others of hats, furnishing goods or clothing; and thus a larger circle of customers is one, and not the least important, benefit resulting therefrom.

The shoe department requires care and attention in keeping a full assortment of sizes. But this is not bothering anyone who has had experience in ready-made clothing, hats, collars, shirts, suspenders, hosiery and underwear—all of which are subject to the same requirement. Undoubtedly, every one of our readers has his own individual system for keeping stock in proper shape, and in anticipating his needs so as to prevent running out of sizes; but we feel certain that those who have had experience in other lines where there is a question of sizes can easily adopt some system which will fill the bill to their entire satisfaction.

It is the custom of shoe dealers to close out their summer goods as soon as possible after the Fourth of July, this being practically the end of the spring season. Many shoe dealers do this by means of clearance sales, marking their lines at reduced prices. We do not advise this where a small and well-selected stock is carried. Better to buy sparingly and size up often than to be found after the first of next month with a big stock on hand; although, if you have made mistakes, and find that you have a lot of distinctly summer shoes which you can not work off in the fall, it may be necessary for you to use some such tactics as this, in order to be in proper shape to take care of the fall stock, which you should have in hand by the first week in September.

This is distinctively an Oxford season; and if you have a large amount of Oxfords on hand, and do not intend to make a clearance sale of them, it will be well for you to stock up early in the fall with overgaiters, and then recommend the wearing of Oxfords until late in the season—calling the attention of your customers to the advantages of the low,

cool shoe during warm weather, and the advantage of the gaiter on the cooler days, thus making the shoe adaptable to the weather. A few years ago Oxfords were worn during the whole winter, but the severe cold of last winter worked against a continuance of this custom; although every one who has worn gaiters with Oxfords has discovered that the combination is much warmer than the high shoe.

The high-class clothier and furnisher is the one who is usually consulted as an authority on all matters of fashion and dress, and in regard to shoes he should be well posted in what is being worn. The dress shoes for the coming season are of patent leather with dull leather tops. They are slightly narrower at the toe, and are without caps. The edge is narrower, with a light sole, trimmed off thin at the edge. This is a button boot, with buttons of the same finish and matching in appearance the dull kid top. Some manufacturers are showing these lines with a plain cap, but these are not considered so dressy as the full plain vamps.

Some tan shoes are likely to be worn next winter, but it is not advisable for the dealer who wishes to carry a small stock to purchase many heavy shoes in the light-colored leathers. Let us stick to the blacks, both in kid, calf and patent leather, for these will certainly have a good demand.

Select lines of goods which have an undeniable style about them. The drop toe is a popular feature at this time. It gives the foot a very stylish appearance, and is in keeping with your lines of fine furnishing goods. Toes are inclined to narrowness, and your lines should be chosen with this fact in mind. The broader toe is going entirely out, and while the sharp toe of a few years ago is not likely to be repeated, a moderate departure from last spring's styles in this matter is well to adopt.

Do not forget to place in your window a few shoes of your leading styles. It is better to have a half dozen than a half hundred of them. Placed upon stands in the center and near the front of the window they will attract far more attention than even a solid windowful; and if the right kind of show cards are used to call attention to them, they will undoubtedly be trade winners.

To those who contemplate making this addition to their business we can not too strongly emphasize the fact that it is well to move cautiously and conservatively, until experience has taught just what lines are best to handle to cater to the requirements of one's special trade. The dealer whose customers are of the highest class will require finer lines than he who is doing a middle-class business. The most popular-priced shoe of to-day sells for \$3.50; but the tradesman catering to the finer class can, perhaps, do better on exclusive styles to retail at \$4 and \$5; while he whose business is among mechanics and working men will find that lines which sell at \$3.50 will go

fairly well, and that there will be a demand for shoes at \$3, or even at \$2.50, and it is surprising what good shoes can now be purchased to sell at these moderate rates.

It is advisable, wherever possible, to deal with manufacturers who carry shoes in stock, and who are thus enabled to fill small orders quickly. The man who carries an exclusive line, made especially for him, can not get goods to size up in less than three or four weeks from the time he orders them; and such delay may make all the difference between a successful and an unsuccessful season, for the heavy demand for goods is very likely to come during the time when he is out of sizes called for by his customers.

The manufacturer who carries sizes in stock is enabled to ship size-up orders immediately on receipt, and the retailer is thus enabled, by weekly orders, to keep his stock in first-class shape until the heavy demand is over, and even up to the end of the season. There are now many such manufacturers of extremely popular lines, who make a specialty of this business, and who are giving excellent service to their many customers.

There is less change in the weight for summer and winter goods nowadays than formerly, particularly for city wear. Many men wear vici kid shoes summer and winter, and, although the soles may be a little heavier for winter wear, they are all single-sole shoes. This is, in part, because of the care taken of the pavements in the cities, and the fact that

people wear overshoes or rubbers in preference to the heavy footwear which was formerly so common.

And this brings us to another phase of the shoe business—the carrying of a stock of rubbers and overshoes. In considering this subject one should look at it in all its phases. Care must be taken, if rubbers are carried, to choose only those styles which exactly fit the lines of shoes you have in stock. This may be a more difficult matter to decide upon than would seem at first thought. There is but little money in the rubber business, and unless one has a large shoe department, and caters to all classes of trade, it is perhaps better not to carry any goods of this kind until there is shown to be a marked demand for them.—Clothier and Furnisher.

The most expensive fur is that of the black fox of Kamchatka, the skin of which, when dressed, becomes a very attractive blue. A single skin is worth as much as \$1,000.

### GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

### Freight Receipts

Kept in stock and printed to order. Send for sample of the NEW UNIFORM BILL LADING.

BARLOW BROS., Grand Rapids

## "We Say"

Without fear of contradiction that we carry the best and strongest line of medium priced union made

## Men's and Boys' Clothing

in the country. Try us.

## Wile Bros. & Weill

Makers of Pan-American Guaranteed Clothing

Buffalo, N. Y.

### Characteristics Which Determine the Variations of Fashion.

The physical influence of the temperature of a country combined with the moral influence of taste and character of the population affects fashion, but a stronger factor may be found in the social and economic organization.

It is a well-known fact that if the habits, manners and customs of a people be known, inductively their social organization can be inferred, and by a still farther deduction their system of laws may be inferred; therefore, the institutions of a people are reflected in their fashions as in a mirror. It thus follows, as night the day, that in a country where abuse of privileges permits a class considered superior to maintain a system of idleness at the expense of the rest of the nation, fashions are ostentatious and complicated.

The class thus privileged, as above mentioned, feel the necessity of ostentatious show to dazzle the multitude by the splendor of their external appearance, and thereby convince them that they are made of better clay. The fashions are complicated because of the great leisure the privileged class have, and the time they can devote to their toilet, which, by its sumptuousness, inspires the common people with exalted ideas of those that wear it.

If now the social organization should change so as to eliminate the privileged class, and place them among the toilers, where competition, by its inevitable law, would compel them to employ the faculties in earning their subsistence, fashion at once would become more simple. All the gorgeous wearing apparel previously common among the privileged would be eliminated by the transformation of their social organization, and in its stead would be seen an attire easily adjustable and comfortable to wear.

The London tradesmen of the old school are excellent examples of the force of competition, which brought into existence the new school of tradesmen. The London tradesman of the old school had to have his powdered wig and the queue, the precise shoes and buckles, the unwrinkled silk hose and light impressibles. He never forgot the stately step of his forefathers, and nothing gave him more pleasure than to take his gold-headed cane in hand, and, leaving his own shop, to visit his poorer neighbors and impress them with his authority by enquiring into their affairs, settling their disputes, and compelling them to be honest and manage their affairs upon his plan.

The business of this tradesman was conducted throughout upon the formal plan of his ancestors. His clerks, shopmen, and porters had their appointed costumes, and their intercourse with one another was disciplined according to the laws of etiquette. Each had his special department of duty, and the line of demarcation at the counter was marked out and observed with all the punctilio of neighboring but rival states.

The shop of this trader retained all the peculiarities and inconveniences of preceding generations; its windows displayed no gaudy wares to lure the common people passing by, and the panes of glass inserted in ponderous wooden frames were constructed with precision in accordance with the ancestral pattern.

With the advent of the new school of traders, the first innovation was to cast off the wig and cashier the barber with his pomatum box, by which step an hour was gained in the daily toilet; then the shoes and tight unmentionables, whose complicated details of buckles and straps, and whose close adjustment occupied another half hour, were discarded in favor of Wellingtons and pantaloons that were whipped on in a thrice, and gave freedom to the personal movements during the day. Thus dressed, they whisked or flew, just as the momentary calls of business became more or less urgent. While thus absorbed in the affairs of their own business they had no time to attend to other people's business, and scarcely knew their next-door neighbor; neither did they care whether other people lived in peace or not, so long as they did not come to break their windows.

The change was not only one of dress and fashion, for their shops underwent as great a change as their owners. The internal economy was reformed with the view to give the utmost facility to the labor of the establishment; the windows were constructed of plate-glass with elegant frames extending from the ground to the ceiling, and were made to blaze with all the tempting finery of the day. One by one the traders of the old school took on the habits of the new school, and placed themselves in line to compete for their share of the trade.

In this transformation of the old London trader one is not at a loss to see the necessity that determined the simplification of the fashions of the old regime. The necessity arose from the suppression of the ancient privilege which allowed a member of a corporate body of tradesmen or a manufacturing mechanic who has attained the rank of master to pass his time at his toilet, or to meddle in the quarrels of his neighbors instead of attending to his own business. Strong competition compelled every business man to take into account time and concentration of his intellectual energies to his immediate business in hand to prevent his name from appearing among those in the list of bankruptcies.

It is evident that a regime of competition does not permit the same fashions as a regime of privilege, and also that fashion is as sensitive to modification arising from the social organism of society as it is to changes of temperature. It is owing to this fact that any attempt of a government to regulate fashions will prove a failure.—Clothier and Furnisher.

There is none so blind as he who refuses to see that he is blind.



## The Style Foundation

You know the importance of style in women's, misses' and children's garments; it's the one thing that attracts trade.

But you don't think style is all there is to it, do you? You want something more than simply to sell a customer once. Style alone will often do that; but if the quality isn't back of it you can't keep the trade.

The "Palmer Garment" offers you the style that brings buyers and the quality that keeps them coming.

Salesmen are now showing Suits, Skirts and Children's Garments for fall. You'll never see better goods than these.

## Percival B. Palmer & Co.

Makers of the "Palmer Garment" for  
Women, Misses and Children

The "Quality First" Line

Chicago



If my "head"  
and my "prices"  
do not swell  
I will continue  
to succeed.

Tom

## SUMMER MEETING

## Of the Grand River Valley Horticultural Society.

The annual summer meeting of the Grand River Valley Horticultural Society occurred on the afternoon of June 14 at Burton Farm, the home of the President of the Society, Mr. Chas. W. Garfield. The day was a perfect one and the surroundings comported so completely with the numbers on the program, and the object lessons were so numerous that the papers and addresses received the emphasis desired to make them most attractive and effective. The meeting was held on the lawn in the shade of beautiful locusts, maples, butternuts and elms, and about one hundred and fifty people expressed themselves as delighted with the meeting, ranking it as one of the best in the annals of the Society.

The President, in calling the audience together, introduced Mr. A. J. Bell, who led in a number of the old-fashioned hymns and songs, the audience joining each time in the chorus. A bit of early history was given in connection with the farm, which is named for Barney and Harriet Burton, who received the title from the Government. Mr. Garfield said incidentally that the apple tree in the foreground was probably the oldest apple tree in Kent county, the seed having been planted the first year of Mr. Burton's residence upon the place. Attention was called to the very desirable amount of people who are looking toward the country for homes. The President thought the work of the Society and the latest movement of the Grand Rapids Park and Boulevard Association all tended to bring into popularity the attractions of country life and he believed more people than ever before were thinking of owning enough land upon which to grow the home supplies and in connection with the growing of them secure one of the most delightful satisfactions of life.

The general program of the meeting was in the hands of Mr. John B. Martin, who introduced the various speakers in a very happy way and whose manner awakened enthusiasm on the part of all. Mr. Garfield first spoke of "Beauty in Form of Fruits," saying that form was one of the most important considerations in identifying varieties and the circle was the unit from which all defining words indicating varieties in form derived their meaning and import. He said the horticulturist was able to modify forms by selection so as to reach an ideal, but that many men engaged in the development of new varieties had over-reached by building up monstrosities, instead of comely forms. This he illustrated by the Sharpless strawberry, which, while monstrous in proportion, had no semblance to the original strawberry type. He said that modifications in form had been secured by the influence of the stock upon the cion in grafting. As illustrations he spoke of the Baldwin apple which had been grafted upon a Maiden Blush, and then cions taken from this tree and

grafted again upon a pronounced type of the Maidens Blush, which is a very flat apple, and the two removes had changed the globular form of the apple into a very oblate fruit. He called attention to the modification of form by climatic influence, and he said that our ordinary varieties of apples and pears, transplanted to the country about Puget Sound became more conical and irregular in shape. He thought the ideal of the horticulturist in form of fruits should have as its distinguishing feature beauty of outline.

Dr. Frances A. Rutherford read a paper upon "Tree Foliage as a Character."

Following Dr. Rutherford, Arthur W. Brown, of the Y. M. C. A., treated "The Framework of Trees."

Mrs. Cadette E. Fitch spoke in an informal manner about the development of her own home surroundings on Jefferson avenue, illustrating quite freely with photographs and pictures of the plants to which she called attention. As she proceeded she advocated the planting of flowers in masses, having a sufficient quantity of one variety to make a distinguishing feature in a group, and she emphasized the importance in arranging plants and flowers to study their characters so that their habits and forms and colors would fit into each other. She told the story of her experience in trying to grow roses upon the site of an old cellar in her back yard, which had been the dumping ground for rubbish for a generation, and jocularly said, as the result of this experience that she had decided beyond possibility of change in view, that roses would languish when fed principally upon tin cans and broken crockery. She finally excavated to the depth of four feet, placing rich new soil therein, and consulted books and florists, acquiring all the information possible, concerning the growth of roses. She had achieved a considerable measure of success, and she named the list of roses which had given her the keenest satisfaction. However, she said that budded roses would in time run out and there needed to be a constant replenishing of stock. She called attention to a variety of roses grown in a historic place in Germany, that was a thousand years old, and she wondered whether in our Young America we would gradually develop a taste for historic things and maintain with great care plants of this kind from one generation to another. She spoke of the iris, especially the German varieties, as very attractive things to use in connection with the flower garden. They suited themselves to conditions and had such variety of color, fragrance and withal a dignity unsurpassed. About her house were twenty varieties of climbing vines. Perhaps the most satisfactory of which was the clematis paniculata, which during the month of September gave the keenest satisfaction to the denizens of the home as well as the passersby. She said this plant even if killed down to the



## The First Step

This man is writing for our 1903 catalogue; something has happened in his store that has made him think, and when a man gets to thinking once, something generally moves.

This time it is that pound and ounce scale that's going to move; he's tired of having his clerks give overweight.

Tried it himself and found it was the scale, not the clerks' fault.

Now he is trying to find out what this Near-weight Detector is we have been talking about so much.

Suppose you do the same thing. Our catalogue tells it all—shows you how to

*Save three Pennies*

too. Do it today, only takes a postal card.

Ask Dept. K for catalogue.

**THE COMPUTING SCALE CO.,**  
DAYTON, OHIO,  
MAKERS.

**THE MONEYWEIGHT SCALE CO.,**  
CHICAGO, ILL.,  
DISTRIBUTORS.



ground in winter would spring up and be at its best in the following September. A variety somewhat similar, that blooms in August, was very satisfactory. Among the roses the Prairie Queen, the Baltimore Bell and the Ramblers were the best. Upon purchasing their home they found a forsythia near the walls of the house. This is one of the early spring shrubs, as it is generally treated, but by pinching and judicious pruning, she had changed it into a climber, and its golden bells, coming into bloom with the hepatica and the earliest spring flowers, produced a most satisfactory effect. A similar treatment of the Judas tree had been productive of interesting results. The passion flower was named as a most satisfactory climber, but must be given plenty of light and sun to be at its best. Mrs. Fitch went into some detail in treating of her corner of wild plants at the rear of the house. She said that the grape trellis, with its burden of foliage, made such a deep shade that she could grow no vegetables or ordinary garden flowers with any satisfaction, and she conceived the plan of turning it into a wild garden, using such things as grew in the shade as the elements of the wee landscape. Her son had, by aid of a little masonry, developed a permanent pond, which was fed from the waste of water employed in running the house motor. In this pond were grown all the things that are found in shady places, where water is permanent. Her model was the frog pond in Boston Common, only hers was a very diminutive specimen, and as it developed under her hand the result had suggested the name by which it was now called, "The Jungle." Among the most satisfactory plants grown in this Jungle were the lady slipper, yellow and white; the cardinal flower, the columbines, the rose mallow, the swamp rose, the bellwort, the buttercup and the cowslip, with some odd things, like the pitcher plants, and some very common things, like the black-eyed Susan. She had even utilized a little corner for the common milkweeds, which were very satisfactory, if kept within bounds. One plant after another had been added until the Jungle contained a large number of species. Mrs. Fitch called attention to certain plants which grew so rapidly and so rampantly as to become a menace to the other varieties. Among these she named the bouncing bet and the wild morning glory. Mrs. Fitch closed her address with an earnest plea for the preservation of our wild flowers, and spoke of the New England Society, a companion of the Audubon Society, the object being the preservation of the delicate wildlings, which were in danger of extermination, through the carelessness of people in gathering them, and destroying the conditions that they enjoyed. Among the delicate things that she felt it was most important to save were the trailing arbutus and the columbines.

Mrs. Ellen L. Baker read a delightful and practical paper on "The Use and Abuse of Flowers."

The closing number on the program was an informal account by Mrs. Julia L. Fletcher, under the title, "Beauty in Ground," of her own premises on College avenue. The illustrations which gave point to the address were numerous and so attractive as to captivate the audience.

At the close of the meeting the gathered horticulturists spread themselves over the farm and especially enjoyed the little forest of six acres which had been developed under Mr. Garfield's hands in the last twelve years. The next meeting of the Society will be at the home of Prof. Slayton, of Flat street, in the northeast part of the city. The general subject will be the "Harvest," and it will be in charge of the Rev. S. B. Smith. The date will be the second Tuesday in July.

Four of the papers read at the meeting are reproduced elsewhere in this week's issue.

#### What Asbestos Really Is.

In the important work of protecting life and property from fire, there are a growing appreciation of the value of asbestos and a constant increase in its use. It has a combination of properties unlike that of any other substance found in nature. No other product as yet discovered could take its place. It has been called mineral wool, and also the connecting link between the mineral and the vegetable kingdoms. After the fibers of asbestos have been separated from their mother rock they have a fluffy softness and whiteness much like that of wool or cotton, and by a process very similar to that of ordinary weaving, they are converted into cloth. It is a cloth, however, which, owing to its mineral origin, is impervious to fire, and herein lies its value. It is more and more extensively used in this country for fire-proof curtains, for firemen's helmets, jackets and leggings, and for gloves and shields for men working at the mouths of furnaces. The texture of the fabric resembles that of canvas, so it is too coarse, as now manufactured, for such delicate materials as those of lace curtains and women's dresses, for which its use has been suggested, but an interesting way in which it is now utilized is in the work of surgeons making splints and dressing wounds. Cotton and wool must be specially treated to be rendered absolutely clean and antiseptic, while asbestos is naturally so.

Always carry full fire and tornado insurance, if you are located where fires and tornadoes occur; and we think you are. To economize on this item of expense is bad business. It is the "unexpected that always happens." Besides, your credit will be better if you are well insured. You are a safer risk.

Before returning goods that are not in good shape, write the shipper all about it and learn what he has to say. A shipping house would soon have to go out of business if it were unfair in its dealings. A satisfactory adjustment will always be reached.

# IT DRAWS TRADE

to use  
a carefully selected line of

## PREMIUMS



Write for catalogue of

### USEFUL HOUSEHOLD NOVELTIES

Manufactured by

**GOLDEN MFG. CO., CHICAGO**  
DEPARTMENT P

## MORE BUTTER MONEY

In buying Salt for butter making, there are just two points to be considered—economy and the quality of the product.

The Parma Butter Co., Parma, Mich., recently made up a churning with different kinds of salt, including Diamond Crystal, using the same quantity in each lot, and asked a customer to decide which was the best. Without knowing the brands used, he reported that the butter made with Diamond Crystal contained the most salt, and was the best in quality.

Diamond Crystal Salt is used exclusively by a majority of the largest creameries in the country—and none of them has any motive in the matter save interest.

If these creameries find it profitable to use the Salt that's ALL Salt, grocers ought to find it profitable to sell this kind of salt to the country trade which furnishes the butter the grocer sells.

We've just published a book of letters from Diamond Crystal Salt users of National Reputation, which we are very glad to send free to any address on request.

**DIAMOND CRYSTAL SALT COMPANY,**  
St. Clair, Mich.

## HARDWARE

### Factors Which Make a Hardware Business Successful.

One of the first things to consider is in buying the right kind of goods and buying a class of goods that you can build up a reputation on. If you wish to be successful you should have the reputation of having the best goods in your line in your city. And much care should be taken to secure a line that you can tie to and stay with, and not be buying promiscuously from every jobber or factory that comes along. Take, for example, your stove line. I know of some merchants who carry from three to five lines of stoves. I believe this is a mistake, for I do not think any dealer can handle more than one line of stoves and do justice to himself, leave alone doing justice to the company he buys from.

I have been in business for nearly eighteen years and practically have handled only one line of stoves, one line of refrigerators, one line of furnaces, one line of table cutlery, and with the exception of some four years, one line of builders' hardware. I might mention many other lines that we have sold exclusively.

I believe that if you show a customer a stove made by one foundry and show your customer all the good points and merits of the stove, and say you think it is the best stove made, and then show them a stove made by another foundry, and you have to tell him you think that stove also is the best stove made, your customer is liable to get to thinking that there might be still other stoves made, and would desire to see them before buying, and your chance of losing the sale is much greater than if you only had one line to show him.

Now, after you have decided on the right line to buy, you must be able to buy them right. And it is impossible for a local dealer in many of the smaller towns to keep posted as to prices and much information must be gained through the commercial man.

And just a few words as to the way you should treat the commercial man. I believe they should have as much attention as your customer, and when you make dates with them, be punctual and keep them, always remembering their time is as valuable as yours. If you gain the confidence and good will of the traveling man, I believe you will come as near buying your goods at the right price as in any other way. Now after these goods are bought, you must find the trade to dispose of them to, and how are you going to do it?

One strong argument in favor of securing trade is a nice, neat store-room and display windows. And I am afraid that many merchants do not appreciate the value of a nice window display, for I have seen

many hardware stores in Michigan where the windows had the appearance of being washed by the last rainstorm and some seasons of the year they are few and far between. It is not always necessary to trim your window with hardware, but put something in the window that will attract attention and cause people to talk. Only a few days ago we had a fat steer in our front window and it was the talk of the town. For several days people would call us by 'phone to find out how long it would be there, and a friend of mine tells me he heard of it in Chicago. You see it was something unusual and the advertising we received from this was of great benefit.

A great many merchants in the smaller towns might say it does not pay me for the trouble and expense of fixing up a neat and attractive window. I say, "It does." If your town is large enough for you to do business in, it is large enough for you to have a nice window display. The expense incurred is the best investment you ever made. You will get more returns in sales from this one thing than anything else you can do.

Now about your store. You have heard it said, "Goods well bought are half sold." I want to add to this by saying, "Well bought and well displayed."

Next to your windows a neat and well-kept store and stock will secure for you more business than any other thing you can do. I can call to my mind many hardware stores that I have been in that had the appearance of second-hand stores. You will see rusty shovels and steel goods standing out in front which many think are advertisements to draw trade, and in many cases hide your display window. Now, if this display was made in your show window and not on the sidewalk, how much better it would look. And nothing looks more careless than to see boxes on your shelves with ends or sides broken and in many cases without covers.

Well do I remember one of my first experiences in a hardware store. I was shown how to repair broken boxes and was told never to put cotton wrapping twine around a box that went on the shelves, but to always use 18B twine.

With a little care and labor a stock of hardware can be made as attractive as any other kind of merchandise. Do not be afraid to use a little paint every year or two, and wear out a few feather dusters every month. You have many points to gain by doing this. One is, ladies buy a large amount of hardware, and they like to trade where the stock is kept neat and clean. Insurance men will give you a better rate on your fire risk, which is something we are all looking for.

And how about your show cases? I am afraid many hardware men do not appreciate their value. A good, large and well kept show case will soon pay for itself and helps to make your store attractive. Also I wish to impress upon you that too much care can not be taken to dis-

## Horse Clippers



20th Century, List \$5.00.



1902 Clipper, List \$10.75.

Clip Your Neighbor's Horses and Make Money.

# FOSTER STEVENS & CO.

Grand Rapids, Michigan

You will need

## GLASS

for all the following:

1. Plate Glass for Store Fronts.  
(We send men to set the plate)
2. Window Glass for Buildings and Houses.
3. Bevelled Plate for Door Lights.
4. Leaded Glass for Dining Rooms and Vestibules.
5. "Luxfar" Prism Glass (send for catalogue).

We sell the 5 and an order will get you

Glass of Quality

Also manufacturers of Bent Glass

### Grand Rapids Glass & Bending Co.

Grand Rapids, Mich.

Factory and Warehouse Kent and Trowbridge Streets



If you want the stillest running, easiest to operate, and safest Gasoline Lighting System on the market, just drop us a line for full particulars.

ALLEN & SPARKS GAS LIGHT CO., Grand Ledge, Mich.

## Four Kinds of Coupon Books

are manufactured by us and all sold on the same basis, irrespective of size, shape or denomination. Free samples on application.

TRADESMAN COMPANY, Grand Rapids, Mich.

play goods so they will attract the attention of your customers. Many sales will be consummated if goods can be placed so that they can be seen by your customers.

Another prominent factor for success is the treatment your customers should receive from your salesmen. One of the hardest things I have to contend with is the inattention given by salesmen to customers who make small purchases running from 5 to 25 cents. I find they do not give the customer the attention on the small sales they do on the large sales, and this is a grave error and a costly one if allowed to continue. For who knows that the customer for a paper of tacks to-day may not want a lawn mower to-morrow?

We also find it hard to draw the line on guaranteed goods and what to do with customers when they return an article that has proven defective or that they have had an accident with. They invariably bring it back and I know in many cases they are not justified in making any demand upon you for exchanging it. It has been somewhat of a problem for me to decide what to do. On small articles, such as tools and cutlery, we do not hesitate to replace, thinking it much better to be imposed upon than to make our customer feel hard toward us. I think many goods are returned that should not have been, from lack of business experience your customer has had, and not from any desire to gain any advantage over you. And you can not afford to make a customer feel angry toward you no matter how small a customer they may be for the few cents it would cost you to replace it. While you may think you do not care for their trade, and I know of many people who come to our store whom I wish would never cross our threshold, if it were not for their influence and talk with their friends, I should be frank and say to them we do not care for their business. But you must put up with it and treat them a little nicer than other people, so that you can have their influence which they certainly would have with their friends.

Another very important factor is the help problem. Does it pay to keep cheap help or high-priced help? I have given this some attention in our business and find the most satisfactory and most profitable help I have are the high-priced men, and if possible I should recommend the system adopted by the jobbers—keep sales separate and let the volume of business be a basis to fix salaries.

Another very prominent factor is the expense account. I would like to know how many hardware merchants know what it costs them to do business. I know that some dealers figure very close and are able to tell you to the fraction of a cent what the cost of doing business is. And the dealer who does not know what it costs and happens to have sharp competition will sooner or later be up against a proposition that is liable to give him many sleepless nights. A question is often asked, "What items should be figured in as ex-

pense?" The first item I figure in is the one usually left out by many dealers. That is interest on the amount of capital invested. You should also add to your expense account a salary for your own time and that should be just what your time would be worth to some one else. Other items, such as advertising, rent, help, taxes, insurance, etc., I think every one figures in. And I know it often surprises the very best of us when we find it costs us from 20 to 30 per cent. on our sales to do business.

I recently had a call from a gentleman who is many years older than I am in the trade who was desirous of selling some hard coal base burners. His price, I think, was \$42.75 each. I told him we had to sell the stove for \$55 and there was no money in it. His reply was that we could make \$10 on each stove and was surprised when I told him that the cost of doing business in order to sell his stove amounted to more than the \$10. He said he had never thought of figuring the expense of doing business as a part of the cost of an item. cost of an item.

I have often heard it discussed as to what per cent. on sales you should pay for rent and I find quite a difference of opinion. The most conservative say from 3 to 5 per cent. I would say you should not exceed 3 per cent. You also often hear it said, "We don't have to pay any rent because we own our own building." This is wrong for the building you occupy; the capital invested is worth something to you, and your business should pay the interest at least on money invested in building.

Another prominent factor is the advertising. I will not go into detail on this, any more than to say what per cent. of your sales should be used in advertising. This is something like the rent problem, upon which many differ. My judgment says it should not exceed 2 per cent. of your sales. The cost of selling goods should not exceed 8 per cent. of your sales, and in many places 5 to 6 per cent. should cover this item. The other items of expense are not so great and to these I have not given so much thought as the three defined.

Another very prominent factor is how large a stock is a retail dealer justified in carrying, independent of what capital he has? I would say that location and freight rates figure somewhat on the amount, but maximum amount of stock should be one-third of your annual sales. A larger percentage can be made on the capital invested if you can carry one-fourth, one-fifth or one-sixth of your annual sales; or, in other words, you should turn your stock over not less than three times and as many as six if possible. C. H. Rudge.

**A Spirit Age Can't Conquer.**

Men on the shady side of 50 may find profit in considering the spirit of David Lyon, who lost the work of fifty years in a recent fire. He is 71 years old. Now, let's see what this plucky, fine American citizen did, and let him tell his own story:

"I went to the good wife I married forty-eight years ago. She put her arms about my neck and bade me be of good cheer, so here I am again, as if nothing had happened, traveling on the road and selling goods."

That man is bigger than his environments, superior to his condition. In his breast there is golden sunshine, and his manhood is of a type that defies fire, toil, and even stays the hand of old Father Time and cries: "Wait a moment; for my work is not yet done."

The prosperity of this nation lies in the fact that it is a nation of optimists, brave men and women who look up, not down, and who never lose hope.

**Discriminating Maid.**

Mrs. Madison—Your new maid appears to be rather refined.

Mrs. Parkweste—Yes, she's a little out of the common. She never breaks anything but the costliest cut glass and the choicest dresden.

**BROWN & SEHLER**  
**CO.** West Bridge Street  
 GRAND RAPIDS, MICH.  
 Manufacturers of  
**HARNESS**  
**For The Trade**  
 Are in better shape than ever to supply you with anything you may want in  
 Harnesses, Collars, Saddlery Hardware, Summer Goods, Whips, Etc.  
 GIVE US A CALL OR WRITE US

**Up-to-Date Merchants**  
 realize the advantage of using every means available for  
**Quick Communication**  
 with their customers.  
 You need our service. Your customers demand it. 65,000 subscribers connected to our system. 35,000 miles copper metallic circuit between towns, reaching every city and village and nearly every hamlet in the State of Michigan. Also, by connecting lines, direct connection to all points in the country at large from the western borders of Kansas and Nebraska to the eastern seaboard, and from the Gulf to the Northern Lakes. We are in position to supply your entire telephone demand.  
**Michigan State Telephone Company,**  
 C. E. WILDE, District Manager, Grand Rapids

**JOHN T. BEADLE** WHOLESALE MANUFACTURER  
**BEADLE'S CUSTOM-MADE HARNESS**  
  
**HARNESS**  
 TRAVERSE CITY, MICHIGAN  
 FULL LINE OF HORSE BLANKETS AT LOWEST PRICES

**Forest City Paint**  
  
 gives the dealer more profit with less trouble than any other brand of Paint.  
 Dealers not carrying Paint at the present time or who think of changing should write us.  
 Our PAINT PROPOSITION should be in the hands of every dealer.  
 It's an Eye-opener.  
**Forest City Paint & Varnish Co., Cleveland, Ohio.**

**The Use and Abuse of Cut Flowers.\***

My subject, "The Use and Abuse of Cut Flowers," is one sufficiently broad, it would seem, without including seeds and plants, but in order to have satisfactory cut flowers from the home garden one can not forget the seed time, and better still is it to remember the bulb time, for one of the delights of early spring is the watching for the peeping forth of the tender green leaves, so soon followed by perfect bloom. The penalty for forgetting bulb time is that of waiting a whole year for the longed for blossoms.

It is the garden that has been lovingly thought of, well and carefully planned, that gives the succession of bloom.

There are the crocuses, the snow drops and the dainty blue scillas for our first flowers, followed by lilacs, snowballs and the dear old-fashioned favorites. Next plan for the summer blossoms, then for the fall and you will find you may gather flowers from the going of the snow until it comes again.

Study to have colors harmonious, especially with your perennials. For instance, if you are to have two peonies, growing side by side, choose white and pink, which, while in contrast, will yet be in harmony. Every city yard, every country yard, ought to have peonies in profusion, not alone for their beautiful display while blooming, but also for their decorative effect when cut. One of the most artistic table decorations I have ever seen was an immense bowl filled with rose pink peonies, arranged with their glossy, shining leaves. All peonies are attractive, but usually we see only the double ones, and I wish I could so describe the beauties of the single peony that you would each place one in your garden. I have the single crimson and the white, with exquisite pink shadings. I have never had the buds blast, and the blossoms with their wide-open petals last for days.

Almost as important as the flowers is the foliage to be used as background to emphasize the beauties of form and color. One simply can not have satisfactory arrangements without suitable green. Look at a bowl of scarlet geraniums, closely arranged, without one bit of green. Notice how packed, how massed they are, but give them a border of their own broad leaves and arrange dainty ferns, or sprays of Allegheny vine, amid the flowers and enjoy the transformation.

Usually a flower's own foliage is that best adapted to enhance its beauty. Once I persuaded a florist to cut generously of the carnation leaves, and that gray green with the delicate shades of the pink carnations was an ideal setting. It seems strange that at the florists' and in our own gardens we do not cultivate more vines and plants for this purpose, but if you have not the desired green do not despair, but in the winter use sprays and branches of

evergreens, and in summer go out with eyes wide open for the beautiful and come home with arms filled. It has been my pleasure for years to arrange the flowers in Park church, and perhaps I ought to see how many of our congregation are present before I confess that many times the most effective arrangements have owed their beauty to the dainty background, formed of common, despised weeds, gathered in fields or by the wayside. But if possible have the greens near at hand. In a shady place have ferns. Have mignonette in quantities, not only for the fragrance, but as a foil for the flowers. Have many vines, especially the Allegheny vines. There is also a plant, with very pretty green and white leaves, which are very beautiful with most flowers. Mrs. Arnold used to have it, but once I bit the stem and poisoned my lips and ever since it has been banished from her garden, the garden so many of us are indebted to for plants and pleasure.

One important use of cut flowers is the cutting. If we wish the wild flowers it is the joy of getting out into the country, of searching the woods for these treasures, or if the pleasure of the woods can not be ours, we can at least run out in the yard many times a day and watch the growing plants and the opening buds. I wish I could persuade each one to consider this a duty. Do not say you can not take the time, but as a dear, little three-year-old girl used to say, "Get a bref of air." I know how full the days are, for I too am busy, but I also know I am stronger and can accomplish more from this habit of mine. It will take your mind from the monotony of life; it will change your thoughts; it will rest you. Another benefit that will result from cutting your flowers

is the intuitive knowledge of just the flowers you need for your decorations. You will know at once that certain flowers are the ones for certain vases, or that a branch with some peculiar bend will be lovely in one place, but not quite right in any other. If you really love flowers you will have more enjoyment and better effects from the flowers you have yourself cut. Try my plan of giving a few minutes many times a day to your yard and flowers, now, in this month of June, when in garden and woods and by the roadside there is such a wealth of bloom, when the June roses, the stately lilies, the peonies, the exquisite irises and the gorgeous poppies are in their glory, and when winter comes again you will recall with thankfulness the hours you have spent in "God's out-of-doors," and you will say with Celia Thaxter, "That flowers have been dear friends, comforters, inspirers, powers to uplift and cheer."

In arranging cut flowers study the vases and jars, and have them suitable in shape and design. For most flowers the vases gracefully spreading at the top give the best effects. Plain glass and cut glass are always more pleasing than those with heavy gilt or high colored decorations. Even the beauty of flowers may be marred by their receptacles. It is the flower, not the vase, we wish to see. Do not think that I do not admire beautiful vases, and think their possession a joy, only let flowers and vases harmonize. The rich cut glass is for the regal flower, the rose, while the wild flowers, the little woody blossoms, are at their best in the simplest vases. Sometimes in arranging flowers you will find that they fall out of place. Often this can be remedied by the use of a

**Automobiles**

We can satisfy the most exacting as to Price, Quality and Perfection of Machinery

If you contemplate purchasing an Automobile it will pay you to write us first and get our prices.

**Sherwood Hall Co.,**

Limited

Grand Rapids, Mich.

**DO YOU WANT TO KNOW**

about the most delightful places in this country to spend the summer?

A region easy to get to, beautiful scenery, pure, bracing, cool air, plenty of attractive resorts, good hotels, good fishing, golf, something to do all the time—economical living, health, rest and comfort.

Then write today enclosing 2c stamp to pay postage and mention this magazine and we will send you our 1904 edition of

**"Michigan in Summer"**

containing 64 pages, 200 pictures, maps, hotel rates, etc., and interesting information about this famous resort region reached by the

**Grand Rapids & Indiana R'y**

"THE FISHING LINE"

PETOSKE WEUQUONING MACKINAC ISLAND  
BAY VIEW WALKON LAKE TRAVERSE CITY  
HARBOR POINT CROOKED LAKE NORTHPORT

A fine train service, fast time, excellent dining cars, etc., from St. Louis, Louisville, Indianapolis, Cincinnati, Chicago.

C. L. LOCKWOOD, Gen'l Pass. Agt.

Grand Rapids & Indiana R'y.



Grand Rapids, Michigan

**PROGRESSIVE DEALERS** foresee that certain articles can be depended on as sellers. Fads in many lines may come and go, but **SAPOLIO** goes on steadily. That is why you should stock

# HAND SAPOLIO

**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.

\*Paper read by Mrs. Ellen L. Baker at the June meeting of the Grand River Valley Horticultural Society.



little fine wire. Fasten a few stems together near the ends, which will give support to your stems yet allow them to gracefully separate near the flowers. If the wire is wound too far on the stems a stiff effect would be obtained. If you have not used wire you can have no idea what a help it is. Often a refractory blossom, that simply will not go where you wish, is made to obey by a tiny bit of wire. I have brought to-day some wire I had made for my church work that I might illustrate its value.

To the fathers and mothers I would suggest another use, that of teaching the boys and girls to love the flowers. It will bring them in closer touch with nature, it will quicken and train their powers of observation, and the love formed in childhood will grow stronger with the years and will be a source of happiness all through life. If possible let the children study them with a magnifying glass that they may more fully learn all the wonders of their structure and of their delicate shadings, and as they perceive the absolute perfection of the tiniest flower there will be a new reverence in their hearts for the Creator.

The best use of cut flowers is when they are the bearers of our good wishes to those in gladness, and when, as messengers of comfort, they enter the sick room to give cheer and life to the suffering, or when death comes to the home they tell more eloquently than any words of ours of our desire to give strength and sympathy.

To the real flower lover the abuse of flowers seems incredible, but those who do not care for flowers, or who simply like them, do unintentionally abuse them. Often flowers are abused by cutting them in the heat of the day. While a few varieties may bear this, as a rule flowers are more fragrant and last better if cut early in the morning or toward night. The poppy must be cut in the very early morning and placed at once in water to last even the day. I have kept the splendid, gorgeous Oriental poppies three days by cutting them at five o'clock in the morning, when if cut at nine or ten all their brilliancy would have faded in an hour.

Other abuses are the neglect to give plenty of fresh water, and to give them a cool place at night. Their lives are so short at best that to hasten their fading by want of care is an abuse. Especially in winter, when flowers are considered a luxury (although to some a necessity), will one feel abundantly repaid by taking them at night from their vases, clipping the stems and placing them in a cool place in an abundance of water.

One unconscious abuse is overcrowding—allowing no opportunity for the individuality of the flower. I remember seeing a box of flowers of many colors and all beautiful that might have been arranged charmingly in half a dozen vases, but all were crowded in one bowl without the slightest regard for form or color. The result was such that I wish to

especially emphasize these words, Do not crowd your flowers. I have found that with many people this massing of flowers is arranging them. It is true that sometimes when they are to be seen from a distance this may be the best way to make them effective, but for your homes try the simple arrangements, and while some of your flower receptacles may require many flowers, endeavor to arrange them loosely, avoiding the crowded effect.

If you have a slender vase place in it one perfect rose and see its grace and beauty.

You know with the Japanese, who make a study of the decorative effect of flowers, you will find a vase with one flower, or a jar with the one branch. Many do not realize how beautiful branches are for decoration. Really every apple orchard ought to have at least one tree that yields poor fruit, so that when in blossom we may with clear consciences break its branches, and I wish that when the trees flame red and yellow you would break a branch and place it in your home. Next May, when the dogwood is in flower, you must have at least one of its exquisite branches. Do not forget the branches must be broken, not cut. The first time I used dogwood the most of the branches were cut and on those each blossom drooped like a little bell, but on the few broken branches each blossom was like a star.

Another abuse is destructive cutting—the cutting that ruins shrubs and trees, and in the woodlands will destroy varieties now becoming rare. The mania for cutting can be gratified with the wayside daisies and with pansies, sweet peas and nasturtiums. All flowers that must be cut and continually cut, but be merciful and leave in peace our wild orchids and arbutus, and in cutting from trees and shrubs use judgment, that it may be more a wise pruning than ruthless destruction.

I think as the greatest use is to have flowers give joy and comfort, so the greatest abuse is when we neglect to have them do the greatest good, when we forget to pass on the pleasure that is ours.

And with the giving of flowers let there be the hearty sympathy, the kindly look. May we each find ever increasing interest in the use of flowers, and remember that

"God might have bade the earth bring forth

Enough for great and small,  
The oak tree and the cedar tree,

Without a flower at all.

Our outward life requires them not—

Then wherefore had they birth?

To minister delight to man,

To beautify the earth;

To comfort man, to whisper hope,

When e'er his faith is dim,

For who so careth for the flowers,

Will care much more for Him."

**Apple of Their Eyes.**

The wind swept a cloud of dust about them as they turned the corner of the street.

"Did you get any dust in your eyes,

darling?" he asked fondly, holding her closely to him as though to keep the too eager wind away.

"Yes," she murmured, searching for her handkerchief.

"Which one, precious?"

"The right one, love. Did you get anything in yours?" she asked anxiously, seeing his handkerchief appear.

"Yes, darling."

"Which eye, dearest?"

"The right one, love."

"How sweet!" she exclaimed with a glad light glowing in her well eye. "Do you suppose, dearest heart, that it could have been part of the same piece of dust that got in our eyes, darling?"

"I hope it was," he said, beaming with one eye and wiping the other.

"Wouldn't it be sweet, dear?"

"Wouldn't it, love?"

And the wind howled around the corner as though it was in pain, and from the house three doors below a dentist's sign fell off into the street.

This is the way the editor of a local paper announces that he is ready to give away five-cent cigars: "A young lady came to our house yesterday morning at 9:05 a. m. The first thing she did was to strike her dad for a new wardrobe throughout. Then she said she was hungry. After she was clothed and fed she seemed to be satisfied and went to sleep. The father is doing as well as could be expected considering that the first thing she struck him for was a new dress."

**40 HIGHEST AWARDS  
In Europe and America**

**Walter Baker & Co. Ltd.**

The Oldest and  
Largest Manufacturers of

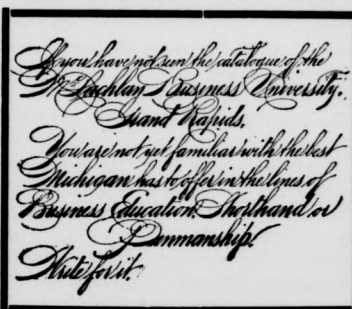


**PURE, HIGH GRADE  
COCOAS  
AND  
CHOCOLATES**

No Chemicals are used in their manufacture. Their Breakfast Cocoa is absolutely pure, delicious, nutritious, and costs less than one cent a cup. Their Premium No. 1 Chocolate, put up in Blue Wrappers and Yellow Labels, is the best plain chocolate in the market for family use. Their German Sweet Chocolate is good to eat and good to drink. It is palatable, nutritious, and healthful; a great favorite with children. Buyers should ask for and make sure that they get the genuine goods. The above trade-mark is on every package.

**Walter Baker & Co. Ltd.  
Dorchester, Mass.**

Established 1780.



**SPECIAL OFFER**

**Total Adder Cash Register  
CAPACITY \$1,000,000**



**"What They Say"**

Minonk, Illinois, April 11th, 1904  
Century Cash Register Co.,  
Detroit, Mich.

Gentlemen:—  
We wish to state that we have one of your total adding Cash Register Machines in our Grocery Department, which has been in constant use every day for the last two years, and there has never been one minute of that time but what the machine has been in perfect working order.

We can cheerfully recommend your machine to anyone desiring a first-class Cash Register.

Yours truly,  
ALLEN-CALDWELL CO.  
T. B. Allen, Sec'y,  
Cash Dealers Dry Goods and Groceries

**Merit Wins.**--We hold letters of praise similar to the above from more than one thousand (1,000) high-rated users of the Century.

They count for more than the malicious misleading statements of a concern in their frantic efforts to "hold up" the Cash Register users for 50 per cent. profit.

**Guaranteed for 10 years--Sent on trial--Free of infringement--Patents bonded**

**DON'T BE FOOLED** by the picture of a cheap, low grade machine, advertised by the opposition. They DO NOT, as hundreds of merchants say, match the century for less than \$250.00. We can furnish the proof. Hear what we have to say and Save money.

**SPECIAL OFFER**--We have a plan for advertising and introducing our machine to the trade, which we are extending to responsible merchants for a short time, which will put you in possession of this high-grade, up-to-date 20th Century Cash Register for very little money and on very easy terms. Please write for full particulars.

**Century Cash Register Co. Detroit, Michigan  
U. S. A.**

656-658-660-662-664-666-668-670-672 and 674 Humboldt Avenue

**FRAMEWORK OF TREES.****Every One Has Some Special and Peculiar Beauty.\***

Almost every tree has some special and peculiar beauty which is seen to best advantage in winter.

The bark of most trees appears more beautiful in winter than at any other time because the eye can take in all the details. The differences in the various families of trees, once these are understood, are marked enough to make family relationships easy to recognize at this season of the year.

The character of the bark rarely changes much on individuals of the same age. Each tree has definite traits of its own which distinguish it from every other tree, and by tracing individual characteristics in branches, trunk, stems, buds and leaf scars we are able to identify every tree with certainty.

There are two distinct plans of branching in trees: When the main trunk extends upward to the top, as it does in the larch and other conical trees, and when the main stem divides into many more or less equal divisions, as we find it in the American elm and other spreading trees. The latter form is the most common among our deciduous trees.

Branches grow from the auxiliary or lateral buds on the stem, continuing their growth every year by the development and unfolding of new buds, both terminal and lateral. When the growth is carried on by the terminal buds the tree is more apt to be regular in outline than when these are injured and killed and lateral buds develop the growth instead.

Branches vary in showing an upright, drooping or horizontal habit of growth, as we see them in the Lombardy poplar, weeping willow and tupelo, and within these divisions there are other contrasts of rigidity and flexibility, with differences of color and texture as well.

Apart from the general shape of the tree the bark on the trunk and branches is a constant help in identification. It is hard and smooth in some trees, like that of the beech, fissured into ridges like that of the sugar maple, or peels off laterally as in the white birch.

The little dots on young bark are called lenticels. They are openings for admitting air to the inner tissues. Lenticels are conspicuous in the bark of the birch.

The presence of thorns on the trunk and branches of certain trees helps to distinguish them from others and the clusters of dry fruit which remain hanging on some trees through the winter are another means of identification.

Stems and twigs vary from the finest, lightest sprays to the most coarsely moulded ones—from the delicate twigs of the black birch to the stout shoots of the horse chestnut. Like larger branches their tips either ascend, droop or grow at right angles from the stem and may be

smooth, downy or rough to the touch.

It is interesting to find that the history of a tree for several years past can be told by studying the scars along the bare stems.

The annual growth each year is marked by a circle of scars around the stem which was left by the scales of the buds when they opened in the spring, and these scars mark each season's growth for successive years along the stem.

Besides these circles of scars there are scars on each side of the stem which were left by the leaves when they fell in the autumn. These scars differ distinctly in various species and may be found narrow, triangular, oval, heart-shaped, or horse-shoe shaped, according to the species of the tree. They may be opposite each other on the stem, as those of the horse chestnut, maple and ash, or the arrangement may be alternate, as that of the hickory, walnut and oak.

In our climate the buds of trees are formed in the summer, during the season's growth. The bud at the top of the stem is called the terminal bud; the buds in the axils of the leaf scars are called auxiliary or lateral buds. As a rule the terminal bud carries on the growth of the tree and the lateral buds furnish the side branches.

The following is a description of a few of our forest trees:

The horse chestnut is a large tree with a pyramidal head. It has little grace or beauty of outline in winter. Its branches are stiff, the twigs are coarse, ending bluntly with large terminal buds, and the general shape is too compact to be pleasing. The buds and recent shoots are particularly interesting, however, as every scar is sharply defined and the buds are so large we can see the inner structure perfectly. The bundle scars are plainly seen on the leaf scars and above the leaf scars are lateral buds ready to develop into a lateral branch a little later. The circle of scars at the base of each lateral shoot was left by the scales of the lateral buds of the year before. There are one or two small undeveloped buds at the top of the leaf scars which would carry on the growth of the branch if anything happened to injure the vigorous buds at the top of the stems. The dots on the bark are the lenticels.

The general shape of the sugar or rock maple is erect with smooth, clean branches. Among the different characteristics of this tree in winter two stand out conspicuously as unfailing means of identification: the sharp, pointed, brown buds and the rough furrowed trunk with smooth places between the fissures. When young it can be distinguished at a distance by its erect habit of growth and general shapeliness, the main trunk often extending up into the tree, unbroken by divisions.

The birches are a family of exceedingly graceful and attractive trees and charm us quite as much in winter by the color of their stems and the delicacy of their twigs as they do

in summer by the fresh green of their foliage.

The white birch is a large, graceful tree 60 to 75 feet high, with wonderfully white bark splitting into thin rough layers. The branches are thicker and the buds larger than those of other birches, and the upper part of the twigs is hairy. The buds are sticky and greener inside than those of other birches—less silvery and soft. The leaf scars are alternate.

In winter as at every other season of the year few trees surpass the white birch for beauty and delicacy. No other tree has a bark so shiningly white and even the snow is unable to dim its purity. We usually think of this tree as being fragile and delicate, especially when we recall it as

it grows along the edge of woodlands where the shade of other trees has forced it to grow slender and tall in reaching for light. The white birch is really a large tree, however, and often grows to an enormous size among the Southern hills, where it seems to thrive best.

The wood of the white birch is light, but it is hard and strong. It is used for making shoe lasts and shoe pegs, spools, wood pulp and for fuel. The Indians use it for making sledges, paddles, frames for snow shoes and the handles of hatchets. They also use the bark for making canoes, wigwams and baskets, and they make a drink from the sap of the tree.

The chestnut is one of the largest of our forest trees. The bark is dark,

# The Last Call

July Fourth without Fireworks  
would be like—like a

## Circus Without a Parade

Buster Brown sends us the following:

"RESOLVED—That Tige and I will not vote for any man who tries to abolish the rights and privileges of our ancient order, Sons of the American Revolution. We will not buy our stick candy, jawbreakers, peanuts and other articles too numerous to mention of any man who does not stand for the Stars and Stripes and a Hot Time on the Glorious Fourth."

We hope this will be a warning to all concerned. We can still save you but you must act quick.

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

A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.

Both Phones 87.

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

\*Paper read by Arthur W. Brown at June meeting of the Grand River Valley Horticultural Society.

hard and rugged, with coarse ridges on old trees. It has light brown buds and alternate leaf scars. Recent shoots are coarse and channelled with two groves running down from the base of each leaf scar, closely set with white or gray dots. The fruit is ripe in October.

At all times a giant among trees, the chestnut seems, perhaps, most remarkable in winter, when the massive trunk and lofty branches can be fully appreciated. There is much beauty in the bark of this tree, the fissures sweeping boldly up and down the trunk with broad, smooth spaces between the furrows, giving a most pleasing impression.

It is interesting to find that the chestnut is one of the exceptions in nature to the rule that every tree has an unvarying mathematical arrangement of leaves on the stem. This regular distribution of leaves on the stem to economize space and light is called phyllotaxy, and different trees follow various systematic arrangements. When the leaves or leaf scars are alternate on the stem, as they are in those of the chestnut, the arrangement is spiral and one leaf follows another up the stem in ranks of two, three, five or more in definite order, according to the kind of tree. In the chestnut, however, the phyllotaxy is frequently variable in different twigs of the same tree, and it follows an unruly, wayward leaf arrangement.

The wood of the chestnut is light, soft, and not strong, but it is used for making cheap furniture. It is

also made into rails, posts and railroad ties, as it is durable when used in contact with the soil. The nuts are sweet and edible and have great market value. The trees bear fruit when they are very young, and some Western farmers find that orchards of these trees bring better returns than the same amount of land in farm products.

The oaks are large trees of temperate climates, and both in Europe and America few trees have the same varied and general usefulness. The extraordinary strength in the great horizontal branches, their breadth and immense sweep, and the rugged boldness of the trunk have long associated the oak with all that stands for strength, duration and unswerving vitality.

An oak never seems out of place; no matter whether we find it growing in unbroken forests, on a country estate, in a little garden, or by the roadside, it always harmonizes with its surroundings and adds to the composition of the landscape.

The white oak is a large tree 60 to 80 feet high, with a trunk often six feet in diameter. The bark is light gray; the recent shoots light reddish or grayish brown; alternate leaf scars; small round buds, smooth and short, about as long as they are wide; acorns in a shallow, rough cup, often sweet and edible.

The white oak seems to figure in one's earliest associations with the woods in winter. The sound of the withered leaves rustling in the wind is peculiarly suggestive of cold weath-

er and dreariness, and invariably strikes the key note of the woods on a bleak December day. Towards the end of winter the leaves are blown away or fall off and then the beautiful ramifications and stalwart limbs of the trees are fully revealed. I have often noticed in the country that when one large, old oak is found growing in an open pasture there are usually five or six more of the same size and age within a short distance. This may be accounted for by the fact that in the early New England days these trees were in great demand for shipbuilding and farmers waited for the most promising trees to reach maturity before selling them. On some farms these oaks happened to escape the ax, and have not only outlived the men who spared them, but stand for landmarks now, long after the farms themselves have been deserted and forgotten.

The wood of the white oak is very heavy and hard, and durable in contact with the soil. It is used in the construction and interior finish of buildings and in ship building, for making carriages, cabinets, agricultural implements, baskets and for fences and railroad ties. It also makes excellent fire wood.

The elms are remarkable for the massive strength of their trunks and limbs and for the light delicacy of their small branches and twigs as we see them against the sky in winter. The American and English elms particularly are really more beautiful in winter than in summer, when the contrast between the little twigs and

the little branches is hidden by the leaves. The elms are all long lived trees and grow rapidly. They bear transplanting and pruning better than any other tree and grow on almost any kind of soil. If it were not for the attacks of insects, to which the elms seem peculiarly liable, no trees would be more deserving of cultivation. Perhaps no other tree is so strongly associated in our minds with the beautiful old valley towns and hillside villages of New England, and to the elms they largely owe their beauty.

The American elm stands absolutely alone among trees for its especial kind of beauty. No other tree combines such strength and lofty stateliness with so much fine work and delicacy. Its trunk divides a short distance from the ground into many large spreading branches, which stretch up high into the air and support the waving, drooping, curving twigs and small branches.

It is interesting to find out how many distinct shapes the American elm takes. These are so varied that many people think that each form is a separate species, but they are all different types of the same tree.

And so from the great outlines of the trees against the sky to the little scales of the buds on the stems we marvel to find here, as in all nature, order, law, consisting of infinite variety.

Courting is the delicate science of showing your love to a party without expressing it.



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393  
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**Tear Out This Coupon and Send to Us Today**

*N. C. R. Company  
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I own a

\_\_\_\_\_ store.

Please explain what kind of a register is best suited for my business.

NAME \_\_\_\_\_

ADDRESS \_\_\_\_\_

NO. OF CLERKS \_\_\_\_\_

**This does not obligate me to buy**

AD. IN MICHIGAN TRADESMAN.



### The Girl Who Has Never Had Things.

Written for the Tradesman.

As a general thing the sophisticated woman appeals to a man as more enjoyable as a companion than desirable as a wife. He may like to spend his leisure hours in the society of a woman who knows her world, but when he marries he is apt to pick out some gentle creature who has, at least, the illusion of artless ignorance about her, for there is no gainsaying the fact that an impression prevails among men that the less a wife knows the better.

This explains the fascination of the debutante, and the reason why men so often pass by the cultured, elegant, socially experienced woman of their own set to fall in love with some rustic maiden, with whom their marriages are as incongruous as the union of the Sevres jar and the earthen pot. To men ignorance in woman still means innocence and absence of opportunity, lack of desire, when, in reality, they are as far apart as the poles.

Still this is a mistake that men almost universally make, and strangely enough, the older they are and the less excuse there is for their making such an error, the more apt they are to fall into it. If an old bachelor marries, for instance, he almost invariably picks out some little girl just out of the school room with the aroma of bread and butter still about her, instead of some woman of his own age who has arrived at his own cocktail state of experience, so to speak.

The average man's ideal of woman is still Eve before she ate the apple, not the Eves who refrain from eating apples because the fruit is bad for their digestion, so when his delighted gaze falls upon the ingenue he says to himself: "Here is the modest little floweret I have been looking for! She does not know anything about admiration and adulation like the splendid big roses that bloom in the conservatories, and so I will transplant her to the secluded shade of my own home where she will be perfectly satisfied just to shed her perfume for me. Heaven defend me from acquiring, for my own pleasure, one of the prize winning flowers that every man that comes along has admired, for I apprehend that that kind of a woman can not live except in an atmosphere of perpetual adulation, and I do not care for any married belle in mine."

Thereupon the wise man marries a young girl during her first season in society, firmly convinced that because he is the first and only man who has ever made love to her that he will be the last and only. This depends on circumstances. The girl may be sufficiently in love with him to never crave the admiration of any other man, or she may be so situat-

ed as to be cut off from it and so safe, but the path to the divorce court is kept hot by wives who were married when they were mere children, and before they found out how intoxicating is the draught of admiration, and flattery, and lovemaking that man offers to woman's lips. If a woman acquires a taste for this after marriage God help her husband, for there is no cure for the married flirt. She may not be a bad woman, or an actually immoral one, but her craving for admiration is like the hunger for opium. It grows by what it feeds on, and there is no limit to the depth of imbecility into which it will lead its victim.

If you will trace back the stories of the infidelity of wives half of the time you will find that the woman was married when she was very young, before she had experienced the thrilling delight of listening to a man's vow of deathless devotion, or had known the subtle sense of power with which a woman finds out that she can sway men by her beauty or her charm. Few husbands ever make love to their wives, and so it is the woman's natural desire for this courtship and this adulation that she has missed that leads her into seeking it away from home and in forbidden paths.

Far otherwise is it with the woman who has been a belle before she was married. She has had her fill of adulation and admiration from men, and it possesses none of the charms of novelty to her. She has heard the verb to love conjugated in all its moods and tenses until it is as wearisome as a school exercise. She has played at the game of flirtation until it has palled upon her, and as a married woman she would no more think of finding amusement in carrying on a surreptitious love affair than Paderewski would think of grinding out rag-time from a barrel organ. She has had all she wanted. She is tired of it. She has outgrown it. Above all she has picked out the man she prefers, after knowing many men, and the woman who has been a flirt before marriage may be depended upon to hang up her bow and arrow when she marches to the altar, and never to indulge in the sport again.

An old negro woman once put this matter pithily to me when, in speaking of a frivolous matron, she made this excuse for the flighty lady: "You see, honey," said the dusky philosopher, "Miss Ma'y done married before she had any gal time, and a woman just 'bleeged to have a gal time. Ef it don't come while she's young, it's got to come when she is old. Miss Ma'y is just getting her gal time now." A profound truth is wrapped up in this homely axiom. The reason that the American married woman, as a whole, is more trustworthy than her continental sister is that, as a rule, the American woman has had her girl time of lovemaking, and flirtation, and free admiration from men before marriage, while marriage first opens the door to these pleasures to the majority of European women. So, in reality, in choosing a wife the man who

picks out a woman who has been surfeited on admiration gets a preferred risk. Not so with the man who marries the ingenue who still has her debt of admiration to collect from man.

Another mistake that men make is in thinking that the best way to assure themselves of getting a domestic wife is to marry a woman who has never been in society. Men marry to get a home far oftener than women do. The city man, at least, seldom commits matrimony until he

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We have established a branch factory at Sault Ste Marie, Mich. All orders from the Upper Peninsula and westward should be sent to our address there. We have no agents soliciting orders as we rely on Printers' Ink. Unscrupulous persons take advantage of our reputation as makers of "Sanitary Rugs" to represent being in our employ (turn them down). Write direct to us at either Petoskey or the Soo. A booklet mailed on request.

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DAIRY SALT that is absolutely pure. TABLE SALT that is made of Medium Grain Salt, is even grain, and flows freely from the shaker.

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# Facts in a Nutshell

# BOUR'S COFFEES MAKE BUSINESS

WHY?

They Are Scientifically  
**PERFECT**

129 Jefferson Avenue  
Detroit, Mich.

113-115-117 Ontario Street  
Toledo, Ohio

is utterly weary of the deadly round of social gayeties, and until the very sight of a restaurant fills him with loathing, and the glare of electricity above the theater door makes him want to run from it instead of into it. In his picture of domestic bliss he sees himself spending the evenings in slippered ease by his own fireside, and the mere thought of being dragged about in a wife's wake to balls, and parties, and first nights, fills him with such terror that he feels his only safety lies in marrying some woman who knows nothing of them.

Never was a more fatal error. There is no other woman in the world who is so absolutely crazy for every form of amusement as the woman who has never known any gayety and who all of her life has been starving for it. She is like a man dying of thirst who is suddenly plunged into a river where he can steep himself to the lips. Perhaps she has never been to a ball before, and the intoxication of dancing becomes a frenzy with her that makes her mad to go to every party to which she is invited. Perhaps she has never been to a restaurant before, and the golden streets of the New Jerusalem do not appear so desirable to her eyes as to eat in a gilded public dining room. Perhaps she has never been to a five o'clock tea before, and the inane chatter of women's tongues at a reception is like the music of the spheres of which she can never get enough. I have seen a country bred wife, whose most potent charm in her husband's eyes

was her promise of domesticity, converted as soon as she reached town into the most insatiable of theater fiends, and restaurant goers, and a gad-about who counted every minute lost that she had to spend in her own home, and who could never by any stretch of the imagination understand why her husband preferred to have dinner at home and spend an evening in the library, when he might be eating at a table d' hote down town and going to see a musical extravaganza.

Nor is there any social climber equal to the woman who has always sat at the foot of the ladder and envied the women who were perched on the top rung. Almost without exception the women of whose insane extravagance we hear, and who bankrupt their husbands trying to break into society by means of bizarre entertainments whose every feature is gold-plated, are women who are not used to society, and to whom seeing their names in the society column of the papers is a new and undiluted joy of which they can not get enough.

Here, too, it is the woman who has had who is the safe matrimonial chance for a man. The girl who has been in society all her life, who has been to parties and balls and theaters until they have lost all charm of novelty, is glad enough to settle down to domesticity, and to find her pleasures inside of her home instead of without it. To the girl who knows her Europe as she does her native town every excursion does not

offer a temptation; having seen the best the stage affords she does not yearn to see every silly play that is put on the boards; having wearied of balls and parties she is glad to turn from them to the abiding pleasures of old books and old friends. Having also a settled position in society she does not feel it necessary to keep herself before the public by spectacular stunts that get her name in the newspapers. This is why we often hear it said of some woman that she has almost dropped out of society since her marriage, but we can depend upon it that she is making some man a good wife, and mighty happy.

Pretty much the same rule will be found to apply to women and economy. Most men are afraid to marry a girl who has been raised rich lest she be extravagant, and there is a theory that if a man wants a saving and helpful wife he should marry a poor girl. Quite the reverse of this is generally true. To the girl who has never had any money at all to spend the two or three thousand dollars that her husband earns seems as unending as the wealth of a Rockefeller and she is generally reckless in throwing it away, whereas to the girl who has been used to thousands instead of hundreds, the husband's small income seems so little that she feels that she must save every cent. Besides this, rich people are habitually better economists, and know better how to get the worth of their money than poor people do, because there are many places in

which only the rich can afford to economize.

In the end the question of a choice between the girl who has had the things she desired, and the girl who has never had them, narrows itself down to the old one of human experience, and the reason that men make so many mistakes in deciding this important question is because they have never yet learned that a woman is a human being.

Dorothy Dix.

**For Safety.**

First Citizen—It is not enough that bicycles carry bells. The law should enforce a regular system of signals that all can understand.

Second Citizen—What would you suggest?

First Citizen—Well, I don't know exactly, but it might be something like this: One ring, "stand still; two rings, "dodge to the right;" three rings, "dive to the left;" four rings, "jump straight up and I'll run under you;" five rings, "turn a back hand-spring and land behind me," and so on. You see, we who walk are always glad to be accommodating, but the trouble is to find out what the fellow behind wants us to do.

**Professional Opinions.**

"Did Jones have appendicitis?"

"The doctors disagreed. Some thought he had money and some thought he hadn't."

We are not meant to be good in this world, but try to be and fail and keep on trying.

**YOU CAN'T FOOL  
A BEE**

When it comes to a question of purity the bees know. You can't deceive them. They recognize pure honey wherever they see it. They desert flowers for

**Karo** CORN SYRUP

every time. They know that Karo is corn honey, containing the same properties as bees' honey.

Karo and honey look alike, taste alike, are alike. Mix Karo with honey, or honey with Karo and experts can't separate them. Even the bees can't tell which is which. In fact, Karo and honey are identical, except that *Karo is better than honey for less money.* Try it.

Put up in air-tight, friction-top tins, and sold by all grocers in three sizes, 10c, 25c, 50c.

Free on request—"Karo in the Kitchen," Mrs. Helen Armstrong's book of original receipts.

**CORN PRODUCTS CO., New York and Chicago.**





### Keep Out of a Business You Don't Understand.

Speaking on the subject of understanding the shoe business before going into it reminds me of a case that came under my personal observation and with which I was closely associated. The party I have in mind knew just about as much about the shoe business as he did air ships and the results of his venture showed that my theory is correct—every man to his business.

Mr. F. was a dry goods drummer and was considered a successful one. He had traveled for a big St. Louis house for several years, owned his own property in a thriving Southern Illinois town, had a nice bank account, was giving his children a good education and showed every evidence of being in a prosperous condition, but his love of home and family caused him to seek other business where he could be with them more. He "never cared to wander from his own fireside," and he began to watch the "business chances" in the big newspapers in the hope of landing on something that would be more congenial than traveling.

In 1897, in one of the most prosperous cities in Central Illinois a gentleman had retired from the shoe business—by request of his creditors. A couple of years previous he was the most popular shoe man in town, had the carriage trade and did a big business in the A's and AA's, but he couldn't stand prosperity, society's demands on his time caused him to neglect his business and it went down so low that one morning the sheriff came down and took possession. My friend was not easily dismayed, however, and managed to make a settlement with his creditors. He held an assignee's sale which was a hummer, and just as he was ready to make the last payment on his indebtedness the bank in which he deposited failed. This put him out good and proper and his creditors demanded what was left of the stock.

About this time a Mr. M., who lived in the same town with Mr. F., appeared on the scene. Mr. M. was a very wise man, and made a good living and money besides, by watching for good things and taking advantage of people who had been unfortunate in business and needed assistance. He furnished the money to pay off the creditors and then traded a farm which he didn't own, to the popular shoe man for what was left of the stock, which was invoiced. He allowed him 60 cents on the dollar for it which was 30 cents more than it was worth, and as it invoiced about \$9,000, he paid him \$5,400 (in a farm he didn't own).

He then went to his friend and neighbor, Mr. F., and told him what a good thing he had and wanted to let him in on it. He explained that he had gotten hold of a \$9,000 shoe

stock for \$5,400 and would sell him half of it for \$2,700. He went on to tell him that he could move the stock down where they lived, buy some new stuff to go with it, and he could then quit traveling and be at home with his family. Mr. F. thought it would be a capital idea, and immediately got on the train with Mr. M. and up to that town they went to inspect the stock of shoes, from which they both expected so much.

After looking over the stock (he might as well have been looking over the town) he said he would take it, and accordingly, gave Mr. M. his check for \$2,700.

He was very much elated over the deal and commenced to lay plans as to how he was going to run it. The first problem which presented itself was moving it about 100 miles and getting it in shape for sale. He did not know a right from a left and candidly admitted as much, and the problem of getting it set up after reaching its destination was a serious one, but he finally overcame that by getting me to go down with him and take charge of the proceedings.

That being settled he commenced to tell us about the clerk he intended to hire if he could get him. We enquired what he was doing at the present time and he replied that he "was driving an ice wagon." "He's never had any shoe experience," said he, "but he's the most popular fellow in town and they can't have any kind of doings in town from an ice cream supper to a wedding without having Harvey Duff there." We other clerks looked at each other in amazement. We couldn't figure out how Mr. F. and Harvey Duff could make a success of the shoe business when old experienced men were going under.

One thing in Mr. Duff's favor was that he was a good fellow at all functions. There's nothing like having a clerk that is a mixer and whose presence is indispensable at all social gatherings. Those qualities, in connection with a reasonable knowledge of the shoe business, makes an ideal clerk, but we were a little apprehensive about Mr. F. and Mr. Duff making a success of the business, as neither one had ever sold a pair of shoes in his life. For some reason or other Mr. Duff's services were not engaged and we instantly came to the conclusion that he'd "rather be the ice man."

Another young man was engaged, however, who was very popular in the town, and we spent the first few days getting the stock in shape. Shoes were unpacked and put in new cartons, where the old ones were broken, and arranged on the shelf in a systematic manner. Oscar, the new clerk, and I did the work while Mr. F. looked on and got all the pointers he could. He would say to me, "Now Mc, you just order me and Oscar around as if you owned the store, and don't you do a thing but boss." That was a good indication to start with, and we were inclined to encourage it. He and Oscar were very apt pupils and in a few days we were ready to open up for business.

I suggested to Mr. F. that he take about a half-page in the local paper to announce his new business. I did not exactly say a half-page, but supposed, of course, he would use that much. He commissioned me to write

up the advertisement, which I did and I expected it to occupy a good part of one page, but when the paper came out my effusion with which I had taken so much pains was found way down in the southwest corner of the

## School Shoes

We make a complete line—from those worn by

large boys to  
those worn by  
small girls,  
and every pair  
being made  
by skilled  
workmen, out  
of the best  
leather, we  
can assure



you of absolute foot satisfaction both to child and parent.

We will call with samples any time you say.

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

## Don't Forget

That the most important part of your business is quick delivery in time of need. A full and complete line of Tennis Shoes in all grades and colors enables us to supply your wants with dispatch. Just the thing for vacation.



The Joseph Banigan Rubber Co.

Geo. S. Miller, Selling Agent

131-133 Market St., Chicago, Ill.

Investigate the merits of Banigan and Woonasquatucket Rubbers and make a good investment.

paper in a space of about four inches in one column! I was greatly disappointed, but concluded that I ought to stand it if he could.

The Opening(?) was a failure, not more than eighteen or twenty pairs of shoes being sold all day. Mr. F. and Oscar sailed in and helped all they could and Oscar made a good impression on the trade and gave promise of developing into a good salesman. He could meet any ordinary objection with ease and could make them think it fit whether it did or not.

Two very charming young ladies came in and as Mr. F. was well acquainted with them he went forth to wait on them. After exchanging pleasantries for a few minutes one of them said, "Mr. F., I wish to look at a pair of boots, No. 3½ C." Now Mr. F. had never heard them called "boots" before and he was non-plussed, however he didn't want to show his ignorance. His idea of a boot was some kind of a contraption which fitted over the foot and had a generous top to it and what did he do but go and get a pair of leggins and hold them up to the amazed young lady and asked if that was what was wanted! Oscar and I saw the proceedings and while we could not contain our risibles, we felt very sorry for Mr. F. It is needless to say the young lady bought no "boots" in that store.

Instead of sorting out his stock before placing it on sale, he put it all in together. He could have gotten regular price for some of it, as it was in good condition, and then when he was obliged to cut and slash on most of it he would have averaged up better, but his instructions to us was to sell it all at cost.—Drygoodsman.

#### Retailers Essential to the Distribution of Shoes.

The mail order and catalogue houses are availing themselves of every opportunity to extend their trade throughout the country. Since the institution of the free mail delivery system the efforts of the large city houses to eliminate the retailer and sell shoes directly to the consumer, have been greatly facilitated.

It would be well at this time for every one connected with the trade to take some thought of the trend of affairs and consider broadly whether it is expedient to attempt to eliminate the retailer. A very little examination into the question will suffice to demonstrate that the retail dealer is the vital factor in the distribution of almost every commodity. As a matter of fact it is not possible for the manufacturer or wholesaler to dispense with the services of the retailer. Throughout the country where agriculture is the basis of wealth, it is impossible to get along without credit. In country communities the consumer looks to the retailer for credit and the retailer in turn gets a line of credit from the jobber or manufacturer. This is the legitimate and established system of trading. The consumer who ignores the retailer and orders direct from a catalogue house is to that extent in-

juring the retailer in his neighborhood, and is attempting to destroy a credit system of trading which may be depended upon to carry him over the between-crop period when money is scarce.

There is really no excuse for ignoring the neighborhood retailer when purchasing shoes. As a matter of fact the shoe retailer if he is properly supported by his neighborhood, can sell shoes of as good quality and at as low prices as any mail order house in the country. Then again shoes can never be bought satisfactorily without seeing them and trying them on. It is a notorious fact that shoe cuts can be made to make the poorest shoe look equal to the best. The difference between fine leather and inferior stock and between good workmanship and faulty construction can only be distinguished by looking at the shoes and trying them on.

It would be well for retail merchants if they would organize associations and send out literature, dwelling upon the points above made. The consumers of any given locality will really serve their best interests by confining their purchases to the retail dealers in their vicinity. Very little argument should be necessary to demonstrate to any practical farmer the advantage of having a thriving, prosperous town within driving distance. The only way a country town can be made prosperous is by the people in the vicinity making their purchases there. There are persons, of course, who are so thoughtless and illogical that they will in good times when money is plentiful send their cash hundreds of miles to mail order and catalogue houses and then after a crop failure when money is scarce will grumble and repine because their neighborhood retailer is not in a position to extend them a line of credit. All other things being equal, the financial strength of a retail store depends upon the support given it by purchasers in the neighborhood. Retail dealers everywhere should get together and in an organized capacity press these truths home to the consumers in their vicinity.—Shoe Trade Journal.

#### Vanity Fair.

Dress has made a maniac of more than one married man.

Don't assume that Sweet Sixteen's mind is as transparent as her dress.

Some women don't adopt tiny rosebuds and muslin until they are well past forty.

Fine clothes were first devised by the enterprising wife of a dull preacher to swell her husband's congregation.

It is natural to assume that women who affect cherry millinery must have a predilection toward the truth.

Don't judge a dress by the tag; many forgeries are being perpetrated.

Cleverness is the ax that cuts down much good matrimonial timber.

Crusoe-like, a woman is seized with a panic of fear when first she discovers the footprints of a man on her heart.

## Just at This Time

Most merchants are wanting goods to size up their stock. We have a big stock on our floors and will be only too glad to serve you promptly.

If you want any **Tennis Shoes** let us know. We have them.

Our leather line for fall is receiving many compliments. Let our salesmen show you.

**GEO. H. REEDER & CO., Grand Rapids, Mich.**

## Success in Shoe Business

Depends largely on keeping up sizes. Of course you want good lines also. Now is the time to size up stock of Summer Shoes for the "Fourth." We have all colors in Canvas Shoes—leather sole or rubber—and make a specialty of hurry-up orders.

Our "Custom Made Shoes" fill the bill for wear and comfort.

### Waldron, Alderton & Melze

131, 133, 135 N. Franklin St., Saginaw, Mich.

Wholesale Boots, Shoes and Rubbers

State Agents for the Lycoming Rubbers Co.

OUR AGENTS will call on you in the near future with a full line of both fall and seasonable goods. Kindly look over our line; our goods are trade builders. If you are one of the few that have never handled them send us your order at once. It will pay you to investigate our \$1.50 Ladies Shoes. Buy Walden shoes made by

### WALDEN SHOE CO., Grand Rapids

Shoe Manufacturers

## WHY

Our Hard Pan shoes wear better, look better, and sell better than any other.

The best sole leather that can be bought goes into them. The upper stock is tanned especially for us. We use HORSE HIDE topping and put in Bellows Tongue of same. We put an extra row of wax stitching in vamp to insure against ripping. We use HORSE HIDE for eyelet stays, inside back stay and outside back stay.

These are the points that make our

**HARD PAN SHOES  
WEAR LIKE IRON.**

**Herold-Bertsch Shoe Co., Makers of Shoes**  
Grand Rapids, Michigan

## ESTIMATES OF POPULATION.

## Municipal Pride Versus Cold Mathematics.

The Director of the Census recently issued a bulletin giving the official estimate of the population of the cities of the United States, and thereby brought down upon his head a deluge of wrath from the press of those cities—and that means most cities—in which the estimate of the Census Office failed to correspond with local estimates, based on the names in the directory. Director North probably knew what to expect, but an official estimate seeming to be necessary, he proceeded to the discharge of his duty just as a good soldier, when ordered, attacks the enemy's batteries. So many calculations are based on population that public convenience requires some method of computation in intercensal years which shall be uniform for the United States. Without that, statistics of mortality, for example, or of public indebtedness or taxation, will not be comparable and will often be very misleading. Applications for charters for national banks are frequently received from places not shown by the last census to have the required population, and some uniform method must be adopted upon which to pass upon the applications.

The Census Office does not pretend that there is any method of ascertaining population other than that of actual enumeration as practiced every ten years. Some cities and some sections are always growing faster than others, and any uniform computation based upon the last enumeration—which is the only possible base—must give results too large in some cases and too small in others. Immigration varies greatly in different decades, and hitherto there have been extensive movements of population within the country from one section to another. The birth rate also varies more or less, and the mortality rates vary still more.

There are all sorts of sources of error in any uniform method of computing population in intercensal years, and yet these always to a certain extent balance each other, so that for the whole country the results will be sufficiently accurate for purposes of general statistics while they may be quite out of the way in the case of cities or sections which may be growing abnormally or losing their surplus population. In determining the method to be employed the Census Office was guided, like Patrick Henry, by the lamp of experience. It was discovered by examination that if, during the decade 1890-1900, an annual official estimate had been made on the basis of adding, each year, one-tenth the total gain of the previous decade, the estimated population in 1900 would have been 75,414,181, while the actual population found by the enumerators was 75,994,575—an error of only three-fourths of 1 per cent. This is certainly close enough for practical purposes, and the Census Office therefore assumes that the popula-

tion is increasing now in the ratio of the increase of the last decade. The Director of the Census believes that this method will give very accurate results in all well-settled communities, while, as stated in the bulletin, they will be too small for localities experiencing unusual growth. As there is no way except actual enumeration—which is impossible—to get the correct population in these exceptional cases, those interested will have to content themselves with such guesses as they can devise, based on multiplication of the registered voters, the number of school children, or the names in the directory by some assumed number which they find to give satisfactory results. Such methods, however, have this disadvantage, that the results, being invariably much too large—no estimates being made except with a multiplier sure to produce a good showing—there is always an uncomfortable setback when the actual enumeration is made in the census year.

It is difficult to see why the people of any city should care whether it was large or small, or growing rapidly or slowly. Of course, when a city is thought to be growing fast owners of real estate may be able to sell land for more than it is really worth, while if it is not thought to be growing buyers may be able to get good bargains. It would appear that from the standpoint of the public one was as desirable as the other. We do not know why public sympathy should always be with the seller in such cases. Whether, however, one can understand it or not, and regardless of absurdities which analysis might disclose, there is no question whatever that municipal pride in the growth of one's city does exist in this country in a very high degree. It seems to be bred in the bone and is the result of the spirit of speculation which has been more marked in this country than elsewhere, because our growth has been more rapid.

It is not, however, necessary, and perhaps not even desirable, to criticize the Director of the Census because the figures of his arithmetic do not harmonize with the figures of our imagination. His figures are good for his purpose, and ours are good for our purpose. The truth is sure to come out in the end, and ten years roll around a good deal quicker than many of us wish they did. If we are all busily employed, if we see new buildings going up all about us, and occupied as soon as built; if wages, salaries, interests and profits are satisfactory and come regularly in, then, and in that case, as the lawyers say, we are evidently prosperous and have reason to be proud and happy, whatever stories the Census Office may set afloat about our population.

Frank Stowell.

## Robbing Peter To Pay Paul.

"James, dear."

"Yes?"

"I must have some money to-day."

"What for?"

"For the grocer."

"I gave you the money for the grocer yesterday."

"But I used that to pay the meat man."

"The meat man? You paid him last week."

"No, dear, I took that money to pay for the groceries we bought week before last."

"How much is the grocer's bill this week?"

"Five dollars."

"Take it out of my insurance money. I can stand the company off thirty days."

"But I have used the insurance money, dear, to pay the rent."

"Rent?"

"Yes, dear, the January rent. The February rent is due to-morrow."

"Can't we get the landlord to wait until the end of the month?"

"He does now, James. The January rent was really the December rent, you know."

Every time you ask extension of time it hurts your credit, not only with the one of whom you ask it, but others. They soon learn of it. Do not buy beyond your ability to pay.

## Want to Sell Your Store



Or any other kind of business or real Estate?  
I can sell it for you at the highest price and on the best terms. Send description and price.  
IF YOU WANT TO BUY any kind of business or real estate anywhere, at any price, write me your requirements. I can save you time and money. I can save your time and money.

Established 1881. Bank references. Write to-day.  
Frank P. Cleveland, Real Estate Expert,  
1259 Adams Express Building, Chicago, Ill.

TRADESMAN  
ITEMIZED LEDGERS

SIZE—8 1/2 x 14.  
THREE COLUMNS.

2 Quires, 160 pages...	\$2 00
3 Quires, 240 pages.....	2 50
4 Quires, 320 pages.....	3 00
5 Quires, 400 pages.....	3 50
6 Quires, 480 pages.....	4 00

## INVOICE RECORD OR BILL BOOK

80 double pages, registers 2,880  
invoices.....\$2 00

Tradesman Company  
Grand Rapids, Mich.

Our  
Kangaroo Kip

BELLOWS TONGUE  
1/2 Double Sole

Just the shoe for the Farmer  
and the laborer.

We use the best tannages  
in our own make of shoes.

Price  
\$1.60  
Retail at  
\$2.25



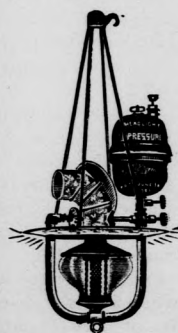
HIRTH, KRAUSE & CO., GRAND RAPIDS  
MICHIGAN

## Light 15c a Month

One quart gasoline burns 18 hours in our

BRILLIANT  
Gasoline Gas Lamps

giving 100 candle power gas light. If you have not used or seen them write for our M. T. catalogue. It tells all about them and our other lamps and systems. Over 125,000 Brilliants sold during the last six years. Every lamp guaranteed.



Brilliant Gas Lamp Co., 42 State St., Chicago, Ill.



**BEAUTY IN GROUNDS.**

**As Exemplified in the Home of the Writer.\***

Mr. Martin has asked me to give you the story of some home grounds on College avenue where flowering shrubs have been used freely and with increasing pleasure to the people who live in the house and, to judge by the enthusiastic expressions of friends, to those who pass on the street. The lot was not attractive until it had been filled nearly twenty feet. Indeed, some one asked why that swamp had been purchased, but the view in every direction, especially across the street, where one looked into what was almost a forest which concealed the houses, was most delightful. The lot contained only sand and weeds and possibilities the first of September, 1894, when work was commenced on the house. The building site was considered very important and two friends, an architect and a landscape gardener, were called in consultation. The distance from the street was decided upon, just enough space being left upon the north side for a driveway, leaving seventy-five or eighty feet south of the house. The lot is on the west side of the street, 200 feet deep, and about 150 feet front, and many were the expressions of dissatisfaction as the building grew. People thought the house too low, too plain, and it was even called ugly. Everyone said it looked like an old house,

\*Paper read by Mrs. Julia L. Fletcher at June meeting of the Grand River Valley Horticultural Society.

which the owners always regarded as greatly in its favor. An irregular belt of shrubs was planned for the edges of the lot and many were planted that fall. Early in the spring the grading was done and the landscape friend, by what seemed almost a miracle to the uninitiated, raised the house at least four feet by sloping away the ground from it in a restful, beautiful curve. A plea for flowering shrubs would hardly seem necessary now, but nine years ago they had a great many enemies, besides their natural pests.

Is it an entirely money-getting age when girls awaken their parents at 4 o'clock in the morning to hear the whippoorwill, and busy men give up days and weeks of their valuable time to help educate the people in regard to the beautiful things of this world? What can be more delightful than the blossoming of the flowering quince, sometimes called firebush, in the early spring, or the prompt forsythia with its golden bells, or the spirea with its mass of snow, of which it seems needless to speak when there are so many evidences of its growing popularity?

To me even one shrub is a redeeming feature and a saving grace, but many were the criticisms of the "scrubs," as they were often called by a maid in the house. Hardly a good word was heard. People said they reminded one of a nursery, and a great many preferred plain green grass. Nevertheless, the planting went on. Two or three experiments proved failures. Pepperidge trees

would not grow under the shadow of some magnificent elms which were in the street. Choke cherries would not thrive in the shadow of the house. The north side of the house was a puzzle; in fact, is yet somewhat. But for these disappointments there were a hundred successes. Native thorns were brought from the woods, and have apparently been very happy since coming to the city. Pine trees were brought as a screen for a neighbor's barn and, as a background for red dogwood, make a beautiful picture in winter or summer. The bush honeysuckle with its early pink or yellow flowers, and its pretty berries later on, is always a pleasure, and the dwarf barberry which looks well all the year, but is gorgeously colored in the autumn, is a constant delight. The European barberries and the purple leaf barberries with their yellow flowers which develop into the beautiful red berries that last all winter (unless perchance they are picked by the passerby) you are all familiar with. I have heard that these lovely berries make delicious jelly, but as a friend said years ago, "I should think you would want to make it from some other people's barberries." Not so, however, with Japan quinces, which make fine jelly and marmalade either alone or in combination with apples. For years the fruit was left on the ground to rot, as the people were ignorant of its value, but now no quince is wasted.

Some of the most satisfactory planting is done around a large en-

closed porch on the south side, where the fragrance of the flowering currant and sweet brier is very noticeable, even in the second story.

I have not spoken of the many varieties of lilacs nor of the June berries and red buds, which come so early, nor of the wild flowers growing under the pines in their natural environment.

The shrubs need care the first year or two, hoeing being very necessary, but afterwards they do very well alone, although, of course, like so many other things, a little care and pruning of dead wood more than repay the trouble by increased bloom and grace of form.

As the shrubs are arranged, the earliest blossoms are near the street and about the house. When they are gone the syringas come and then the deutzias, and later on the altheas and colutea. There is a lack of blossoms during July and part of August on the grounds of which I am speaking, but a crimson spirea is very attractive at that time. And there are many others if one takes the pains to hunt them up.

To speak of the money side, no amount spent in the house can give as much pleasure to everybody as a few dollars expended in shrubs and plants—an investment which increases in value as the years pass.

I hope you may all derive as much pleasure from your grounds as those who live in the home I have described have taken with what a friend facetiously calls their Epping Forest.

# When The Bottom's Bad

*Then the entire Show Case is a poor proposition.*

Thousands of show cases have a cheap basswood bottom. When this bottom becomes moist the game's ended. Why?

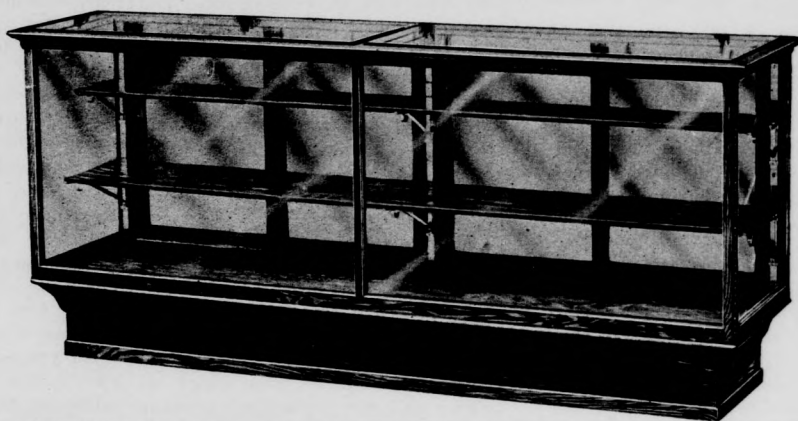
Because the wood expands, certain joints open and the dust makes a loafing place of your case's interior.

**OUR** show case bottoms are composed of three-ply veneer with the grains crossed. They can't shrink or expand. You can tell by the wear that this bottom is built on honor like the remainder of the case.

That honest little catalogue of ours will give you an idea of cases made to last the balance of your life.

In building a house or buying a Show Case—be sure the foundation is right.

New York Office, 724 Broadway  
Boston Office, 125 Summer Street



**NO. 63**—Best combination case on the market, 26 inches wide, 42 inches high. Adjustable shelves. Shipped knocked down. Glass, finish and workmanship of the highest grade.

## GRAND RAPIDS FIXTURES CO.

140 South Ionia Street, GRAND RAPIDS, MICH.

**STORE AND PAPER.****How They Co-Operated to Their Mutual Advantage.**

I am a firm believer in co-operation.

Yes, sir, I believe that many a man who is to-day running one of these measly little John-Jones-dealer-in-boots-shoes-caps-hats-and-general-provision stores, where "Uncle Josh" sits down on a barrel of pickles to relieve his system of tobacco juice and distributes it lavishly around on cracker boxes, sugar sacks, floor and stove with equal favor, could be a merchant of some prominence. But he must broaden out a bit and try to help some other fellow instead of letting his skin become so tough and tight that he can not take a long breath without feeling that he is absorbing too much of the aroma from the Mocha and Java cask.

A number of years ago I was bundle-wrapper in a Western store that had an advertising manager who was the "whole thing."

For short we called him "Old Sous" with no little reverence, and I don't believe there was a fellow in the store but what would have felt highly honored had "Sous" asked him to do a favor.

"Sous" and I got along together finely, and one night when he asked if I didn't want to help him write an advertisement, you should have seen me swell up. Why, I almost split my coat.

I must have written a beaut, because when I came back from the cigar store with a handful of "cracker-jacks," "Sous" favorite smokes, he had it cut to pieces and rewrote about seven-eighths of it.

A year or two after that "Sous" got me a job as pencil-pusher in the swellest store in a thriving Hoosier county seat of about twenty-five thousand.

There were three dailies in the town, with a combined circulation less than one should have had, and that was largely of the waste-basket variety.

Outside of the personals, society happenings and an occasional local story concerning some casualty, or special event, the news had about as much ring to it as a cracked bell, while the advertisements were run for weeks and months without change.

I never worked quite so hard in my life, not even when I was the "devil" in a printshop, to start dollars to roll into my employer's till, but they wouldn't start.

I soon learned that it's just as important to get advertisements circulated as it is to write them; but how I was to do it was the question that bothered me.

"Everything comes to him who waits" must have been the motto of the evening issue, for I never saw such a patient bunch, from the editor down to the office-boy, and when I suggested that we double our rate and change copy every day, it almost waked the manager.

He said that the old way, allowing but one change a week, would be more satisfactory and a good deal

more profitable to the publishers than to give us the privilege of changing daily.

The fact of the matter was, a lot of politicians controlled the sheet and the editorial columns commanded a good, round price for representing them to the community as shining lights, consequently the advertising was a secondary consideration.

The town needed a newspaper that would be of interest to the general public and of value to the merchants as an advertising medium a good deal more than a factional organ, and I felt that it was up to yours truly to butt in and do a little converting on the Q. T.

I tried to figure out how to get into the orchestra, where I could get a swat at the organ once in a while, but my figuring was all subtraction.

When I get through, if you don't think that I did a wise thing when I left the whole affair to another, and if you don't think that a woman is a better diplomat in some things than a man, you'd better keep your thinks to yourself, for in this case the success of a paper, and its value to the merchants are the result of a bright, modest little maiden's untiring efforts.

She has so much common sense and so many practical ideas that any fellow would feel mighty lucky if he had a chance to share part of them.

On one of those cold, drizzly mornings this little lady came into the store and asked one of the girls at the notion counter if she could tell her something about the new things that were going to be worn by the fair sex, as she had just started to do the society for the evening paper, and wanted to do a little extra stunt.

I had not met her, but it didn't take me over half a minute to get busy.

She told me that on account of my being such a rustic-looking Westerner with an ice-chest-like disposition I might drop the Miss and add "is" to her name.

My heart bounded so fast that I couldn't keep the blood pumped out of my face and I guess Lloydie must have noticed it, for she called me an Indian.

When I offered to give her a bunch of periodicals from which to gather data she thanked me so many times that I couldn't count them; I'm pretty sure the number was sufficient to pay the debt, though.

The next day Lloydie's talk aroused more interest than anything else in the paper, and they had to run off several hundred extras.

The way she jollied people up and slipped in a fashion hint here and there was enough to turn a literary genius green with envy.

Whenever something new came in I'd tip it off to Lloydie and she would ring it in on the society page; then I followed with an appropriate advertisement.

The scheme worked like a charm and by the end of the year the paper had more than doubled its circulation, as well as its advertising rates, and the way people came flocking into

the store reminded one of a camp-meeting.

To-day Lloydie is filling one of the most important places on the staff of the paper which she worked so hard to elevate, and there isn't a business man of any consequence in the town but what will tell you that she is a queen.

David Crichton.

**Use and Abuse of the Bargain Table.**

The "bargain" table, which only a few short years ago was tabooed in many good stores as a deteriorating influence on the trade, has now not only overcome this prejudice but has developed from the mere table into what is called the "bargain department." In fact, this department has now become recognized as a necessary adjunct in nearly every enterprising store, small or large. Where space permits, a section of the store, usually the basement, is set apart for "bargain" offerings of every description. Where space is too limited a "bargain table" or counter is necessitated.

In every store, no matter how carefully conducted, or how conservatively the buying is done, some goods will be found in stock that can not be sold in the regular way. They may be out of style, a little damaged, or contain some flaw unobserved at the time of arrival. But whatever the reason, they are undesirable goods, and the sooner they are out of stock, the better. They not only take up shelf room but become less and less salable the longer they are kept.

Why not the "bargain table?" Surely a most sensible solution to a most annoying problem. Somehow there is something in the word "bargain" that appeals to nine shoppers out of ten—be they men or women—and which leads them in spite of their better judgment to purchase articles at "bargain" prices that under ordinary circumstances they would not even look at.

However, in order to make this department profitable, it will not do to merely make it a clearing place for damaged or unsalable goods. These are not sufficient bargains, no matter how low you put the price, to prove a permanent drawing card. What you want to do is to build up a reputation for low prices and good values for this particular part of the store. It would be well to add a line of staples which you can sell a trifle lower than the usual price and a line of popular-priced goods would not be amiss here, either. On these latter you could make up some of the profit which you have to forego on the staples, and yet retain the "bargain" reputation. Keep a lookout for job lots and special offers. They will serve to replenish the stock gleaned from the odds and ends found undesirable in the regular departments.

But be sure that your offers are genuine. Let them be bargains in the true sense of the word. Don't attempt to sell an article for the same price that you sell it in the regular department and pretend that it is an unusual bargain. The customer may have priced it upstairs before she

came to this counter. And if you offer damaged goods even at a very low price be sure that the customer knows it is damaged before she buys it. Otherwise it is likely to act like a boomerang, coming back at you with more force than it took to get rid of it. Don't make the bargain table a receptacle for trash. It was never meant to be that. "Bargain" means extraordinary values. It is only by such values that you can hope to make this department a much-talked-of, much-sought-after place in the shopping world. And don't for a moment think that the trade attracted by this department is going to confine all its shopping there. The balance of the store will benefit by it far more than you surmise. Besides, the advertising you get out of it from those that have already tested the good values is also worthy of more than a little consideration.

**Sovereign Remedy for Man.**

One may see on every hand indications that appendicitis has become one of the most fashionable of fads.

A malady of recent discovery, it seems to have spread with the swiftness of the plague and to have gathered its victims into the hospitals by uncounted thousands.

Scarcely a neighborhood or social circle but has one or more of its members in a hospital being relieved of the troublesome vermiform appendix, and fortunate is the man or woman—usually the woman—who escapes with only one operation.

Wise in his generation was the man who, when picked up unconscious on the street and taken to a hospital, was found to have had tattooed on his breast these words: "Don't operate for appendicitis—had appendix removed three times."

It is a strange fact, wholly inexplicable to the lay mind, that operations for appendicitis seem to be considered imperative only in cases of wealthy people. And it has frequently been observed that in proportion to the money people have to spend for operations the necessity for operations increases. The poor man is permitted to get along very well with pills. This is one of the advantages of poverty.

If the sum-total of the world's best philosophy as related to health means anything it is this—that activity of body and mind is the best preventive and the most sovereign remedy for disease.

The man who walks and hustles can laugh at the doctors, and the woman who discharges her servants and goes into the kitchen as her mother did will find neither time nor cause to go to a hospital.

**One Balances the Other.**

"My words don't seem to have much weight," protested the young wife during an argument at the breakfast table.

"Never mind, my dear," rejoined the brutal other half, "your biscuit more than make up for the shortage."

If the shoe fits you, that's a sure sign you could wear a size smaller.

No Statement made in the interest of

# SAPOLIO

has EVER been disproved by the public or the trade.

The housekeeper has for many years depended upon Sapolio as a household cleanser, and has bought it from a satisfied retailer, who, in turn, got it from a protected wholesaler.

NOW we offer to the trade and the public

# HAND SAPOLIO

It can be depended upon with the same confidence—by the Dealer because its worth, made known by our wide advertising, will sell it; and by the Consumer, because of our guarantee that it is the best, purest, safest and most satisfactory toilet soap in existence.

Every corner of the country shall know the worth of Hand Sapolio. Already, where it has been fully introduced, it is rivalling its long-known namesake, Sapolio—our advertising shall not cease until it is equally popular.

Have you had ONE call? That is but the warning! We will send you more in ever-increasing numbers. See that you stock it promptly before your rivals wrest from you the reputation of being the leading grocer in town.

If you are selling Sapolio you can double your sales by stocking Hand Sapolio. If you have not yet stocked either, delay no longer—satisfy your customers with both. A quarter-gross box of each should not cost you over \$5.00 in all, and should retail at \$7.20.

ORDER FROM YOUR JOBBER.

ENOCH MORGAN'S SONS CO.

NEW YORK.

## CLERKS' CORNER

### Comparative Advantages of Pull and Hard Work.

Written for the Tradesman.

They were both working for the same house; both were desirous of climbing for the higher position as well as the higher salary; both were from out of town and as different from each other as the East is from the West, where the home of each is respectively located. One was town born and bred on the Nebraska prairies; the other's first breath was breathed on the breeze-swept plains of Wyoming. The same impulse that, years before, had forced their fathers and mothers from far-off New England had brought the young fellows to Denver, and there chance had made them fellow-workers in one of the up-to-date commercial houses of that thrifty, go-ahead city.

Neither had any difficulty in getting a place, although neither had bothered about recommendations. Their faces were their fortunes, as the old song says, or if not that the personality of each had so come to the front that the short interview in the front office in each instance had ended in the calling in of the general manager, into whose hands the young men were at once consigned.

It did not take long to discover that Douglas Dale, or Doug., as the boys soon called him, considered himself as belonging to a superior species of the genius homo to that of his fellow rival for commercial emoluments. He early had considerable to say about the advantages of the town over country. "There are, don't you know, a good many things a boy brought up in a town will just naturally pick up by being around where things are going on. It's a kind of training in itself. He gets used to seeing people and the way they do things. His angles are worn off instead of knocked off and he doesn't go around sticking 'em into people. The single idea of dress goes a great ways with a fellow while he's growing. The boy on the ranch is brought up not to care for these things, because he doesn't see 'em, and when he reaches the gawky age—all the way from fifteen to twenty-two—he's generally the confirmed hayseed without any ambition and he goes slouching around home looking like the devil and when he occasionally comes to town his one ambition is to light a two-for-a-nickel and smoke it on a corner, leaning against a lamp-post. If his particular huckleberry on a neighboring ranch goes by ten chances to one he'll wink at her, call her by her first name and walk along with her a block or two, puffing into her face the rank smoke of his burning garden truck!

"Such a bringing-up as that doesn't fit a fellow for business. He comes to town feeling like a cat in a strange garret and is one. It takes

him from six months to a year to find out that he's talking through his nose; it takes him longer than that to see the difference between a tailor-made suit and a hand-me-down, and by the time he begins to learn that it's only the country gawk who goes around with his mouth open, the town-reared boy is away ahead of him at the store. There, too, his ranch training tells against him. His fingers are all thumbs. He gets in everybody's way, his own included, and his big, clumsy footgear, that covers all creation, is a pretty fair type of his whole make-up. Of course, I know I'm prejudiced, but that's the way the thing looks to me. I may be all wrong, but I'm mighty glad that I can take off my hat to a young lady on the street without suggesting to her that I'm a bucking bronco!"

That last brought down the house, the laughter all the more hilarious from the discovery that the level-headed, quick-witted, whole-souled, ranch-reared, American manhood, right from the Wyoming plains, had heard the town-bred tirade and was heartily laughing at it. The reply was liberal and comprehensive but condensed. "You d--d jackass!" was all he said; but it completely covered the ground and gave the argument to the ranch as a man-breeder a hundred to one.

It did not take long for each to illustrate per se his side of the question. Doug., with his suave speech and pretended sincerity, soon disclosed the ass's ears under the lion's skin. In the round world the ground he stood on was the center and anything not centering exactly there was eccentric. His town training had early taught him the word "pull" and all it is intended to convey, and that same town training had led him to believe that deceit and cunning and graft were the essential elements of success. Straight out, first-class, honest work for every cent of the dollar that came to him was splendid in theory, but demoralizing in practice, and he wanted none of it. What was the use of working ten hours if nine could be made to answer? So his day began at the last minute of grace in the morning and never did six o'clock find him with anything in his hands that he did not instantly drop. So all work that could be shirked, he shirked. Every string that was pullable he pulled. The most unpromising graft he tested. He dressed well, but he never paid his tailor. He was continually behind with his barber. His laundry was always delivered C. O. D.; in a word, he had reached that point where it was truthfully said of him that "Doug. would be considerable of a success if he would work as hard to earn a dollar as he did to get it for nothing."

In the course of time the commercial sugar bowl on the corner of Blank and A. streets was occasionally shaken and the big lumps slowly but surely found their way to the surface. Then one day when the general manager announced to the

house his determination to go into business for himself, Douglas Dale immediately began to scheme to secure the coming vacancy. From his point of view it was merely a matter of "pull" and the one who got hold of the right string and pulled the hardest would get the place. As fate would have it Dale's hopes centered upon the out-going manager and, as promptness is the twin-sister of success, the evening of the day of the resignation found the grafter pressing the button of the manager's door.

The two were soon seated. "I have called," the young man began, "to see what steps it will be necessary to take in order to secure the position you have resigned."

"Steps? What do you mean?"

"Why, I want the place; I am confident that I can fill it satisfactorily; but I don't quite see the best way to proceed. Naturally you have a great deal of influence with the firm—with Mr. Branerd especially—and it occurred to me that for a consideration you might be willing to pull the string for me."

For a minute anger prevented all utterance. A glare came into the eyes of the manager and then faded, while a firm meeting of the lips might have told the young seeker after knowledge that he was about to receive the lesson of his life; but he was too much in earnest just then to notice anything. "What would you consider as an inducement?"

The town-bred boy who had learned to get around angles without impaling himself on them attributed the succeeding silence to the mathematical calculation going on in the mind of the man before him and could hardly understand the real reason for that gentleman's quietly rising and turning the key in the door. Putting the key in his pocket he seated himself near Mr. Douglas Dale and, hooking his left thumb in the left armhole of his vest, he said:

"Mr. Dale, you have asked me two very unusual and remarkable questions, and I am in doubt how best to reply. If I considered simply my own feelings I should make short work of both; but aside from the personal satisfaction such work would undoubtedly give me, I doubt whether any good would come of it. I will say this: Some seven or eight years ago, more or less, at all events you had been here only a short time, I heard you make some very disparaging remarks about a boy brought up in the country, and especially one who was born on a ranch. The boy you had in mind was Duff, and you said some mighty nasty things about him, as untrue as they were nasty. When you began I knew what was coming and I motioned to the stenographer, who at my request took down word for word what you said." He went to a desk, took out the paper and read what has already been given. "You said he was a gawky full of angles. He wasn't. You made fun of his clothes. They fitted him better and were better than yours. You said he looked like the devil. He didn't; there wasn't the slightest resemblance between you.

You told about his leaning against the corner lamp-post and smoking two-for-fives. He didn't then and he doesn't now. You laughed at his 'particular huckleberry.' I need not tell you that his will compare favorably with the 'huckleberry' I saw you with no later than day before yesterday—after dark! You charged him with talking through his nose. He doesn't; and I need not tell you the short word we give to such statements. He was clumsy, you said. He had big feet and acted like a bucking bronco; and that same little word of three letters meets the condition of every statement. You didn't describe him at all in your three hundred words and he did you when he said you were 'a d--d jackass!'—just three.

"Now, Mr. Dale, you are right in supposing that I have influence with the firm. I have; but there is another man in the house who, just now, has a great deal more. He's been with us for about eight years. In those years he has been faithful, industrious and honest. He has never pretended once to be what he is not. He doesn't lie, nor get drunk, nor gamble, nor walk with his 'particular huckleberry'—after dark! Clear through he is a first-class man and in whatever way we look at him we are convinced that he is by all odds the best man for the place, and he's going to have it because he deserves it. He doesn't know yet that he's going to have it and he isn't going about trying to find a pull and insulting respectable people by offering them money to let him get hold of the string. His name is Duff—John George Duff. He came here with his fingers all thumbs and in eight years by a strict attention to business he, a week from to-day, is going to be promoted to a responsible position at \$3,000 a year. Mr. Dale, I bid you good evening."

Richard Malcolm Strong.

### Take Your Share of Responsibility.

Young man, if you mean ever to rise out of the ranks, you've got to take your share of responsibility. Shirk responsibility and you will always be a private.

This world is just full of men and women who are willing to work reasonably hard for eight or nine or ten hours a day, but do not take their share of responsibility. They do things only half well—or not on time—do not finish them—require constant pushing to do what they know well how to do—leave some part to be completed by the one next above them.

By taking one's share of responsibility we mean taking some of the worry that goes with all work—seeing, not only that it is well done, but that it is finished, leaving no loose ends to snarl.

High salaries are paid to certain men, not on account of the prodigious amount of work they can do, but because they are both willing and able to take responsibility. Some one must take it—in the smallest business as well as in the largest.

In your business some one must see to it that goods are re-ordered before they run out—that goods are

not overlooked in the store room—that over-stocks do not accumulate—that fore-thought is used to provide goods and advertising for a special sale—that copy goes to the printer on time—that bills are paid when due, and a dozen other things.

Naturally the head of the house must take responsibility for all in a sense, but he shortens his own life and hurts his own development if he does not try to train those under him to take their share. They will be better men for themselves as well as for him if they form the habit of taking their share of responsibility.

If a boy is told to sweep out, he shirks responsibility when he fails to get the dirt out of the corners and behind the counters as well as in show places. He forces his employer to prod him into doing that which he knew well how to do.

When a thing is given you to do DO IT—do it as well as it can be done by anyone—or step forward manfully and say you can not.

Above all, if you find you can not handle the task that has been given you, never keep silent in the hope that the boss will forget about it. Maybe he will this time, but if you shirk responsibility once you will shirk it again. You will form the habit of shirking.

Be sure you are not taking your full share of responsibility until your superior can feel that when he gives you a thing to do he need not worry about it—that it will be done and done right.—Butler Bros.' Drummer.

Why Ice Does Not Sink.

It is one of the most extraordinary things in this extraordinary world, writes Henry Martyn Hart in a magazine, that water should be the sole exception to the otherwise universal law that all cooling bodies contract and therefore increase in density. Water contracts as its temperature falls and therefore becomes heavier, and sinks until it reaches 39 degrees. At this temperature water is the heaviest; this is the point of its maximum density. From this point it begins to expand. Therefore in winter, although the surface may be freezing at a temperature of 32 degrees, the water at the bottom of the pool is six or seven degrees warmer.

Suppose that water, like everything else, had gone on contracting as it cooled until it reached the freezing point; the heaviest water would have sunk to the lowest place and there become ice. Although it is true that eight pints of water become nine pints of ice and therefore icebergs float, showing above the surface an eighth of their bulk, still, had the water when at the bottom turned into ice, the stones would have locked it in their interstices and held it there, and before winter was over the whole pool would become solid ice and all the poor fish would be entombed in clear, beautiful crystal.

Do not take it for granted that the one from whom you buy goods is making an enormous profit and can afford to be mulcted at every turn.

Hardware Price Current

Table listing hardware prices including Ammunition (Caps, Cartridges, Primers, Gun Wads, Loaded Shells), Axes, Barrows, Bolts, Buckets, Butts, Cast, Chain, Crowbars, Chisels, Elbows, Expansive Bits, Files, Galvanized Iron, Gauges, Glass, Hammers, Hollow Ware, Horse Nails, House Furnishing Goods, Japanned Tinware, Nails, Rivets, Roofing Plates, Sashes, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Melny Grade, Tin-Allaway Grade, Traps, Wire Goods, Wrenches.

Table listing iron and metal prices including Bar Iron, Light Band, Nobs-New List, Levels, Metals-Zinc, Miscellaneous, Molasses Gates, Patent Planished Iron, Planes, Nails, Rivets, Roofing Plates, Sashes, Sheet Iron, Shovels and Spades, Solder, Squares, Tin, Tin-Melny Grade, Tin-Allaway Grade, Traps, Wire Goods, Wrenches.

Crockery and Glassware

Table listing crockery and glassware prices including Stoneware (Butters, Milkpans, Stewpans, Jugs), Lamp Burners, Mason Fruit Jars, Lamp Chimneys, Rochester, Oil Cans, Lanterns, Coupon Books, Credit Checks.

## DRY GOODS

### Weekly Market Review of the Principal Staples.

Much to the surprise of the retailer brown has been about the best selling color this spring. It took very well in the winter, but when the buyers made their purchases for this season they figured brown as a winter color and, thinking it would not be much in demand, placed their orders accordingly. It is said that when brown became popular many of the mills had the undesirable shades dyed this color. According to the opinion of various dress goods buyers brown will be in vogue in the fall. One new shade is called "onion brown." It is a question as to how it will take with the public. The retailers had a few pieces of this color in the spring, but so far they have not met with favor. It is also to be seen in the new lines of trimming and it is more appropriate for this class of goods.

**Cotton Dress Goods**—The poplaine weave is still in favor for late fall wear. The poplaine weave is similar to a weave in a pique, although in a pique the fabric is generally produced with two warps, while in a poplaine weave only one warp is necessary. The poplaine idea originated in a Fall River mill. The original idea was made with an 80s warp and an 8s filling in a piece dye only. The original fabric was called poplaine de soie. It was given this name probably because it was the first high sounding title that entered the mind of the maker. Since the introduction of poplaine de soie, fancy effects have been added to the original idea, but to the trade it is connected with the poplaine cloths.

**Wool Dress Goods**—The primary market is busily engaged upon lines for spring, 1905, but as yet too little is known to permit a statement of the styles. For fall and winter plain materials are certainly holding first place and promise to continue so on account of the trend of styles abroad. The shades that are finding most favor are about in the following order: tans, browns and navy blues stand first—creams, mole skin, light blue, maroon and greens next, and reds and purples third. In regard to the range of fabrics that are in best demand, broadcloths seem to lead by considerable, unless we take voiles, crepes and summer dress goods under one heading—next to these come zibelines in plain colors, mixtures and suitings, and then prunellas, cashmeres, jacquards, etc. In looking over the style tendencies abroad with a view of ascertaining their possible effect on the demand in this country, both for the fall and next spring, we see that a good many almost invisible plaids of very sombre tones are being utilized this season: the dark grays that border on black and some plaid effects in the new mohair that come from the

weave rather than from the introduction of another color. Black, brown and blue tones are most favored.

**Underwear**—The firmness shown by raw wool of late has led a good many authorities to predict higher prices for woolen underwear, although this prophecy, as well as that relating to cotton prices, is readily accepted by some and ridiculed by others. Prices on the new wool clips will serve to settle this question in no slight degree, hence definite figures are awaited with more than ordinary interest by jobbers everywhere. Manufacturers might easily be influenced to ask higher prices for the manufactured goods, as they claim, with no small degree of reason, that the present prices for knit goods are lower than those which they would be justified in asking when to-day's manufacturing conditions are given due consideration. Knowing the jobber's disposition to keep out of the market following the establishment of higher prices wherever such a course is possible, it can be seen that the operator, unless pressed too hard by conditions in the staple market, will continue to do a fair amount of business at a small profit in preference to a small business at a large profit. As a matter of fact, the situation hinges on the willingness shown by the public to pay higher prices. If the retailer believed that his customers could be induced to pay increased prices for their underwear, the operator, through the jobber, would feel that his position was materially improved. As it is, however, buyers are holding out against higher prices, as they lack confidence in the public's willingness to meet an advance.

**Hosiery**—The hosiery market has shown up to good advantage during the last week, in view of the high prices asked for cotton goods. The manner in which many lines, notably the cheaper ones, have been cleaned up augurs well for future business. Fancy designs do not appear to be meeting with as great favor as they did last year, solid colors having come in for increased popularity of late. Fabric gloves are also turning out to be an interesting factor in retail trade, staple colors being in very good demand.

**Gloves**—The demand in gloves now is for the lightest possible. It requires an effort with most people in hot weather to wear a pair of kid gloves, and they are avoided. The ordeal of conforming to Fashion's behests and dictates is undergone by some people even when they severely censure themselves for their practice. A very attractive window display seen in Broadway recently was one made entirely of ladies' silk gloves. Moreover, the only gloves shown were whites. A window of nothing but white silk gloves is bound to attract attention. If a dealer has the courage and a deft window trimmer during some public occasion he should try a white silk glove window. It need not be up more than a single day, but it will most certainly interest the buying public in the glove stock. And the dealer may

## OVERSHIRTS



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**Duck Shirts, Negligee Shirts, Laundered Shirts, Outing Flannel Shirts, Wool Flannel Shirts.**

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

**P. Steketee & Sons, Grand Rapids**  
Wholesale Dry Goods

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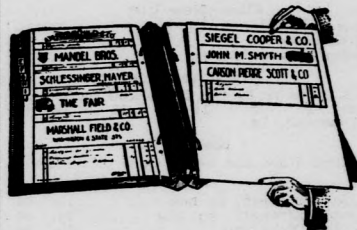


Per dozen is all we ask for our Lot 100 Plaid Coats. These are the EMPIRE make, which is the usual guarantee of full size and good fit. They are worth more money. We also have the "bargain store" article at \$2.25 per dozen if you want them.

Merchants' Half Fare Excursion Rates every day to Grand Rapids. Send for circular.

**Grand Rapids Dry Goods Co.**

Exclusively Wholesale  
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rest confident that he will be accomplishing two very desirably effective bits of advertising—namely, stealing a march on his competitor, who is afraid to attempt a window display of this nature or has not thought of doing so, and he will also be advertising his confidence in a line of gloves concerning which he is safe in urging to the very first place, white silk gloves. The general consensus of opinion is that white gloves will have the lead for summer wear this season. They are even now in such a strong position that little doubt exists regarding their continued leadership for the season. If you have not enough white silk gloves mix in a few white lisesles.

**Carpets**—The carpet situation remains unchanged. As yet the orders received from the salesmen on the road are not large and they are not expected to increase in volume until after the first of July. The prices in general are not satisfactory to the great majority of the manufacturers. None of the manufacturers seem inclined to cut under present prices for the purpose of inducing jobbers to buy. If any one was so inclined, the prices of the raw materials would deter him from such action, as the prices are so high and stiff that he could not replace old stock with new and manufacture at a profit. Distributors report a good business during the past week, especially in summer fabrics. Velvets have been in fair demand during the past week among consumers. The surplus stock of some manufacturers recently placed on the market has not yet been fully disposed of, and until it is sold it will act as a check on the sale of other fabrics of the same class which may be offered at regular prices. The new prices established at the opening of the season have not as yet proved attractive to the jobbers, who are still holding back orders in the hopes of a further decline. During the past year and a half some of these goods were advanced as much as 18 and 20c a yard. The recent reduction in prices and the high cost of the present supply of raw materials bring the present prices to about bedrock, and it is not probable that any further reductions will be made. If buyers continue to hold back their orders instead of weakening the prices as expected, manufacturers claim that that policy on the part of the buyers will have a tendency to strengthen prices, as it is not probable under present conditions that manufacturers will produce goods in anticipation of orders. The price of ingrain, as fixed at the last opening, is still agitating Philadelphia manufacturers, but as yet no plan has been formulated to prevent a recurrence next season. Some of the large manufacturers, while deploring the lack of courage and business foresight shown by some of their associates, deem it almost a hopeless task to attempt at present to unite them all in any movement to establish a profit yielding price list. They say that the only hope for the future lies in the profits being so small this season that all who wish to continue in the

business will, as a matter of self-preservation, be forced to act together the next season, regardless of the attitude of the Eastern manufacturers.

**Smyrna Rugs**—Manufacturers report a better demand, at present, for Smyrna rugs than has existed for the last six months. In this line of business all the indications point to a fairly profitable season.

**Smyrna Rugs**—Manufacturers re-week the demand for summer rugs has been very large. These goods are largely cotton and white is the preponderating color in nearly all. Sometimes it is white and blue; in others it is white and brown. Consumers have a large variety of patterns and colors to select from, but there are few shown in which white does not occupy a prominent place in the color scheme.

**Women's Waists for Fall.**

Manufacturers are busily engaged in getting their fall lines of waists ready. Some houses have quite a line to show, while others are just beginning. There is no reason why there should not be a big fall business. The vogue of the heavy white waist is over as a winter garment, and this fall silk, flannel, albatross and similar materials will take its place.

Some waist manufacturers believe messaline will be the favorite of the season. It has the appearance of a satin finished crepe de chine. The style of the dress waist is similar to the ones seen this spring. Broad shouldered effects, however, are preferred to the drooping shoulders. The sleeves are fuller and made with a deep cuff. A great deal of handwork is to be seen on the elaborate styles. Crepe de chine, chiffon, taffeta, peau de cygne, net and lace are also to be employed in the dressy waist.

The new samples of fall waists are made with just as much blouse as ever, and the buyers in the different department stores have great confidence in the blouse waist. The plain styles, however, will have sleeves with small, narrow cuffs.

The cheaper styles are the best sellers. The lawn waist can be retailed for \$1 and \$1.50. A buyer, when asked which waists are selling best, replied that on a warm day the lingerie waist is in the lead, and in cool weather the linen waist has first place. The demand for the linen waist has been exceptionally good this season. The backward spring has helped the sale of these goods; furthermore, they launder better than the other style.

**To Restore White Silk.**

A good way to restore white silk articles that have become yellow in washing is to dip them in tepid soft water containing to each quart a tablespoonful of ammonia water and a few drops of bluing. Wring them out and if still yellow add a little more bluing to the water until they are fully restored. Hang in the shade and dry partially, and press with a hot iron between folds of cotton while damp.

**The William Connor Co.**

WHOLESALE CLOTHING MANUFACTURERS

The Largest Establishment in the State

28 and 30 South Ionia Street, Grand Rapids, Michigan

Beg to announce that their entire line of samples for Men's, Boys' and Children's wear is now on view in their elegantly lighted sample room 130 feet deep and 50 feet wide. Their samples of Overcoats for coming fall trade are immense staples and newest styles.

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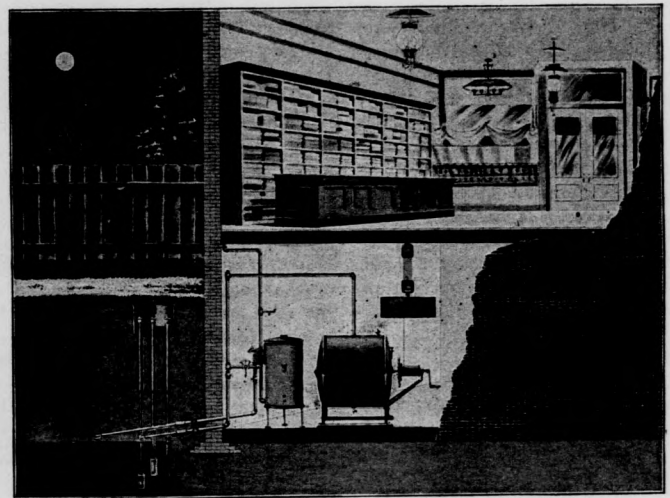
to which we trust you will give consideration as it means additional profit to you. Should this bulletin fail to reach you promptly we would appreciate a notification of the fact

When taking advantage of the perpetual trade excursion we invite you to make our factory your headquarters.

**Clapp Clothing Company**

Manufacturers of Gladiator Garments  
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is the best artificial lighting machine on the market today, and is therefore the cheapest.

We would be pleased to send you our catalogue and estimate on your store lighting.

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Senior Counselor, S. H. Simmons; Secretary and Treasurer, O. F. Jackson.

### BRAND FROM THE BURNING.

Experience of a Michigan Clerk in Chicago.

Written for the Tradesman.

The great white moon, riding high in the cloudless vault of Heaven, shed a silvery radiance across the rolling bosom of Lake Michigan, turned the beach sand into a dazzling strip of seeming snowflakes and gave strange fantastic shapes to the scraggly trees clinging to the edge of the great sand-dunes that raised their heads in an irregular line along the shore. The never-ceasing waves broke into phosphorescent spray as they reached the sand, far out on the broad expanse a ship's bell marked the time as the white winged vessel plowed slowly along with the soft wind, down the beach the brightly illumined pavillion filled with a merry crowd of dancers disturbed the serenity of the natural picture, but, taken all in all, it was an ideal night for wily Cupid. Couples wearied with the dance or finding more enjoyment with themselves dotted the sands, the great drift-logs forming convenient retreats.

Seated in a cozy nook formed by two great timbers, washed from the deck load of a passing barge in some long-forgotten storm, sat two lovers. The girl, the moonbeams sparkling her hair like a mass of jewels, in a conventional summer costume of cool linen, her straw hat lying by her side, rested easily against the broad side of a timber, streams of white sand slipping through her fingers, while the man sprawled at her feet, the smoke from a cigarette floating lazily above his head.

"Are you glad to go, Frank?" asked the girl, as she gazed wistfully over the lake to where the blue of the sky seemed to meet and mingle with that of the waters.

"I'd be tickled to death, girlie, if it wasn't for one thing, and that's leaving you. It's a great chance; the one I've been waiting for, but I hate to leave you, Mabel, even for a little while," he answered, as he flipped the ashes from his cigarette towards the water's edge.

The girl sighed pensively before replying and then whispered: "Yes, Frank, the thought of your going fills me with sadness, but it is all for the best. I know that you have grown too big for this place and the quicker you get to the city the more rapid will be your progress."

"That is the case exactly; the way the old man put it. He came to me last week and said: 'Frank, you've grown beyond us here. I've boosted

your salary to the limit and still you are not getting what is coming to you, so I am going to get you a chance where the field will be large enough for you to grow still more. I have written to Rosenbaum, Hohenstein & Co., of Chicago, to see what they can do and I am awaiting their reply now.' I thanked him for what he had done and said no more about it until he came to me this morning and showed me the letter in which they said that, on the strength of the boost that he had given me they would give me a show in the city salesroom until I was fit to go on the road. He asked me if I'd go for the salary mentioned and I told him that I would. To-day I wrote a letter of acceptance and will leave next Monday for the job. But don't you worry, Kid; when I told you that you were all the world to me there was no hot air about it and the bet holds good. As soon as I can get the price of a nice little flat in sight, it's me back to you and the wedding bells and you may bet something that if hard work will get the goods that time isn't far away."

"Don't be foolish, Frank," said the girl blushing prettily, let us go back to the pavillion."

"No, let us stay here. I'd sooner be with you alone down here than mixing with that bunch up there," and he raised himself high enough to place his arm around the girl's waist. For an hour they sat and talked as only lovers can, built their airy castles high and dreamed sweet dreams of the future. At last the dwindling crowd warned them that the night was wearing on and reluctantly they arose and strolled towards the car landing. The ride to the city was passed in retrospective silence and an hour later they bade each other good bye at the gate of her father's house. The days intervening until Frank's departure passed rapidly and the night he sailed away on the lake steamer for Chicago he left her on the dock with his kisses on her lips. She returned home to dream and wait for his return, but the little city seemed to have lost its charm with his going.

In his new field Frank rose rapidly. A few months in the salesroom of the house and he was placed on the road on an excellent route. He wrote frequently to the sweetheart at home and looked forward eagerly to the time he could return and claim her. After an interval, however, his interest waned. The goodfellowship that characterizes the road man settled upon him and the thought of giving up his freedom—he was honest enough to believe that he would be perfectly true if married—no longer had the same charm. His salary was raised, but still he put the matter off and gradually his love cooled. His letters became infrequent and no longer were filled with the honeyed words of infatuation.

At last he was offered an excellent position with a retail house in the city and he knew that the time had come to keep his promises. He tried to bring himself to do his duty, but the hold of the city was upon him

## Western Travelers Accident Association

Sells Insurance at Cost

Has paid the Traveling Men over \$200,000

Accidents happen when least expected  
Join now; \$1 will carry your insurance to July 1.

Write for application blanks and information to

GEO. F. OWEN, Sec'y

75 Lyon Street, Grand Rapids, Michigan

LIVINGSTON HOTEL



The steady improvement of the Livingston with its new and unique writing room unequaled in Mich., its large and beautiful lobby, its elegant rooms and excellent table commends it to the traveling public and accounts for its wonderful growth in popularity and patronage.

Cor. Fulton & Division Sts., Grand Rapids, Mich.

### AUTOMOBILE BARGAINS

1903 Winton 20 H. P. touring car, 1903 Waterless Knox, 1902 Winton phaeton, two Oldsmobiles, second hand electric runabout, 1903 U. S. Long Distance with top, refinished White steam carriage with top, Toledo steam carriage, four passenger, dos-a-dos, two steam runabouts, all in good running order. Prices from \$200 up.

ADAMS & HART, 12 W. Bridge St., Grand Rapids

## The Kent County Savings Bank

OF GRAND RAPIDS, MICH.

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

**3½ Per Cent.**  
Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 2½ Million Dollars

## ELLIOT O. GROSVENOR

Late State Food Commissioner

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

1232 Majestic Building, Detroit, Mich.

## GOLD IS WHERE YOU FIND IT

### The "IDEAL" has it

(In the Rainy River District, Ontario)

It is up to you to investigate this mining proposition. I have personally inspected this property, in company with the president of the company and Captain Williams, mining engineer. I can furnish you his report; that tells the story. This is as safe a mining proposition as has ever been offered the public. For price of stock, prospectus and Mining Engineer's report, address

**J. A. ZAHN**

1318 MAJESTIC BUILDING  
DETROIT, MICH.





and he could not do so. He continued to write for a time, but at last he ceased doing even this and, as the months slipped by, she passed almost completely out of his mind. She had written twice after he gave up corresponding, but when the letters were unanswered her pride forbade her to do more and she accepted the inevitable and turned to her own life in an effort to forget him.

His career was the same as countless of others in the great metropolis. For eight hours each day he was all business and then for a goodly portion of the remainder of the twenty-four the companion of men about town, a habitue of the clubs, taking occasional flights into the half-world and called by all who knew him a "royal good-fellow." He lived as did hundreds and, although his conscience suffered an occasional prick, he regarded his old love affair in the light of an infatuation of his youth.

One night, in company with several boon companions, he sought a well-known resort down State street to while away a few hours. They found an empty table and the liquor flowed merrily. It was a scene which only the city knows. The great mahogany bar, with its fittings of brass, stood out from a back bar of fancily carved wood and wonderful mirrors. The colored lights cast their beams about the place and the rich cut glass reflected them back in beautiful tints. A motley crowd filled the place. A few loungers lolled against the bar, but by far the greater number sat at ease about the small tables. Women, painted and overdressed, mingled freely with the men and the polite waiters threaded their ways skillfully between the groups with trayfuls of drinkables. Over all hung a cloud of tobacco smoke, which the rapidly revolving electric fans failed to dissipate.

As a clock somewhere tolled the hour of eleven a little figure entered the place and moved forward towards the thick of the crowd. A gown of ill-fitting blue, the waist of red showing through the front, failed to hide the charm of the lithe form and from beneath the deep bonnet, with its band of red, a face of beauty could be seen. Above the murmur of the merry-makers her sweet voice sounded clear in the usual cry of "War Cry, sir? War Cry?" As she approached the table at which Frank sat that worthy was deep in the recital of a racy tale to which his companions were listening with absorbed interest. None of them noticed the approach of the girl and Frank had reached the point of the story, when she said: "Would you like to have your mother hear you tell that story, sir?"

With shamed face he turned towards the Salvation Army lassie and, as he saw the face beneath the bonnet, he gave a start. So did the girl and slowly the blood mounted the faces of both. His mind moved rapidly. Once again he was sitting on the beach back at the little city which he had called home. At his side a girl sat and together they were

planning the future. Years had passed since then, but there was the same old love tone in his voice as he whispered, "Mabel."

"Yes, Frank," she answered, "you had better come with me."

Staggering slightly from the effects of his drinking, he slipped from his place at the table and, unmindful of the curious glances which were bent upon them, walked with her out of the door.

Years have passed since that night and in a beautiful home in a suburb of the city a couple have just reached a cozy sitting room after enjoying an excellent dinner. The father reads the last edition of the paper, while the mother arbitrates threatened war between the boys upon the floor. The room is handsomely furnished, but, in strange contrast to the remainder of the pictures, on one wall hangs a portrait of a young woman in the dress of a member of the Salvation Army. If you wonder why it is there, just look at the happy mother and you will see that her face is "The Face Beneath the Bonnet."

J. F. Cremer.

The manufacturers of leather goods are now busily engaged in getting their samples ready for fall, and each is endeavoring to bring out the bag that will make the hit of the season. It is expected that the bags will not be quite as large as those of last spring.

Man's extremity sometimes leads a man to find out what he can do.

**Rockford Boys Cross Bats With U. C. T.**

Grand Rapids, June 20—The United Commercial Travelers of Grand Rapids won the ball game at Rockford last Saturday afternoon. The score by innings was as follows:

U. C. T. . . . . 1 0 0 0 3 0 4 0 0—8  
Rockford. . . . . 0 0 4 0 0 0 0 0—4

Battery for U. C. T., Rockwell, Rider and Jones; for Rockford, Burrell and Mitchell.

We had the very finest treatment possible to give us. They met our boys at the afternoon train with the Rockford band and escorted us to the ball ground, and we would like you to give them a nice write-up, as they certainly deserve it for the fine treatment accorded the U. C. T. team.

Manager C. P. Reynolds is open for games with any Grand Rapids team or towns near Grand Rapids. Please give this your best attention and by so doing you will confer a favor on the U. C. T., as well as the writer. Make the puff for Rockford as strong as possible, as they certainly treated us fine.

**Gripsack Brigade.**

Detroit Free Press: John M. Fleming, formerly a salesman for the Universal Tobacco Co., has been given a verdict of \$579.53 against that company by a jury in Judge Frazer's court. The amount represents two months' salary.

A Bangor correspondent writes: W. B. Edmonds is being boomed by his brother traveling salesman for

President of the National Confectioners' Salesmen Association. The standing Mr. Edmonds has with the fraternity is quite liable to win him the office.

A traveling man tells a story of a clergyman who visited a hotel in Western Michigan and was astonished afterward to receive a visit from a delegation of labor leaders, who asked him to go to some other hotel because the bartenders' union had ordered a strike on that hotel and the hotel had been declared unfair.

**Recent Business Changes Among Indiana Merchants.**

Indianapolis—Essex & Terwilliger are succeeded by Hugh Essex in the grocery business.

Richmond—Railroad Store Co. has been incorporated under the same style.

Russellville—Lain & Sutherlin, dealers in buggies and implements, are succeeded by Sutherlin & Dodd.

Indianapolis—The Union Manufacturing Co., manufacturer of suspenders, is in the hands of a trustee.

Do not be offended when a draft is made on you for a bill that is overdue. It is your fault. The creditor is entitled to payment. Do not return the draft if it is correct. Pay it.

An ounce of prevention has cheated many a person out of the delights of being advised during convalescence.

It is better to live on a desert island with a parrot than to live in Paradise with a woman who pouts.

The advertisement is set against a black and white checkered background. At the top, the words "CLUB KING" are written in a large, stylized, outlined font. In the center, there is a circular illustration of a king wearing a crown and holding a scepter. Below the king, a large club of spades is depicted. The text "IT'S GOOD FROM START TO FINISH" is written in a curved path across the middle. At the bottom, a banner contains the text "G.J. JOHNSON CIGAR CO. CLUB KING GRAND RAPIDS, MICH." in various fonts and sizes.

## DRUGS

**Michigan Board of Pharmacy.**  
 President—Henry Helm, Saginaw.  
 Secretary—John D. Muir, Grand Rapids.  
 Treasurer—Arthur H. Webber, Cadillac.  
 C. B. Stoddard, Monroe.  
 Sid A. Erwin, Battle Creek.  
 Sessions for 1904.  
 Star Island—June 20 and 21.  
 Houghton—Aug. 23 and 24.  
 Lansing—Nov. 1 and 2.

**Mich. State Pharmaceutical Association.**  
 President—A. L. Walker, Detroit.  
 First Vice-President—J. O. Schlotterbeck, Ann Arbor.  
 Second Vice-President—J. E. Weeks, Battle Creek.  
 Third Vice-President—H. C. Peckham, Freepoint.  
 Secretary—W. H. Burke, Detroit.  
 Treasurer—J. Major Lemen, Shepard.  
 Executive Committee—D. A. Hagans, Monroe; J. D. Muir, Grand Rapids; W. A. Hall, Detroit; Dr. Ward, St. Clair; H. J. Brown, Ann Arbor.  
 Trade Interest—W. C. Kirchgessner, Grand Rapids; Stanley Parkhill, Owosso.

### Laboring Against Odds in a Small Town.

"Yes, it's nice, very nice," said the retired capitalist as he put the thousand dollar greenback he had been displaying back into a fat wallet. "It's not only nice to have such things about, but to look back and remember that I owe all I've got to the State of Connecticut."

"But why particularize Connecticut?"

"Because of its laws and because of its people. When I got my diploma as a pharmacist I went into business in that State. In those old days a druggist who started in business in a Connecticut town found forty old laws on the statute books to confront him and render his life miserable, and the stranger who opened business in a small town found all other business men against him. I got a corner store in a big village and began to hustle. The first thing I did was to take a full-page advertisement in a local paper. Can you believe that I was arrested for it?"

"On what grounds?" was asked.

"For unduly exciting the public! Yes, sir; the warrant read that I was seeking to stir up anger and excitement against public welfare, and I was fined \$10 and cautioned to go slow. I paid the newspaper \$30 for that advertisement, and yet the editor came out in the next issue and said it was evident that a dangerous agitator had settled in the community and ought to be carefully looked after.

"It was the proprietor of the other drug store who instituted the proceedings against me, and in revenge I marked all my patent dollar remedies down to 80 cents. That left a thumping big profit, as you know, but in less than thirty-six hours I was arrested again. The charge was that I was preparing to defraud my creditors. I proved that I hadn't any, but owned my stock and had \$1,500 in the bank, but the court held that there must be some sort of fraud in my knocking down prices, and I paid another fine. I realized by this time that they were after me, but I was

born of fighting stock, and I made up my mind to hang on."

"And the next move?"

"Well, I had a grocer next to me and a shoe store on the opposite corner. The grocer got four dozen bottles of cough medicine to peddle out, and the shoe man put a lot of sponges and tooth-brushes on sale. I at once bought two barrels of sugar and sold it at a cent less a pound than the grocer, and I got a case of boots worth \$3 a pair and gave every man his choice for \$1.50. I made those fellows tired of me in about three days, and they had me arrested for false pretenses. I turned about and hauled 'em up for selling goods not covered by their licenses, and they let go of me as if they'd picked up a hot potato.

"Meanwhile the other druggist was laying for me again. There was a law that every prescription should be filed with the town clerk, but not knowing of it, I had taken no steps. I pleaded guilty when arrested and was fined \$10 and costs. I wanted to get even, of course, and the chance soon occurred. He visited his store on Sunday to see that all was right, and I swore out a warrant and he had to fork over \$5. The law at that time even kept a man out of his own store on Sunday unless in case of fire or serious illness.

"A dry goods man went into toilet soaps and I bought and almost gave away calico enough to last that county ten years. When I had settled him a book store man took up Seidlitz powders and pills and I supplied the town with free paper and envelopes. I had got the better of him when I was fined for using obnoxious language. It wasn't anything I said, but a sign in the window reading 'You've All Got 'Em, but I've Got the Cure.'

"It was a cold-feet remedy, but the judge decided that the sign might refer to bugs and other things, and was at any rate calculated to shock sensible people. I paid the usual fine and shouldered my gun to get back at the chap who swore out the warrant. He was a furniture man and a church deacon, and after a bit I had him fined \$5 for obstructing the sidewalk with a bedstead.

"As to trade and profits, I hadn't any, of course, but as my expenses were light and my stock all paid for I could afford to hang on. When they had made a general boycott on me I used to go off fishing and hunting, and, queerly enough, I was arrested for that. Under an old law, which read that a drug store must be kept open during reasonable hours on week days, I was fined \$10 and costs. My rival was the man who caused it, and the very next day I got even with him. A chimney burned out and he rang the fire bell. The law read that any person ringing the bell unless there was a fire was guilty of a misdemeanor, and as there was no fire it cost him \$8 to square matters."

"But they let you alone at last?" was asked by one of the listeners.

"Yes, after a year or two more of it," replied the retired druggist, with a grim smile. "But I'm thinkin' that

most young men in my position would have gotten discouraged and thrown up the sponge. Perhaps you never heard that there used to be a law in Connecticut against the use of ambiguous language? Well, there was, and I was arrested and fined \$3 under it. A man came in with a sore finger and wanted to know if tar would heal it. I told him I doubted it, and that was defined as ambiguous.

"It was the furniture man who put up this job, and next day I had him up for cruelty to animals in keeping his dog in the store over night. In the last attempt to crush me the furniture man, the shoe store man, the grocer and the rival druggist were combined. A boy came down to the store with a sore heel, and I dressed it with a piece of courtplaster. They brought up an old law to prove that I had given 'medical aid and assistance' without having filed my diploma as a physician, and I paid something like \$25 for my charity.

"The laugh was on me, but not for long. I caught the old deacon out after 10 o'clock without a lantern and had him hauled up. The shoe store man got into a jaw with a drayman and I had seven counts of 'harsh and undue language' against him in the warrant. The grocer left a trapdoor open 'against public safety' and had to pay \$4 and costs, and the druggist was soaked \$25 under an ancient law which held that all salves sold for the curing of sores must be compounded by 'ye keeper of ye drug store himself.'

"And then you shook hands over the chasm and began to make your million and a half?" was asked as the retired druggist got up to go.

"Why, yes; that was the end of the attempted freeze-out, but I sold my store after a bit. There was no money to be made there."

"But how—how—"

"Oh, I got elected to the Legislature and stood in with the ring for two or three terms. It may not be quite a million and a half, but a few thousand dollars makes no difference one way or the other. I was telling you of my adventures as a druggist simply to point a moral."

"But what is the point?"

"Go into some other business if you want to make a million and a half!"—M. Quad in Chicago News.

The merchant, the preacher and the school teacher in each community are in about the same boat. All of them are trying to please the public and the public is hard to please. The people who do not like the merchant get even by trading at the other store. In time they get mad at all of the merchants and get back to the first store again. When they get mad at the preacher they stay away from church. They get even with the school teacher in the next school election. The editor does not care what they do, as he has the last word anyway.—Commercial Bulletin.

One of the things that a woman with brains never gets quite used to is the ease with which the woman without them commonly gets along.

### The Drug Market.

Opium—Is very weak but unchanged in price.

Morphine—Is steady.

Quinine—Is without change.

Cod Liver Oil, Norwegian—Is steadily declining.

Lycodium—Is very firm and another advance is looked for.

Menthol—Has advanced in the primary market but is unchanged here.

Sugar Milk—Owing to scarcity has advanced.

Oils Bergamot, Lemon and Orange—Have advanced on account of higher prices in primary markets.

Oil Lemongrass—Has again advanced and is very firm.

Oil Sassafras—True remains very high.

American Saffron—The market broke last week, but has again advanced, and is now higher than before with advancing tendency.

Jamaica Ginger—Is firmer on account of small stocks and an advance is looked for.

In the belt world there is much discussion concerning the belt which will be the proper thing for fall and winter. While the wide crush belt will probably be the most popular, there may still be some radical departure in the new style. The medium width is the best seller at present. One of the latest leather belts is made of two pieces of leather attached together in the center. When in the hand it gives a wave effect, but when put on fits into the lines of the figure. It is reported that back ornaments will not be so fashionable this coming season. This is not surprising, for the new belts will have to be made so they fit snugly to the figure, as they will be worn under a coat.

## FIREWORKS



For  
Public  
Display  
Our  
Specialty

We have the goods in stock and can ship on short notice DISPLAYS for any AMOUNT.

Advise us the amount you desire to invest and order one of our

### Special Assortments

With Program For Firing.  
Best Value and Satisfaction Guaranteed.  
See Program on Page 6, issue of June 8.

## FRED BRUNDAGE

Wholesale  
Drugs and Stationery

Muskegon, - - Michigan

## PILES CURED

**DR. WILLARD M. BURLESON**  
 Rectal Specialist  
 103 Monroe Street Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced— Declined—

Table listing various drugs and their prices, organized by category: Acidum, Ammonia, Aniline, Balaamum, Cortex, Extractum, Fiora, Folia, Gummi, Herba, Magnesia, Oleum, Resin, and Tinctures. Each entry includes a drug name and its price per unit.

Table listing various drugs and their prices, continuing from the previous table. Categories include Mannia, Sapo, Saps, and various oils and chemicals.

Drugs

We are Importers and Jobbers of Drugs, Chemicals and Patent Medicines. We are dealers in Paints, Oils and Varnishes. We have a full line of Staple Druggists' Sundries. We are the sole proprietors of Weatherly's Michigan Catarrh Remedy. We always have in stock a full line of Whiskies, Brandies, Gins, Wines and Rums for medical purposes only. We give our personal attention to mail orders and guarantee satisfaction. All orders shipped and invoiced the same day received. Send a trial order.

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 Canned Pears Package Coffee

DECLINED Spring Wheat Flour

Index to Markets By Columns

Table listing various market categories such as Axle Grease, Bath Brick, Confections, Dried Fruits, etc., with corresponding column numbers 1 through 10.

Table 1: Market prices for items like AXLE GREASE, BAKED BEANS, BATH BRICK, BROOMS, BUTTER COLOR, CANDLES, CANNED GOODS, etc.

Table 2: Market prices for items like Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmon, Succotash, Strawberries, Tomatoes, CARBON OILS, CHEESE, CHICORY, CLOTHES LINES, etc.

Table 3: Market prices for items like COCOA, COCOANUT, COCOA SHELLS, COFFEE, DRIED FRUITS, FARINACEOUS GOODS, etc.

Table 4: Market prices for items like LEMON BISCUIT SQUARE, LEMON WATER, LEMON SNAPS, LEMON GEMS, etc.

Table 5: Market prices for items like LINEN LINES, POLES, FLAVORING EXTRACTS, GRAIN BAGS, GRAINS AND FLOUR, etc.

Table 6: Molasses, Mustard, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Sausages, Rice.

Table 7: Salad Dressing, Saleratus, Salt, Diamond Crystal, Butter, Cheese, SALT FISH, Trout, Mackerel, Casings, SEEDS, Shoe Blacking, Snuff.

Table 8: Soap, Scouring, Soda, Soups, Spices, Starch, Syrups, Tea, Young Hyson.

Table 9: English Breakfast, Tobacco, Plug, Smoking, Twine, Vinegar, Washing Powder, Wicking, Woodware, Baskets, Bradley Butter Boxes, Butcher Plates, Oolong.

Table 10: Churns, Egg Crates, Faucets, Mop Sticks, Toothpicks, Traps, Tub, Window Cleaners, Wood Bowls, Wrapping Paper, Yeast Cake, Fresh Fish, Oysters, Hides and Pelts.

Table 11: Pelts, Tallow, Wool, Confections, Stick Candy, Mixed Candy, Fancy-In Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Quintette Chocolates, Champagne Gum Drops, Moss Drops, Lemon Sours, Imperial, Cream Opers, Italic Cream Bon Bons, 20 lb. pails, Molasses Chews, 15lb. cases, Golden Waffles, Fancy-In 5lb. Boxes, Peppermint Drops, Chocolate Drops, H. M. Choc. Lts., Dark No. 12, Brilliant Gums, Cryst. 60, O. F. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, Molasses Bar, Hand Made Cr's, Cream Butters, Pepp. and Wintergreen, String Rock, Wintergreen Berries, Old Time Assorted, Baster Brown Goodies, 30lb. case, Up-to-Date Assmt., Dandy Smack, 24s, Dandy Smack, 10s, Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jack, Pop Corn Balls, Nuts, Whole, Almonds, Tarragona, Almonds, Ivica, Almonds, California sft, Brazils, Filberts, Walnuts, French, Walnuts, soft shelled, Cal. No. 1, Pecans, Med., Pecans, Ex. Large, Pecans, Jumbos, Hickory Nuts, Ohio new, Cocconuts, Chestnuts, Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy H. P. Suns, Roasted, Choice, H. P. J'be, Choice, H. P. Jumbos, Roasted.



# The Summer Problem

## How to Solve It ?

---

Soon will begin a season when, if the merchant lets things take their natural course, outgo will be dangerously near--possibly even greater than--income.

To forestall that condition, there is a way--The Butler Way. To travel it demands but extra push and some goods particularly selected for tempting the jaded, summer, buying appetite.

We have such goods in plenty--varied enough to keep the summer offerings of the largest store continuously so spiced as to arouse the hunger of desire in the most satiated of buyers.

Besides the goods, our July catalogue describes in detail practical methods--not only for making trade in new things good but, also, for the use of those new things in turning stock odds and ends into ready money.

A request for the July catalogue will be especially interesting, for we'll know that it comes from the merchant ready with the Extra Push and that's the kind our catalogue is made for. The July catalogue is No. J509.

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# BUTLER BROTHERS

Wholesalers of Everything—By Catalogue Only

NEW YORK, CHICAGO  
ST. LOUIS

