

MICHIGAN TRADESMAN

PUBLISHED WEEKLY

TRADESMAN COMPANY, PUBLISHERS

\$2 PER YEAR

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JUNE 20, 1906

Number 1187



The water placed in goblet,
bowl or cup changes its
form to its receptacle.
And so our plastic souls
take various shapes
and characters of good or
ill to fit
the good or evil in the
friends we choose.
Therefore, be ever careful
in your choice of friends
and let your special love
be given to those whose
strength of character may
prove the whip
that drives you ever to fair
Wisdom's goal.

From the Japanese.



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A Telephone at Your Right Hand

Let that Telephone be the One that will Meet

All Your Requirements

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If you
have bark for sale
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Tanners' Supply Co., Ltd.

Widdicomb Bldg.

Grand Rapids, Mich.

Both Phones 1366

C. F. YOUNG, Manager

Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
Not Artificially Colored

Guaranteed to meet the requirements of the food laws
of Michigan, Indiana, Ohio and other States

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

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Commercial Credit Co., Ltd.
OF MICHIGAN
Credit Advices, and Collections
OFFICES
Widdicomb Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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Collection Department

R. G. DUN & CO.

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Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made every where for every trader.

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Correspondence Solicited

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The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3 1/2 Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

ELECTROTYPES

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

IMPORTANT FEATURES.

Page.	
2.	Kicks on Climate.
4.	Around the State.
5.	Grand Rapids Gossip.
6.	Window Trimming.
8.	Editorial
9.	Strength of Character.
10.	New York Market.
12.	Clothing.
14.	Ensures Liberal Profit.
16.	Married Men.
18.	Poultry and Game.
20.	They Lack Force.
22.	Woman's World.
23.	Art of Salutation.
24.	Duty of Employer.
26.	Make an Alliance.
28.	Corwin Crawled.
30.	Wanted the Money.
32.	Sudden Success.
38.	Dry Goods
40.	Commercial Travelers.
52.	Drugs.
43.	Drug Price Current.
44.	Grocery Price Current.
46.	Special Price Current.

DON'T GET FRIGHTENED.

There is something too much of the nervous and fearful about the present public appreciation of actual facts, in its contemplation of the reports made to our Government as to conditions and practices found in the establishments of the great packing companies in Chicago. No one expects that the reception of trainloads of cattle, sheep and hogs is to be attended without injuries to the live stock; it isn't believed that the shutes, pens and driveways of the stock yards are free from mud, dust and filth. The absolute impossibility of slaughtering and dressing meats without an appalling flow of blood is conceded, and taking the whole thing by-and-wide it is necessarily an unclean and repulsive business.

It would be quite as fair and wise to condemn all bakeries as hotbeds of filth, because flour and water must be kneaded together by men and machines; equally just and prudent to berate all factories where tomatoes, corn, peaches, cherries and other fruits and vegetables are canned, because bottles must be washed, fruits peeled and cored, vegetables pared and cooked.

Unfortunately, perhaps, it is a law of nature that we must eat; and there is a very powerful natural sense which tells us what best suits our taste. And when those of us who know what it is to prepare the various kinds of food for table use, calmly consider the various processes, even when the work is done at home, how we boil and scald, and brew and bake, cut off and cut out, and roast and fry and mix and season and watch with anxious impatience and manipulate in this way, that way and the other way, it is inevitable that, viewing the details en masse, we see as its companion array, a vast conglomeration of things most unpleasant, accumulations that have developed as we worked. Thus it comes about that this very view, many many times magnified because of the Government's reports on packing houses, stands up in front of us as the proba-

ble actual situation.

And there is another thing which adds zest to our imagination until, really, it is a very serious problem as to the wisdom of becoming vegetarians with raw fruits, fresh milk and water as the only accompaniments. The zest alluded to is given to us daily by the bacteriologists who are not physicians and the physicians who are not bacteriologists. The one sees millions upon millions of atoms visible only by aid of most powerful magnifying-scopes, and the other recognizes these things as peculiarly identified with all sorts of ailments which might, could, would or should have existed.

"Mrs. Mary Baker G. Eddy, author of Science and Health, with Key to the Scriptures," has declared—and hundreds of thousands of men and women have faith in her declaration—that Fear is the chief cause of physical troubles and the doctors, taking the cue, are, seemingly, working overtime to create Fear; so that, taking the proposition in its chief aspects, the only resource we have left is to look Fate in the face, eat what and when we choose and know that Fear engendered through official reports and miscellaneous gossip has no right to exist.

THE YONDOTECA FEUD.

Superior executive ability, great physical activity and mental force, together with manipulatory skill and courage, are chief among the essentials in the character of Col. Frank J. Hecker, of Detroit. He has been for years and still is a very strong man in business affairs. Moreover, the Colonel is "a good mixer," and when he locates his loyalty, the friend who wins it can bank upon it. Gen. Russell A. Alger gained Col. Hecker's friendship many years ago in connection with a financial battle and an industrial strife with the late Hiram Walker, and in each instance victory came to the Colonel.

Not very long ago William C. McMillan, Truman S. Newberry, Col. Hecker and his life-long friend and business partner, Charles L. Freer, purchased the Detroit Free Press. Otto H. Carmichael was placed at the head of the Free Press and things began moving.

Will McMillan coveted a seat in the United States Senate. Gen. Alger's health was in a precarious condition and there was a probable opportunity visible. McMillan, already fastened, politically, to Tom Navin, sought to swing the Colonel and his other associates in the same direction and friction ensued. The Free Press was not only indifferent but offensive, it was claimed, so far as Mr. McMillan's ambitions figured and, at last, about a week ago, the Detroit Evening News published a prolonged em-

phatic interview with Mr. McMillan, in which that gentleman scolded and declared that at the next meeting of the Free Press stockholders there would be a change in the management of that paper because he would dispose of his stock in the enterprise.

Col. Hecker is very decidedly not of the Tom Navin kidney and he is, openly and without qualification, a friend of Gen. Alger. The General is content with the honors he has received and, more than that, his regard for his family and home is pre-eminently above his ambition for public office. Now comes the other phase of the situation: Col. Hecker can see no reason why he may not be eligible to a seat in the United States Senate and Gen. Alger looks upon such an ambition with tremendous favor. Mr. Freer—the munificent donor to the United States Government of one of the most remarkable and valuable collections of art objects in this country and of \$500,000 for the erection of a building in which to house the collection—is also very much in favor of seeing his friend and partner in the Senate.

Meanwhile Mr. Arthur Hill and Mr. Wm. Alden Smith, cognizant of the foregoing facts, will not be at all surprised if, when the "uninstructed" counties enumerated in last Tuesday's Free Press get busy at the State convention, a condition should develop which will enable the Colonel to stand revealed as a dark horse. And it would be no new experience to see Messrs. Alger, Hecker and Freer going tandem in a race. And that they will "go some" must be expected.

Will McMillan will, of course, stay in the race and so we expect to see his record at the Yondoteqa Club at Detroit and at numerous other millionaire resorts in this country, together with reviews of his trips to Europe with his physician in attendance, glibly set forth at the convention; we expect to see accurate and informing details presented in regard to the twelve million dollar consolidation of the Michigan Car Co. and the Peninsular Car Co. and of the later organization of the American Car & Foundry Co. and, incidentally, perhaps, there may be a reference or two to "Kid Mayor" Navin's record.

The recommendation offered by the Tradesman is that all of these disreputable facts be ignored and that, so far as rival candidates are concerned, the fight be made on the relative merits of the men as good and able and honorable citizens of Michigan. This would necessarily exclude Will McMillan, because he is neither good, nor able, nor honorable. He is simply the heir to his father's millions, without possessing the brains, ability, shrewdness or sobriety of his distinguished progenitor.

KICKS ON CLIMATE.

Hardware Dealer Thinks Mother Earth Is Going Wrong.

Written for the Tradesman.

"I believe this good old earth is going to the bad," said the hardware merchant, sitting at his desk one chill afternoon in May. "It may be the spots on the sun, or it may be a change in the slant of the ball of fire and stone upon which man is putting up sixteen-story buildings for earthquakes to rattle about his ears, but it is something that does the job right. Here we are having winter in May. We had May in December. The procession of the seasons seems to be marching tail first and tipping things over as it butts along."

The commission man, who had stepped in for a chat, laughed.

"There must be something wrong with the furnace trade," he observed.

"Not that I know of," was the reply. "If autumn lingers until New Year's day, the householder knows that he will be buying coal in June, so he puts in his furnace just the same. No, I am not talking trade now. I really believe that Nature is, for some unaccountable reason, backing up. And the worst of it all is that you can not make the women of the house understand the changed conditions."

The commission man grinned. "I begin to understand," he said. "Took the woolen blankets off your bed, did she? Or set you to planting things in the garden?"

"Worse," declared the hardware dealer; "much worse. I expect there will be rough house before the changed conditions are catered to, but it's got to come."

"I see your finish," laughed the commission man.

"You don't need a telescope, either," said the hardware man.

"Well, get on with your story."

"When I reached home the other night I found the windows open and my wife moving blithely about in a Fourth-of-July costume. Now, I had been sitting over the register at the store all day, and had anticipated a cozy fire when I got home, so I was not exactly enthusiastic over the prospect. The children were hovering over a fire of sticks in the sitting room grate, warming their fingers at the feeble blaze. Of course I regarded the situation with suspicion and began an investigation of the radiators. I found them cold, of course. Then wifey came in and closed the windows, saying:

"Why, I hope you are not feeling cold! It's been so bright and warm to-day that I just let the furnace fire go out, and sent the grate off for repairs. You know the grate has been in bad shape for a long time. Really, I've been uncomfortably warm most of the day."

"I don't know what I said, for I felt like a man with the ague. I presume I remarked that it had been so warm that a little of the ice had melted off the walks, but that made no impression on wifey. When I asked her if she had saved out a

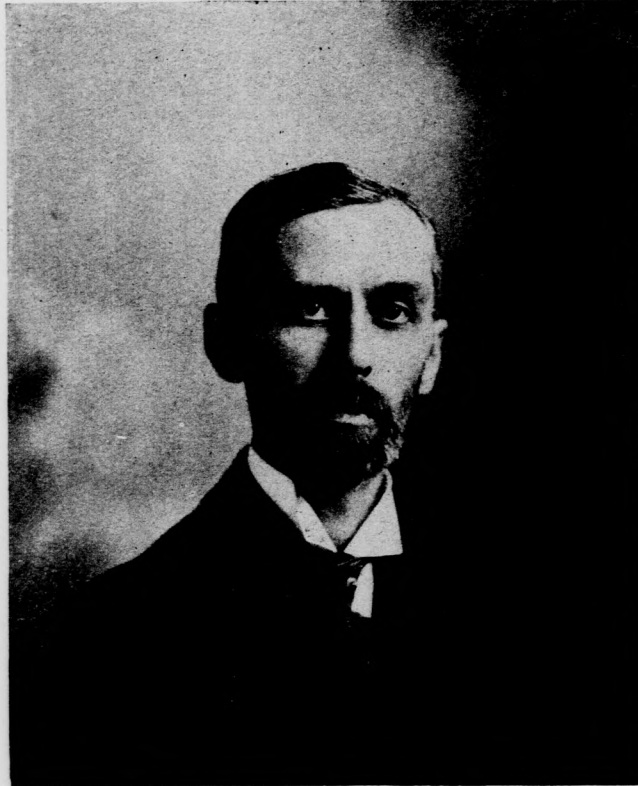
couple of cotton sheets for use on the beds, she only laughed, and declared that she had packed away only the heaviest bedding."

"There are others in the same boat," grinned the commission man.

"Wifey said that if I felt chilly in that warm room I might get out the oil stove. To this she added the information that there was not a furnace going in the street, and said I might go down to the repair shop and get the grate and build a fire and toast my head off if I wanted to. She said the children had been romping on the lawn all the afternoon, and that it would be perfectly absurd to build a furnace fire at that time of the year, so you see there was a string tied to her permission to introduce a little caloric into the house. There usually is when wifey gets busy in the merry, merry old spring-time.

about it. I guess I asked for a pail of ice to soak my feet in, suggesting that that would be an improvement on the temperature of the room, and also suggested that doctors were cheaper than coal. But what's the use? Wifey stuck to her guns, and when I got out my fur-lined overcoat she sat down by the open window with a palmleaf fan!

"And the mercury went down and down until I suggested that wifey prop it up with a stick. Say, that house had liquid air coppered both ways from the ace. Cold? It made me think of the hay rides we used to take on the farm when the snow spread out in the open fields, a surface spotted with diamonds, and the moon shone down on pretty girls in red hoods and young men who would have given all their small world for a kiss and sat there like great louts and didn't dare."



Lee M. Hutchins, Recently Elected Director of National Credit Men's Association.

"Now, I hate the smell of an oil stove, and I would freeze rather than have one in the house. I think I said as much, in my weak and timid way. When I asked her to get an ax to carve the roast she looked depressed, but she had the spirit of house-cleaning in her blood, and there you are. She declared that she had done perfectly right in letting the furnace fire go out, especially as there was likely to be a strike in the mining country and coal would go up before fall. Then she offered to get me a horse blanket and dope me with pepper tea."

"You talk," said the commission man, "as if you alone had all these troubles in the spring."

"By this time," continued the hardware dealer, "I was getting quite warm—under the collar. What's the use of running a house by the calendar instead of the thermometer, anyway? I can't find patience to talk

"You send that simile to a magazine," said the commission man, "and perhaps they'll print it on a page next to the soap advertisements."

"I'm not in competition with the magazine man," replied the hardware merchant. "I have an idea the habit grows on one, like the taste for base ball, and I'm going to let it alone. Well, I sat around the house several hours that night, waiting for some polar relief expedition to come and discover me, and then I went down to the club to dinner."

"That didn't help things any, you may be sure. There's an ice-tossed polar sea around my house this blessed minute, and I've got to go and buy a present of some kind in order to square myself. Talk about your frozen latitudes! My house is so cold that the frost cracks the plate glass in the windows."

"And that gives you the notion that the climate is changing?"

"Changing? You know what sort of winter we had! Well, now you just size up this spring. I guess the jolly old earth had taken the grip or something worse. They pastured cattle in Michigan through the winter in the '30's, and I reckon the old times are coming back, only there won't be any grass to pasture on if the winters come along in May and June."

"It's a bad case," said the commission man.

"Bad case?"

"Of the blues," said the commission man. "You get out your tackle and we'll go out and get some fish."

Then the hardware man's face brightened and in a moment the clerks were running the store, climate and temperature forgotten.

Alfred B. Tozer.

New Cure for Appendicitis.

"Much has been said on the subject of the treatment of appendicitis, principally with reference to the question whether, in a given case, an operation must be performed to save the life of the patient," says an eminent physician and surgeon who has recently been in Germany for the purpose of studying this disease. "It would doubtless be a great boon if a remedy could be found to make an operation unnecessary," continued the doctor. "Such a remedy, it is alleged, has been found under the name of 'collangol.' Collangol is a form of pure silver soluble in water, which is of recent discovery. The antiseptic property of silver has long been known. Based upon this knowledge, successful experiments have been made by some noted German physicians through the use of the soluble. The treatment, according to his statement, has yielded extraordinarily good results after three days. Excepting two very severe cases out of seventy-two which came under his observation, all were cured without any surgical operation. It is claimed that this treatment is very much superior to any other; and I am satisfied," says the physician, "in stating that every case of appendicitis, if early diagnosed, be it ever so acute and malignant, can be cured with collangol without resorting to the knife."

Running for 'Commodation.

Senator Hoar used to tell this story of an incident he witnessed on a Boston street car. It was about 11 o'clock p. m., the mystic hour when all law-abiding Bostonians lose their thirsts. The Senator happened to notice a man running after the car and vainly trying to attract the conductor's attention. The Senator notified the conductor, who stopped the car.

The belated passenger, who was somewhat under the influence of liquor, had no sooner climbed aboard than he delivered himself of the following remarks:

"Shay, Mr. Conductor, does thish road run to 'commodate the passengers, or the passengers run to 'commodate the road?"

Proverbs of Business.

Behold, the wise dealer is he that sitteth down and studieth the situation, and then getteth out and hustlet; yea, he shall increase his store.

The dealer that sitteth down and slumbereth while his competitor hustlet for business, verily he shall find his business slipping away like the water of the brook; he shall search diligently for it, but he shall not find it, for it is gone to water other fields.

The slothful man maketh the diligent weary; yea, he is a weariness to the flesh.

The dealer that advertiseth not his business, verily he shall have it advertised for him by the sheriff; and, while the buyers shall flock thither, they shall be like unto the vultures of the desert hastening to the carcass; yea, and he himself shall furnish the carcass.

I arose and looked out from my window, and behold, there was a man whose clerks were busy sweeping the sidewalk in front of his store; and within and without they were busy making it clean and bright.

The windows thereof were polished until they reflected the morning sun; the lamps were burnished, the implements were cleaned and well arranged, and verily the window displays were attractive.

The passers-by did stop to gaze and to marvel at the wondrous sights within, and verily they did gladly enter and buy to supply all their needs.

Yea, from morning until night the place was busy, and men drove up and drove away with implements of toil and chariots of pleasure, and manifold devices of divers kinds; and none went away empty, for they were all satisfied.

Harken unto me, ye young men, and give ear, ye that would find success.

Listen to the words of the Wise Man of olden time; for they are indeed full of wisdom, and even by reason of great age they have not lost their strength:

"Seest thou a man diligent in his business? he shall stand before kings; he shall not stand before mean men."—Implement Trade Journal.

Storekeeping as a Career.

Technically, the terms storekeeper and merchant are analogous, but commercially and practically speaking they are different. In trade the wholesaler and great retailer commonly are known as merchants, while the owner or keeper of a retail store of moderate size, located either in the large city, in the small city, or in the country town or village, commonly is known and classified as a storekeeper. Perhaps the best definition of storekeeper is "small retail merchant."

There are few callings more certain than that of the storekeeper. If he understands the fundamental principles of business he is certain of a livelihood and is reasonably exempt from failure, provided he is satisfied with a moderate income and does not overspread in business or in living. Most of the storekeeping failures are

due to marked inability, extravagance, carelessness, inattention or an attempt to do a larger business than the field warrants. Almost any boy of average ability and good habits who is willing to work and is reasonably cautious can become a successful storekeeper.

The boy best fitted to be a good storekeeper shows, even at an early age, a natural trading propensity. The sharp boy is likely to fail. No matter how much dishonesty pays, or seems to pay, in general business, it is essential that the storekeeper be honest. The customer he makes to-day is a customer he has to-morrow. The bulk of his trade is permanent and not transient. Sharp practice of any kind, although it may pay under certain large city conditions, is sure to be fatal to the success of local storekeeping. The storekeeper comes in direct contact with most of his customers. He knows them socially as well as in a business way. His personality counts as much as does his store. He is part of the goods he sells, and he must keep himself, as well as his goods, in good condition.

A common-school education is essential, and the boy should graduate from a high school, if possible. A college education will do no harm. Such training is likely to do him lasting good, but it hardly can be considered necessary. The world never forgets the good citizen. The world immediately forgets the man of money only. Go through our "Who's Who in America," and other books of men

of mark, and not one-tenth of 1 per cent. of those registered as worthy of having their names printed there are men who are known for their money.

Storekeeping should be encouraged. We need more small stores and fewer big ones. We need more men in business for themselves and masters of themselves. We need fewer salaried men and wage-earners and more men who, although at the head of their business, do part of the direct work themselves. I would advise every boy, whether he be of the city or of the country, who does not have a pronounced love and a recognizable ability for some professional calling, seriously to consider becoming a storekeeper and adding himself to the ranks of common responsibility.—Denver News.

Build by Methods.

Retailers should build up their business on approved methods. There is no greater business builder than satisfaction. Satisfaction leads people to coming again and again for their necessities and just so long as the charm remains, all other things being equal, you will hold trade. There are other essentials.

You can not give satisfaction unless you are a good buyer as well as an accommodating, genial merchant. You can not give satisfaction either to your customer or to yourself with poor help.

Price cutting is not one of the best ways to win business. On the contrary it is one of the implements of

destruction to a retail establishment.

Erratic changes in prices are frequently responsible for loss of custom. They also serve to unseat confidence in the stability of your business—in plain words, they lead to the impression that you are holding up your trade at times and then to stimulate more business you shave your profits.

Price tickets, marked \$10 and then mutilated with a red line and a new price of \$5, is the scheme of the fakir, but it may be adopted when holding special sales, if honestly used.

Methods may be used to draw people to your establishment rather than slashing prices.

When you find something useful, cut it out and place on file to be considered and perhaps put into use when possible.

Be a better merchant; buy closer, sell closer, and establish a reputation for selling quality at fair prices.—Commercial Bulletin.

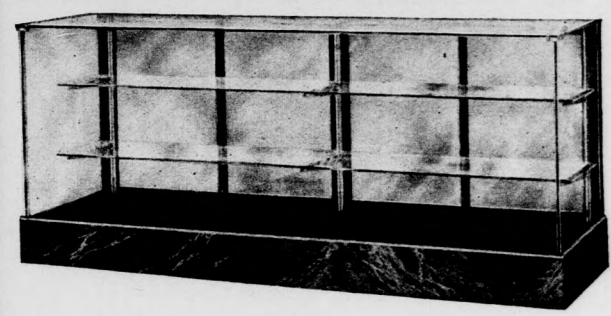
His Chance.

"I never would marry a doctor," said the grass widow who had kept him in a corner for over an hour. "Where are you going?"

"To study medicine," he replied with a sigh of relief.



Money Getters
Peanut, Popcorn and Combination Machines. Great variety on easy terms. Catalog free.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati



No. 57

Retailing and Re-equipment Plans

Let us concern ourselves with both for the success of one is dependent largely upon proper attention to the other. The question is, What will you do?

The "when" is a matter to determine upon.

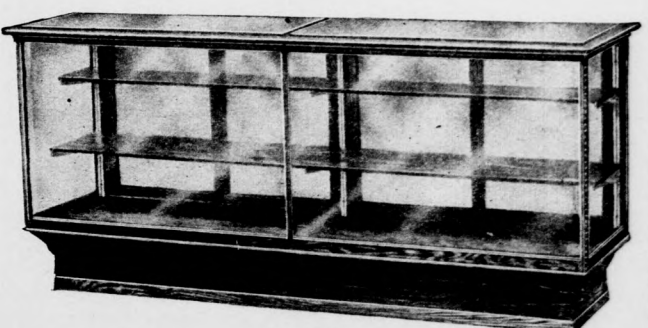
Let us have a little private conference, and as a preliminary just write us a word about your situation.

Remember you'll be foolish to spend a cent more than is necessary. If we submit you any proposition that looks padded—well, the waste basket is handy. To tell the truth, we've about all we can do handling legitimate business. The time to begin is NOW, as you know.

Grand Rapids Fixtures Co.

South Ionia St.
Grand Rapids, Mich.
NEW YORK OFFICE, 724 Broadway
BOSTON OFFICE, 125 Summer St.
St. LOUIS OFFICE, 1019 Locust St.

We show our narrow rail Sundries Case No. 63 and our All Plate No. 57. We've everything to go between, behind and all around.



No. 63

A Case With a Conscience



Movements of Merchants.

Menominee—Victor Lundgren succeeds E. L. Forsyth in the drug business.

Ludington—Cyrus Jarrett, jeweler, has purchased the jewelry stock of A. Decker & Co.

Calumet—Olson Bros., shoe dealers, have sold their stock to Henry Sorinski, who will continue the business.

Freeport—VanDusen & Weekes, meat dealers, have dissolved partnership. Mr. VanDusen will continue the business.

Onaway—John Schuster has retired from the firm of Frank Peterson & Co., meat dealers. Mr. Peterson will continue the business.

Benton Harbor—The Puterbaugh & Downing Co. succeeds the Puterbaugh, Weaver & Downing Co. in the clothing business.

Petoskey—The Clark Shoe Co. has purchased the shoe stock of G. F. Brackett & Co. and will consolidate that stock with its own.

Algansee—Bert Diment has traded his interest in the firm of Safford & Diment for the farm of Ernest Gage. The new firm will be known as Safford & Gage.

Cadillac—Frank L. Nixon has purchased the interest of his partner in the F. L. Nixon & Co. cigar and tobacco business and will continue same in his own name.

Marquette—H. A. Martin has secured the services of Nellie B. Smith as manager of his bazaar store, having closed out his dry goods stock. Mr. Martin will give his attention to other business.

North Branch—E. J. Van Sickland has purchased the stock and good will of the Clifford Drug Co. and taken possession of same. M. J. and James Ryan formerly proprietors, will return to Detroit.

Battle Creek—A corporation has been formed for the purpose of conducting a general merchandise business under the style of the Sterling Bros. Co. with an authorized capital stock of \$16,000, all of which has been subscribed and paid in in cash.

Woodland—D. B. Kilpatrick has sold his drug stock to C. D. Garn and will retire from business on account of ill health. Wesley Meyers, who has acted in the capacity of clerk for Mr. Kilpatrick for the past twenty-six years, will retain his position in the store.

Dennison—Lewis W. Moore, who has been clerking in A. H. Parkhurst's store at Nunica, has purchased the interest of Mrs. Minnie F. Golden in the general stock at this place. This store was operated by M. C. Golden at the time of his murder in April last.

Berrien Springs—Frank B. Ford has sold his hardware stock to A. E. Wilson, who has been in his employ for the past two years, and Thos. A. Horan, of Niles, traveling salesman for the VanCamp Hardware & Iron Co., of Indianapolis. The business will be

conducted under the style of the Wilson Hardware Co., with A. E. Wilson as manager. Mr. Ford has disposed of his stock in the other departments of his store and will retire from business.

Owosso—Clair H. Barrett, of Jackson, will succeed H. N. Ainsworth in business. He will organize a stock company and continue the hay and fuel business. Mr. Ainsworth retains stock in the new company and will remain in Owosso, but will not be actively connected with the firm.

Edgerton—Fire recently destroyed the general store of E. W. Bratt, who lived in the rooms over the store. All his household goods, as well as his stock of merchandise, were burned. His loss will be about \$3,000 with \$2,000 insurance. It is believed the fire was caused from a spark from a passing engine on the G. R. & I. road.

Fife Lake—A corporation has been formed under the style of the Walton Cranberry Co. with an authorized capital stock of \$20,000. The marsh is located at Walton and the home office at Madison, Wis. The officers of the company are: President, L. H. Haskins; Vice President, A. S. Horton; Secretary, C. H. Tenney; Treasurer, F. W. Arthur.

Holland—Robert DePree, for the past two years employed as bookkeeper for the Holland City State Bank, has resigned his position and purchased a half interest in the drug stock of his brother, Cornelius DePree. He will take full charge of the business as his brother will devote most of his time to the business of the DePree Chemical Co.

Muskegon—A final meeting of the creditors of the Muskegon Cutlery Co., bankrupt, will be held at Grand Rapids June 26 at the office of the referee in bankruptcy. The creditors will examine and pass on the final report of the trustee, R. H. Browne, which shows \$1,294.82 on hand for distribution, and will also decide on declaring and ordering paid a final dividend.

Manufacturing Matters.

Kalamazoo—The Kalamazoo Paper Box & Card Co. has changed its name to the Kalamazoo Playing Card Co.

Deerton—The Tioga Lumber Co. will manufacture 5,000,000 feet of lumber this summer, its first season, 2,000,000 feet of this being hemlock and the remainder equally divided between pine and hardwoods.

Menominee—The Prescott Company will this summer manufacture five complete sawmill outfits for the imperial government of Japan, the deliveries to be made next fall.

Lansing—The Whitney Couch Manufacturing Co. has been incorporated to manufacture couches. The authorized capital stock of the company is \$1,000, all of which has been subscribed and \$250 paid in in cash.

Corunna—A corporation has been formed under the style of the Eureka Coal Mining Co. for the purpose of manufacturing mineral and coal. The company has an authorized capital stock of \$50,000, of which amount \$2,000 has been subscribed and \$75 paid in in cash.

Sagola—The Sagola Lumber Co. is employing 100 men in its mill and yards at this place and fifty men at the logging camp in Ontonagon county. Ten carloads of lumber are daily shipped to the Eastern and Southern markets.

Charlotte—A corporation has been formed under the style of the Standard Lamp & Manufacturing Co. to manufacture lamps, with an authorized capital stock of \$30,000, of which amount \$20,200 has been subscribed and \$3,000 paid in in cash. The operations of the company are to be carried on at Chicago.

Birch—Electricians have completed the wiring of the sawmill plant of the Northern Lumber Co. As soon as the necessary force can be obtained a night crew will be put on at the mill. A consignment of 6-inch water pipes has been received. Two 250-gallon a minute pumps will be installed and ample fire protection afforded.

Dollar Bay—The Dollar Bay Land & Improvement Co., a subsidiary concern of the Bigelow syndicate of copper mines, is building a sawmill at this place, with a capacity of 25,000 feet of lumber daily, which will later be increased to 40,000 feet. The plant is well advanced and may start operations July 15. The product of the plant will be consumed mostly by the Bigelow mines.

Saginaw—E. A. Williams, credit man for Phipps, Penoyer & Co. for several years, has gone to Green Bay, Wis., which will be his future home, he having been appointed manager of R. G. Dun & Co. for Northwestern Wisconsin, with headquarters at Green Bay. He sold his home on Cleveland street to O. C. Tracy. Mr. Williams is a native of Green Bay, although he has spent the greater part of his life in this city.

Belding—The Ballou Basket Works has been merged into a new corporation under the style of the Ballou Manufacturing Co. The change has been brought about by the acquiring of the right and title to the patent known as the Demorest cement mixer. New and up-to-date machinery is being installed for the manufacture of the mixer and orders are already pouring in rapidly. W. B. Travis, who is traveling in the West in the interest of the Ballou Basket Works, sold one machine in three hours after he had heard of the deal and three more during the past week, with the assurance that if the machine proves satisfactory orders for not less than 13 more will follow at once. A. L. Marvin will represent the company in Eastern territory and every effort will be made to push the business as rapidly as possible. The company will continue to make canvas cases and baskets as heretofore.

Summer and Builders' Hardware Still Active.

Contrary to their custom in former years the retail hardware dealers are still making heavy purchases of summer goods, and there appears to be no sign of a diminution in the demand, which usually ceases abruptly about June 1. The building interests are buying extensive equipments of builders' hardware. Merchants' tools are

also selling freely, and jobbers are experiencing great difficulty in meeting all demands, as their stocks have already been depleted in meeting the requirements of retailers.

Manufacturers, moreover confess that they are wholly unable to keep pace with the contracts which are pouring in upon them. Prices remain at previous figures, which are generally considered to be at a normal level, and the very fact that there is no shading in quotations is inducing many buyers to increase their purchases in the belief that they will gain nothing by withholding their business until later in the summer season.

The demand for wire cloth and netting is heavy, and filling-in orders for all classes of summer goods are still being placed by the jobbers, who, in turn, are trying to meet the renewed demands of the retailers. Deliveries on wagon malleables are now being made more promptly, but the nut and bolt makers are still unable to ship within a reasonable time after booking orders.

With the crop outlook more than satisfactory, there are no disturbing factors in sight, and it is expected that business will continue satisfactory throughout the remainder of the year.

Will Not Learn.

Adhering to its old, old policy of stubborn indifference and contempt for the business men and interests of Grand Rapids, the Grand Trunk Railway still refuses to amend its agreement with the Crosby Co. to the extent that will permit that company to enter into a freight traffic arrangement with the boats of the Grand River Line.

There are certain classes of freight, originating in Milwaukee and in cities west and northwest of the Wisconsin metropolis, now very largely shipped to Grand Rapids by way of Chicago and the Goodrich boats to the boats of the Grand Rapids & Lake Michigan Transportation Co. at Grand Haven. All of this traffic might be brought direct from Milwaukee to Grand Haven were it possible for the Grand Trunk officials to see an inch or two beyond their bulbous noses. More than that, if the bloomin' Johnnies would only astonish themselves by giving Grand Rapids business interests the consideration they bestow upon the best interests of other cities, they would very quickly find a large increase of business from this point.

But no. The fact of the matter is they learned long ago that Grand Rapids business men are no sycophants; the dinky derby hats too large for the bull-necked, pipe-smoking Cannucks who cringe and crawl when Sir Charles or Sir John or Sir Something Else winks have no special value—according to English estimates of value—in the eyes of Grand Rapids and the remittance men are chagrined. They are "vexed doucher-know" and haven't the discrimination to see that they are, by their persistent opposition to Grand Rapids, merely biting their own noses to spite their faces.

Go it, Johnny Bull! Grand Rapids will be alive and well centuries long after you have been forgotten!



The Produce Market

Asparagus—Home grown fetches 65c per doz.

Bananas—\$1 for small bunches, \$1.25 for large and \$1.75 for Jumbos. Receipts continue rather light and prices are firm. The demand has been somewhat curtailed by the unfavorable weather, but should the hot weather come soon it would doubtless increase.

Butter—Creamery is in strong demand and large supply at 21c for extra and 20c for No. 1. Dairy grades are in moderate demand and ample supply at 16c for No. 1 and 13c for packing stock. Receipts of creamery are of moderate volume for this season of the year and goods are of the finest quality. Large amounts continue to go into storage, and the tone of the market is firm.

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

Celery—Home grown is now in market, commanding 25c per bunch. It is small, but will soon be larger.

Cherries—Sweet fetch \$1.75 for 16 qt. case. Sour command \$1.50 for same sized package.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—50c per doz. for home grown hot house.

Eggs—Local dealers pay 15c case count delivered. Values are steadily maintained. Receipts are not quite as heavy as for some time recently, but hold up pretty steadily. Large quantities of eggs are being sold daily for immediate consumption and the storage demand continues active.

Green Onions—Silver Skins, 15c.

Green Peas—\$1 per bu. for early Junes and \$1.25 per bu. for Telephones.

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

Lemons—The market is strong at \$5@5.50 for either Messinas or Californias. The season of largest consumption of lemons is pretty well on us now and there are possibilities of still further advances.

Lettuce—60c per bu. box.

Musk Melons—Texas Rockyfords command \$4@5 per crate of 45 to 54.

Onions—Texas Bermudas, \$1.75 per crate for Yellows and \$1.90 for Silver Skins.

Oranges—California navel, \$5@5.25; Mediterranean Sweets, \$4.25@4.50; Late Valencias, \$5@5.25. There are no navel oranges being received now, nearly all the offerings consisting of Mediterranean Sweets, seedlings and Late Valencias.

Parsley—30c per doz. bunches.

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

Pineapples—Cubans command \$2.85 for 42s, \$3 for 36s, \$3.15 for 30s and \$3.25 for 24s. Floridas fetch \$2.85 for 42s, \$3 for 36s, 30s and 24s.

Potatoes—Old stock is steady at 60@75c. New stock from Texas is in better demand at \$1.25.

Poultry—The birds are coming in in large quantities and the market is weak. Large, fat hens have declined 2c a pound and broilers the same amount. Receipts of broilers, which up to a few days ago had been lighter than usual at this season of the year, have suddenly grown heavy. Yearling roosters under 4 pounds are off 1@2c a pound and ducks are 1c a pound cheaper with small hens 1@1½c lower. There has been a decline of 25c a dozen on live pigeons and of 25@50c on squabs.

Radishes—12c per doz.

Strawberries—\$1.40@1.60 per case for home grown. The crop is very short, local dealers being unable to obtain enough stock to meet their requirements.

Tomatoes—\$1.25 for 4 basket crate and \$2.75 for 6 basket crate.

Water Melons—Continue to arrive from Florida and Texas and sales are increasing daily with the receipts. The melons are of superior quality and the crop is said to be a bumper one, both as regards size and quality. Prices range from 20@30c.

Wax Beans—\$1.75 per bu. box.

The Grain Market.

So far as wheat prices are concerned there has been very little change for the week. There are some reports of damage from rust in the Northwest and the Hessian fly in the winter wheat belt, but they have been largely offset by the elegant harvest weather in the Southwest and the break in the price of coarse grains. The visible supply has shown a decrease for the week of 1,620,000 bushels. The tendency just at present seems to be for lower values.

With reference to corn, the extremely high price has been broken about 1@1½c from top. No. 3 yellow corn can now be had from the West at from 56½@57c per bushel. The movement is not large, however, and will not be the balance of June, as farmers are busy with other work and can not spare the time just at present. The visible supply showed an increase for the week of 630,000 bushels. It is arriving in good condition; in fact, there is very little chance to take on shipments from this on, provided the grain is in fair condition on shipment.

Oats are firm, especially for cash grain, which is still bringing 43¼c for No. 3 whites at Detroit, but Chicago markets have declined about 2c per bushel from top. There has not been as lively a movement as might have been expected, sellers still looking for a further advance and holding back as usual.

L. Fred Peabody.

Bankrupt Sale.

June 26, at three o'clock p. m., at the third floor of the Post block, Battle Creek, Michigan, I will sell, under order of the United States District Court, at public auction, the fixtures and stock of Alexander G. Calder, bankrupt tailor. Inventory, about \$1,000. Ira A. Beck, Trustee.

H. H. Rodenbaugh, druggist at 601 Cherry street, will remove his stock to Manton, where he will open a new store.

The Grocery Market.

Tea—The entire list is steady to firm. No changes in price have occurred during the week, although a given sum buys a poorer quality in some lines than it did a few weeks ago. Firm cables from Japan have been received during the week, but the markets on the other side show no change.

Coffee—Exchange in Brazil has again gone up, and the currency price of coffee there has naturally declined, but even so the cost and freight price are left at a high pitch, making business between Brazil and this country impossible. The seaport stocks of coffee in the United States are now about 500,000 bags less than a year ago (invisible supplies have shrunk considerably also) and stocks must decrease further unless Brazil should give way and meet this market, the disparity at present being very pronounced. Deliveries in Europe and the States continue to keep up in spite of hand-to-mouth trading. For the crop season the European seaport deliveries show about 10,000,000 bags (and deducting 600,000 to 700,000 bags transshipments as usual), the deliveries indicating natural consumption there of 800,000 bags per month. Deliveries in the United States for the crop year are about 6,750,000 bags; and with consumption in Brazil, River Plate, Africa and ports in Europe not counted in the monthly statistics, the actual consumption of the world is 17,000,000 bags, with the promise of continued steady increase. With such a quantity of coffee required to meet consumption, even the largest crop stories from Brazil are not a menace at the present level of values. The coffee world at large desires a low price at the commencement of a new crop and is firmly calculating on it. But it seldom happens that what all expect and desire concerning a speculative article is accomplished. The very fact that so many wait for it defeats its very purpose. Regarding valorization, a very strong discussion of the subject is in progress in Brazil, and many there who predicted its failure are changing their minds.

Canned Goods—Corn is rather quiet at the moment, but the firm tone of the market is maintained. The leading Southern pea packers will probably make prices on their 1906 pack within a few days now. The general expectation, based upon the very unfavorable crop conditions and the prospect that the pack will not exceed 35 per cent. of an average is that the quotations will be even higher than those so far put out, which are considerably higher than last year's opening figures. Although there has been some improvement in the buying of tomatoes the purchases all reflect a disposition on the part of the buyers to keep close to their present requirements. In some quarters, however, it is held that the limits of the supply of the low priced stock have been nearly reached, and that with a continuance of the consuming demand upon its present scale prices are likely to show a decided improvement in the near future. The spot situation is materially aided by the strong tone of the market on fu-

tures. Present indications point to a higher packing cost this season. In canned fruits there is nothing of fresh interest to report. Opening prices on the 1906 California pack are expected soon, and in the meantime the market for the limited supply remaining from last year is very firm, although business is wholly on the hand-to-mouth order. Gallon apples and gallon rhubarb are both very firm. Salmon is still quiet, so far as first hands are concerned, but a steady improvement in the retail outlet is reported and the market for all grades remains firm. Advices from Eastport report that the run of sardies on the Maine coast is so far practically a failure and packers are reluctant to accept further orders. In some instances business has been turned down. The demand continues fairly active and the market is firm, all packers, it is said, being in a close agreement to maintain prices.

Dried Fruits—Currants are advancing on the other side, but on this side they are dull and unchanged. A few future raisins are selling at prices ranging from the opening figures before quoted to ¼c below. Apricots are extremely dull, both as to spot and futures. Prices are almost prohibitive, especially on futures. Spot prunes are slow and prices are held steadily. Stocks are light. Futures average 2¼c basis for Santa Claras, and about ½c less for outside goods. The demand is fair. Spot peaches are nearly out of the market, and there seems to be no demand anyway. Futures are slow at high prices that sellers say can not be shaded because of the growers' desire to get good rates for themselves.

Syrups and Molasses—The chance is that glucose will scarcely advance at this time unless corn should go even higher. Compound syrup is unchanged and in fair demand. Sugar syrup is in demand only with the mixers. The grocery demand is light. Molasses is in light demand at fully maintained prices.

Fish—There has been a very poor haul of mackerel up to date; so poor, in fact, that no general attempt has been made by the packers to name prices. Some of the new-caught fish have been offered at \$15 f. o. b., which is several dollars above last year's opening. No change has occurred in sardines, which are quiet. The catch has been very poor up to date and an advance is not improbable. Cod, hake and haddock are unchanged and dull. Salmon is unchanged, quiet and steady.

The election of Lee M. Hutchins to the position of Director of the National Credit Men's Association is a matter of congratulation to the business men of Grand Rapids and Michigan, because those who are acquainted with Mr. Hutchins realize that he will discharge the duties devolving upon him in this connection with credit to himself and satisfaction to his constituents. The term of office is three years and it is not unlikely that before this period expires Mr. Hutchins' friends may insist on his standing as a candidate for the Presidency of the National Association.

WINDOW TRIMMING

Notions Might Be Made a Great Deal More Of.

I wonder if half the dry goods stores realize the nice extra amount of profit that might be gathered in were they to make a trifle more effort to display in their windows the little conveniences that women take to like a duck to the aqueous fluid that always seeks its level. To be sure, these accessories are brought out at their respective counters, throughout the store, but they are not generally made the most of at the store front.

Supposing a special sort of contrivance for bringing the belt and waist together properly at the back were made the most of, and a big heap of these were placed next the glass, with a dummy, say, gowned in a handsome walking skirt and white embroidered shirt waist, standing with her back to the street, illustrating—demonstrating, we will call it—how the pin should be used. Do you suppose, for one second, that a woman whose eye rested for a jiffy on that exhibit would be satisfied with a mere glance thereat? Don't you ever think it. It would be to her like the signs along country roads intersected by the railroad:

Stop. Look and Listen!
She couldn't listen, but she could "Stop. look!"

Then there are the numerous hook arrangements for fastening together the dress skirt and shirt waist at the belt line in front. Anything which will render life less strenuous for the tailor-made girl, in the perfect adjustment of her clothes, is hailed as a boon to suffering humanity—or that part of it known, rather, as femininity! There is nothing lovelier, truly, than the "real shirt waisty girl"—the girl who looks in this delusive, this deceitful garment as if she had posed for the most charming of all the illustrations of that natty, that altogether lovely young woman! Anything that helps solve for the Sex the everlasting problem of HOW TO LOOK NEAT IN A SHIRT WAIST has conferred thereon one of the choicest of blessings. Time was when "any ole way" to get into it was excused on the grounds of pure, unadulterated ignorance, but nowadays worry "robs the pillow" of her who has gone forth with the disagreeable consciousness of not having been rightly gotten together at the waist line!

* * *

All kinds of pins are of interest to women, they forming such an important part of their necessities. A new safety pin is on the market, which is described as follows:

"There are many brands of safety pins already on the market, many of which are having extensive sales. But a new brand, one that has been termed a "novelty-staple," because of its unique construction, is now

forcing the attention of buyers. This new safety pin is so constructed as to lock itself when manipulated merely after the manner of ordinary ones.

"In this new style the point of the pin is pierced similar to the eye of a needle. To correspond with this eye a strong metal point projects downward from the inner side of the shield on the fastening end of the pin. When the pin is compressed so as to enter the shank, similar to the manner of closing ordinary pins, the metal point enters the eye of the pin and thereby locks it securely.

"The pins, in their entirety, are a decided improvement over the ordinary kinds now on the market and the owners of the patent, having met with marked success where the pins have been shown to notion buyers, are planning to inaugurate a national campaign of advertising. The locking feature is one that will instantly appeal to all women, and the fact that the pins will be extensively advertised will class them among the best of notion articles for buyers to stock, especially so when the fact that they can be secured in complete sizes and will retail at prices that compare favorably with the ordinary kind is taken into consideration."

* * *

There are any number of articles to be thought of when a girl goes away on her summer vacation—things not especially valuable in themselves as to dollars and cents but the need for which, supplied or unsupplied, spells the difference between comfort and annoyance—all the tools for the coiffure—brushes for snarls and for "Frenching," curling irons and crimping irons of varying sizes, alcohol lamps for heating same, kid or lead curlers, all sizes of hairpins (the "crinkly" kind being the more popular, as they "stay in" better than the straight ones), "rats" (maybe the men think those are rodents but the Other Sex know better), brilliantine, shoestrings for tying, hair nets and fascinating little false curls for use in damp weather, a fine assortment of fancy combs for day and evening wear, shampoo preparations from reputable makers, etc., etc. Face powders and harmless freckle and tan lotions, cold cream, toilet soaps, manicure goods, scissors, twine, needles and thread, must not be forgotten, also towels, face cloths and sponges of different sizes.

The dry goodsman should, at this time, make a specialty of all the things necessary for the bathing season: suits, and sandals and hosiery, rubber caps and turkish bath towels. These should be pushed for all there is in them for the next fortnight.

How He Knew.

Not long ago a man was about to purchase a barrel of apples at the establishment of a produce dealer. They appeared to be especially fine ones, but an old farmer standing near whispered to him to look in the middle of the barrel. This the would-be purchaser did, to find that

with the exception of a layer at each end, the apples were small and inferior.

"I'm much obliged," he said, turning to the old farmer.

"I've got some nice ones on my wagon I jest brought in," the old fellow ventured, diffidently.

"I'll take a barrel from you, then," the man said, paying him the price and giving his address for their delivery.

"Say," a bystander asked, as the purchaser walked away, "how did you know those apples in the center of the barrel were no good?"

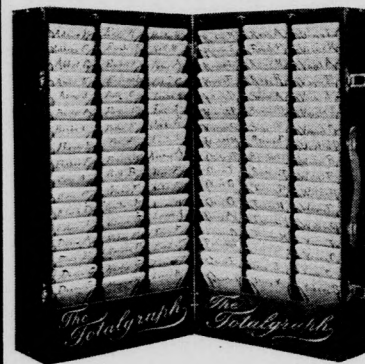
A twinkle came into the old codger's eye.

"Oh, that was one of my bar'ls," he said.

Car Lots Grain, Flour & Feed

If you wish to **buy** or **sell** either carlots or less, get acquainted with us. We have had experience. We give you the **quality** and **price** that bring **duplicate orders**. We quote you our "Wizard" winter wheat flour at \$4.20 per barrel in assorted sacks F. O. B. Grand Rapids. **Same Price to everybody.** See? Call and know us better.

Grand Rapids Grain & Milling Co.
L. Fred Peabody, Mgr.
Grand Rapids, Michigan



The **Totalgraph** system provides a duplicating book for every customer; every customer's account is posted and added up-to-the-minute. The best system—the satisfactory system. Order today. **Be the first.**
W. R. ADAMS & CO., 45 W. Congress St., Detroit, Mich.

Special Price of

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Will be Made
To the First Grocer
Or Dealer in a Town

who orders a **Totalgraph** holding 100 accounts (regular price \$7.50.) We find that the first **Totalgraph** in use in a town or city gets us other orders—it is, we find, the best and quickest way to get orders. The books cost \$4.00 for 100 or \$7.00 for 200, with your business card printed on them. A price of \$7.50 will be made on a 150-size **Totalgraph** to the first merchant ordering from any town.

If Your Customers Find the Cut of Our "QUAKER"



on their packages of Coffee and Spices they will be certain they bought the **RIGHT KINDS.**

Worden Grocer Company

Grand Rapids

The "Right Kind" Wholesalers

Happy Ending of a Practical Joke.

This story has several morals. Also, it has three heroes, a heroine, an eccentric philanthropist, and a score of supernumeraries of too little importance to be mentioned by name. The heroes are Mr. Bunker, Mr. Brown and Mr. Beverley; the heroine is, or was, Miss Hosmer; the eccentric philanthropist is Mr. Worthing. So much for the introduction; now for the story:

Bunker, Brown and Beverley work for Mr. Worthing. On January 3 last the three young men held an important interview with their employer.

"What do you want?" said Worthing to Bunker.

"A raise," said Bunker.

"And you?" to Brown.

"A raise."

"And you?" to Beverley.

"A raise."

"Can't have it," said Worthing. "You get \$25 a week now."

"I know that," said Bunker, "but that ain't enough. We are worth more than that. We want \$30."

"Too much," said Worthing. "Still, I do not wish to discourage you. You are deserving young men and I like you. I do not wish to leave you without hope. I will increase your salary on one condition. If you will get married I will pay you \$30 a week."

Bunker, Brown and Beverley turned pale. "Married!" they said. "This is very sudden. We must have time to think."

After due deliberation they reported their decision.

"Sir," said they, "we refuse to accept prosperity on such onerous terms. Twenty-five dollars a week, according to our calculations, will go farther for one than \$30 for two."

Then Bunker, Brown and Beverley went back to their desks, and continued to work for \$25 a week. Usually they lunch together. Last Monday when Bunker and Brown got ready to leave the office and looked about for Beverley they found that he had already gone. They saw him at the restaurant, but they did not join him. Beverley was not alone. Miss Hosmer sat opposite. Miss Hosmer beamed upon Beverley and Beverley beamed upon Miss Hosmer. They were happy. Bunker and Brown were not happy; they were envious.

"Ungrateful dog," said Bunker. "So that is why he has left us? He has treated us most shabbily, but we will get even. We'll have revenge."

He called the waitress.

"Jennie," he said, "do you see our friend over there? Well, he has deserted us. He is married. Go and tell the rest of the girls the old chap is married. It'll make him feel good for you to take some notice of him."

Jennie told the other girls, the other girls told the proprietor, the proprietor told the patrons, and the patrons told each other. It was an exciting time. Everybody looked, everybody talked.

"See the bride and bridegroom," they said. "Don't they look nice?"

Beverley and Miss Hosmer heard, saw and blushed. Nevertheless, they

talked earnestly. Bunker and Brown tried to make out what they said, but they could hear nothing. However, they found out all about that the next day. Early Tuesday morning Beverly engaged Mr. Worthing in an animated conversation.

"Sir," said he, "I want my \$30 a week."

"Married?" said Worthing.

"Yes, sir."

"Good," said Worthing. "I am glad. You deserve more than \$30 a week. I will promote you. You shall have \$40 a week, with the prospect of \$50 the first of next year."

Bunker and Brown almost fainted. When they came to Bunker asked:

"Say, Beverley, were you married at lunch time yesterday?"

"No," said Beverley. "Hadn't thought of it then. Little girl just came in to spend the day. You put the notion into our heads. Congratulations, you know, and gossip and dishes of rice and wedding cake. Seemed like the real thing. Little girl awfully nice. Known her long time. Like each other tremendously."

"Why not?" says I.

"Why not?" says she.

"Let's," says I.

"Let's," says she.

"So we did. All due to you. Thanks, awfully."

Values of Fats and Oils.

There is a remarkable misapprehension, particularly among many persons of the more intelligent class of our people, says the Dietetic and Hygienic Gazette, as to the food value of the fats and oils. The muscle or red meat is a valuable source of proteid, but the excessive consumption of proteid invites various diseases which figure very prominently in the causes of death. The fats and oils increase our resistance against cold and some of the causes of disease. The health of many so-called scrofulous children would be improved by teaching them to eat more fat. Fats in abundance constitute a very essential part of the dietary of the tuberculous patient. A larger proportion of the fatty elements of foods would go a long way in adding to the robustness of many persons and saving them from the subsequent development of tuberculosis.

For rural free delivery service \$28,000,000 is provided in the postoffice appropriation bill now before Congress. This is only about three millions in excess of the appropriation for the current year, indicating that the service has, for the time being at least, settled on a permanent basis after its initial period of astonishing growth. With more than 35,000 regularly equipped delivery routes it has become an established institution of the Government, subject only to such changes from time to time in its organization as will tend to facilitate its operations. For it is a highly elastic service; its routes may easily be discontinued as well as extended at any time to conform to changing conditions of demand and supply in its field.

Keeping the Shoe Stock in Shape.

"There's a great difference in the way some clerks keep their stocks," said a traveling salesman the other day.

"If you go into some stores you will find everything spick and span. All display cases, the mirrors and the metal fixtures will be polished. You couldn't find a speck of dust anywhere if you tried, but try to find the stock and you are up against it. The clerk in each department knows where his own stock is, but let one of the others go there during a rush and it's 'Where is this?' and 'Where is that?' The system is either so complicated that only the maker of it can comprehend it, or else the others do not take the pains to familiarize themselves with it. If I was running a store there'd be a certain system carried out all through running up and down in one department and across the shelves in another. I'd adopt some simple system so that anyone could find the stock.

"I have been in some stores where 'extras' are employed during rush seasons on Saturdays and special sales days, and the extras had to find out where everything was for themselves. I have often wondered how they ever found time to sell goods at all. It was no use whatever to enquire from the regulars about anything, for it seemed to be a settled policy on their part to impart no information that would help the extras out.

"There's another thing I've noticed: There is a great difference in many stores in the keeping of stock. Some clerks will have every shoe in their department come out of its carton as if it came out of a glass case. The laces will be neatly put in and the ends tucked away and the shoe will appear as if it was never out of the box before. That helps sales, you know.

"On the other hand, in lots of places you will find that the stock is cared for about as much as a second-hand dealer would care for it. The stock is thrown around any old way—even to remaining on the ledges for hours at a time. Now, you take a carton down and upon opening it find a lot of crumpled and torn and perhaps soiled tissue paper first greeting the eye. This is savagely pulled apart, disclosing a shoe half laced, and the laces dangling. This shoe is all covered with chalk and shows that it had been tried on at least once and sometimes it looks as if it had been tried on a hundred times. The shoes look like old stock at once.

"It's a wonder how such stock can be sold at all. The proper way to take care of stock after it has been tried on is to wipe out all wrinkles that may have been made in trying the shoe on, wipe off the sole, and if necessary rub it over and polish it with a woolen cloth. Then, if put into the carton properly, and the tissue paper smoothed out, the shoe would be fit to bring out to be displayed to a queen."

That is what the traveling man said, and he ought to know, you know.—Shoe Retailer.

HATS At Wholesale

For Ladies, Misses and Children
Corl, Knott & Co., Ltd.
20, 22, 24, 26 N. Div. St., Grand Rapids.

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

H. ELMER MOSELEY & CO.
504, 506, 508 Wm. Aiden Smith Bldg.
GRAND RAPIDS, MICH.

For
Books Commencement Exercises

Grand Rapids Stationery Co.
29 N. Ionia St., Grand Rapids, Mich.

HARNESS

Will you allow us to figure on your next order? We are sure your customers will be better satisfied with our harness and you can make just as much by selling them.

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

Second Hand
Motor Car
Bargains

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

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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, June 20, 1906

BEFORE, NOT AFTER.

An over-familiar story comes from a Western State. A passenger train collided with a freight train and, although the mail and the baggage cars were badly smashed, the coaches were intact and not a single passenger was hurt, a result probably due to the fact that the passenger engineer stuck to his post to the last moment and made heroic efforts to stop his train after he saw that an accident was unavoidable. The fireman saved himself by jumping and the engineer was found dead under the boiler of his engine, which had turned completely over. The engineer had been in the employ of the railroad company for twenty-five years and was one of its most sure and trusted engineers. The reason for the freight train's standing on the main line in front of the passenger train has not yet been ascertained but will be brought out by an investigation later—that is to say, a post mortem examination will be held—when it will be found out who is to blame for the death of the man who, true to his trust, was found dead under his inverted engine, and so saved the trainful of human life that had been committed to his care.

As has already been said, it is an over-familiar story to be followed by another, recounting the over-familiar result: death-dealing incompetency somewhere along the line has killed another hero, a verdict that gives point to the statement that what the railroad world needs and has been needing more than anything else is more ante mortem examinations instead of the post mortem variety so appallingly common.

It need hardly be said at this late day that if, from the dead engineer of the road to its president, every officer were found ready to lay down his life for its patrons, as this man has done, this head-on collision would never have taken place. That far-off cause culminating in the death of another of the few willig to seal their faithfulness with their life would not be found, as in all likelihood it will be found now, in some trustless good-for-nothing who, kicked from his place, for the rest of his days will suffer from the mark upon his forehead from which the real Cain higher up will escape Scot free.

It may be said at this point with some earnestness that this is prejudice; but in all candor it is submitted that it follows closely in the lines of precedent. This is not the first time in the history of the railroad that similar occurrences have taken place, when the post mortem examination again and again has fastened the murder, usually wholesale, upon some unfortunate roadhand upon whom the responsibility, never intended to be his, had been placed. Burdened with the sins of the railroad the scapegoat is turned loose into the world's wilderness and the road's scarlet becomes as wool. It is the old story of official duty unperformed, of the placing of irresponsible men in responsible places and, when the inevitable disaster takes place, of shifting the crime from the criminal by a post mortem examination whose only virtue lies in its increasing the growing insistence that the ante mortem examination shall supersede the post mortem and that at once.

It is cheering to note that the signs of an early change are promising. The State and the people in it are tired of the needless killing and more tired still of the punishment of the wrong man. It may be a matter of indifference for the mob to find "the morning after" that its victims of the night before were innocent; but the better class of civilized life see a strong similarity in the evils alike of the lawless and the legal, and they are convinced that a preventive and a cure have been found for both in the ante mortem examination.

HISTORY REPEATING ITSELF.

When the chief engineer and his assistants had located the route of the Grand Trunk Railway along what was practically a bee-line from Owosso to Ionia, there came a pronounced change in ideas, so that, instead of carrying the line to Lowell and Ada, thence nearly due west to about where Wealthy avenue crosses the river, they went gallivanting in a northwesterly and idiotic direction.

The ostensible reason was that property in Grand Rapids was held at too high a figure and that the hills on the West Side were simply impossible.

There was not, at that time, even the suggestion of a settlement of people between the villages of Berlin and Mill Point and on the other hand there was Saddlebag Swamp three or four miles east of Grand Rapids, together with very deep and costly cuts to be made in the vicinity of where Walbridge, Matilda, Bradfield and Fairbanks streets touch the present right of way.

Had they elected to come into Grand Rapids via Reed's Lake and across the river at Wealthy avenue the necessary right of way could have been purchased in those days for not to exceed \$2,500, and had that route been chosen they would have found Grand Rapids business men ready to buy and donate that right of way.

Proceeding west from this city the bluff level could have been inexpen-

sively reached, the then new plaster caves would have been on the line and farther to the west two well-established, thrifty and growing villages—Lamont and Eastmanville—would have been reached.

Saddlebag Swamp, which has cost the company thousands of dollars, would have been avoided. The sand hill cuts east of the old station need not have been made, and the money spent there would have paid the cost of going up the West Side bluffs. Reed's Lake would have become a regular and very profitable station and the Grand Trunk would have been in the city.

Why was the line diverted to its present route?

Because representatives of the road became interested in property where the line was located and it was believed that, being the only railway into town, they could change the trend of growth from east, west and south to the north. Then, too, there were personal interests at what are now Coopersville and Nunca which were of value to officers of the railway.

Those interests never realized the hopes of those holding them. More than that, they made necessary the investment now being made to bring the line down to Bridge street.

This review is, in general detail, only a rehearsal of similar blunders made by the company at Lowell and at Grand Haven. And it is here rehearsed merely to show how stupidly a lot of self-conceited, arrogant and avaricious investors and managers may overleap themselves in a new country where men have the courage of their convictions and will not submit to bulldozers and black-mailers.

THE TURNING TIDE.

It began in New England and there was good reason for it. What with thin soil and an over supply of rocks, the ambitious farm boy saw little ahead of him to lead to a desire to spend his days on the old homestead, and the only outlet from that world of strenuous toil and meager returns was the door of the New England college. Thither, as a necessity, he lifted his eyes and bent his steps, and, once on the other side of that door, the old farm knew him no more forever. For generations this exodus from the fields went on, taking from the country to the town that country's best until it became an unquestioned truism that the shiftless through laziness or stupidity held the farm as a natural inheritance, and the consequence, as inevitable as it was natural, rapidly developed the hayseed; and farming instead of being the noblest profession on earth became a business to be despised.

It has come to pass, however, that the tide has turned. It has been found that meager remuneration is not confined to the farm. Bitter experience—some of it extremely bitter—has proved beyond all doubt that prosperity does not depend entirely upon locality; that, irrespective of the work, "It is the mind that makes the

body rich," and that the same intelligently trained energy which wrests a competency from other fields of effort, if turned to rural husbandry, will realize the old-time standards, "some a hundredfold, some sixtyfold, some thirtyfold." It has found that farming, like other life callings, will give back what is put into it and no more; that he who is niggard of his seed and of his land culture will never be repaid with bursting barns and bins and, more than all that, the old-time shiftlessness with its old-time results was due then, as it always will be, to a lack of brains behind the plowshare and the hoe.

So it has come about that the boy "with a head on him" still goes to college—it pays. He reads Virgil and Homer to get there. He scowls over the value of x and tackles to win the problems of the right-angled triangle, because it pays. For the same good reason he finds it to his advantage to know from contact with them what the leaders in thought and expression have done to civilize humanity, and then with the diploma as a testimonial of what he has done during his college days he comes back to the farm ready to be what his ancestors were away back there in the dim and misty past, literally the "Monarch of all he surveys."

To the farm, be it noted, he comes with the returning tide and begins at once to put into it what he wants to take out. Laughing at the old-fashioned prejudice and the old-fashioned methods, he treats the soil with the elements which his college-learned chemistry has taught him they need, and then, mounting his machine, he plows and plants and reaps and gathers into barns the hundred-fold his practical book knowledge has promised him. The turning tide has brought back to the home acres the trained intelligence it has needed so long and the country in the midst of an increasing prosperity rejoices over the reconciliation between the farm house and the college class room.

As a consequence, the farmer, too long looked down upon, has come again to his own. The monarch, reenthroned, has again assumed his crown, and the returning tide is bringing back to the kingdom its one-time brainy best; and they come to stay. The old farm gate swings in and they pass through, bringing with them the gods that preside over home and hearth. All that is best will follow. The culture of the city has already led the way. The farm king is already insisting that the country school shall have the best teacher and the refinement, once peculiarly the town's, is the town's no longer. The fact is the tide has turned. Civilization has gone again to farming and the farm, once more the center of all that is loveliest and best, will once more exert its wholesome influence over all that that best holds dear.

The promise about the last being first is not for the woman who always comes late to church.

STRENGTH OF CHARACTER.

How It Necessarily Leads to Success.

What is character? To my mind it is the psychic thing that makes to the individual and the nations enduring success as distinguished from that fleeting phantom so sordid in its color that offends constructive development.

Emerson in a definition of this mystic word says: "This is that which we call character—a reserved force, which acts directly by presence and without means. It is conceived of as a certain indemonstrable force, a familiar or genius, by whose impulses the man is guided but whose counsels he cannot impart."

Phil Sheridan rode like a whirlwind down the Shenandoah valley to Winchester and, surrounding himself with a routed army, marched the boys in blue to victory. Why did the boys rally and cheer and fight like demons a winning battle? Did Phil bring to them any torpedo boats or cruisers of war, any habiliments or paraphernalia of war, or convey to a hungry army any good things for their commissary department? No. Why then did they spring up like Lochinvar's rejuvenated great soldiers? The answer is, Sheridan rode among their broken ranks with Sheridan—a living, forceful presence—and with hypnotic power lifted a broken army. That is what I mean by presence-Character.

If you have not read Abbot's biography of Napoleon, read it; and how you will wonder at his powerful presence-character, and how you almost hold your breath as you see the little emperor silently walking among the tempestuous French soldiers on the battlefield of Austerlitz, when the French arms were triumphant; and on the battlefield of Waterloo, when the French banner was dragged down, through the accident of war; and in the campaign in Italy and Egypt; and in the retreat from burning Moscow, with a freezing, starving army. Did not the soldiers, in victory and defeat, as the little man stood silent, or walked among them, with his determined eye and resolute lip—did they not weep and touch them of his soldier garment, and cry out, "Vive l'empereur!" and follow when he led? Why? The answer is that this little Corsican had "presence." He had a god-endowed self. He had a force in himself. He had a stout personal character.

Another illustration is found in the experience of the Philadelphia printer, Franklin, who was sent by our government over to Paris, authorized to buy, for \$2,000,000, a strip of land near the mouth of the Mississippi river, and who exceeded his instructions, and offended the federal constitution, by purchasing the vast tract of country west of the Mississippi river, known as the "Louisiana Purchase," and which event was celebrated by the St. Louis world's fair.

Franklin went to Paris. He was a star in the salons of the women of wit, grace, and culture; he was courted by the titled aristocracy; he was

followed by the rabble in the streets. He said little; he did little. He represented an inferior government and he was only an American printer. Why, then? The answer is, Franklin had presence-character, which may express itself by neither word or deed, but, nevertheless, unseen as it is, must be felt.

DeLesseps, the French engineer, contributed a large personal fortune and his genius to the attempt to construct the Panama canal, recently purchased from his bankrupt company by the United States, while his ill sorted confreres were wasting his substance and the world's opportunity. They, instead, were piling case on case of empty champagne bottles mountain high, until they reached almost as high as the Tower of Babel. De Lesseps, dying day by day, with a breaking heart, continued his endeavors even after the prison door had closed on him. He was a man of character.

I could write for weeks with historical illustration. You might get in the boat with Washington and with him cross the Delaware, or enter his tent on the night before the engagement at Yorktown, but perhaps we may find the best illustration in the presence of the carpenter's Son at Jerusalem. Is it not true, while his words express the best ethical and philosophical truth—his presence character is more inspiring and overwhelming in its appeal to all men and for all time—and it is more important to know who Jesus Christ was than to know what he said? And let me swiftly conclude right here: It is not what we say; it is not what we do; it is what we are.

If you like, and, indeed, it is well to note, we need not confine our illustrations to historic characters. Such men are only men and women living on the mountain top or the Thermopylae pass. In the valleys such men and women live and work out their destiny and train and exercise the muscles of mind and heart, and acquire, or fail to acquire, presence-character. I have recognized in workmen from the steel mills of South Chicago and in humbler homes this luminous quality of heart, which for the weaker man is, and ever shall be, as a cloud by day and a pillar of fire by night.

A young man once asked me what his business in life should be. My answer was, in the language of Dr. Patton, when president of Princeton, to a student who propounded to him the same question, "Do what you have to do—that is, do what you must do—or be unhappy. It matters not much whether you live on the cool mountain or in the warm valley. If you are to be a mountain boy or man, destined to live under the limelight of fame, and feel the flings and arrows of the furies of ambition and emulation, you will be forced, willy nilly, to make good. If you are to work in the valley or on the mountain side your advancement and effort will be voluntary, and accordingly more beautiful."

Never compromise with honesty. Never compromise with truth. Nev-

er compromise with honor. Keep out of the poorhouse of pessimism. Never walk in the cemetery of despondency. Get thee to thy saddle. Be a fighting man. I do not mean one should strut around with a chip on his shoulder inviting petty brawls and breaches of the peace. Rather, gird up the loins and strip for worthy engagements in the great battle of life; come out from under the commissary wagon; get from under the coward sheets of the hospital and walk like a man to the glorious firing line, and fight there and die there.

The bard Shakespeare says the world's a stage, and all the men are players. I have sometimes thought the world's a masquerade and all the men maskers. Pull off the mask—come out in the open. Right about face! Attention! Forward, march! Keep up with the procession of men, good and true; for they are marching to victory and the glory is God's, of whom they are proteges and favorite sons. Never dissemble. Never fool others. Never fool yourself, which is much less difficult.

To illustrate: A man some years since was sent to France by a great rubber manufacturer, authorized to purchase a patent of possible value.

He called upon the French inventor, who was a man of wealth and culture, who on the first interview compelled him to take his grip to his residence. After a day or two of social attention the inventor said:

"I like you. I am rich and will give you the patent. You may pay the notary for making out the papers." This was done. He took away the title to the patent. What was his report? Was it, "Have drawn on you for \$15,000. Have secured patent." No. It was: "I have patent for \$5."

All are in the boat of life. Obey the orders of the coxswain—conscience. True life is as simple as truth. It is truth. You know the Calvinistic catechism recites that God is a person, and what is termed "higher criticism" calls God "all love" and "all life," but I like to think of God as a patriarchal person first—and the best abstract idea of God I call "harmony." God is harmony, and you and I and all of us have simply to get into harmony with the music of the spheres—to keep in tune. You know God has turned his human side toward us. In fact, he came down to this earth so we could look him

right in the eye, through his son, Jesus. Since the advent of Jesus men, women, and children have been able to look God straight in the eye and mingle genuine and natural love with their reverence.

I have been asked what books young men should read. Rabbi Hirsch has said read Shakespeare, the Bible and newspapers. I like Dr. Hirsch's suggestion. When I read law my learned preceptor had me read Blackstone, and then Chitty, of whom it is said he read all the law, went crazy and compiled his book, "The Science of Pleading." Then I read Blackstone and then Chitty, etc., for one year. The plan was to build up a legal mind.

So, in literature, I advise the reading of Shakespeare and the bible. Keep one or the other in your pistol pocket. It is a weapon that some day may project yourself further than a Jap electrical gun.

Let me conclude with a few lines quoted from Emerson:

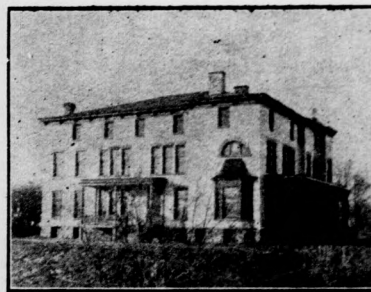
"There is no end to the sufficiency of character. It can afford to wait; it can do without what is called success; it cannot but succeed. To a well principled man existence is victory. He defends himself against failure in his main design by making every inch of the road to it pleasant. There is no trifle and no obscurity to him—he feels the immensity of the chain whose links he holds in his hands, and is led by it. Having nothing, this spirit hath all."

Nathan Orenstein.

On and after July 1 all Japanese are to be excluded from the American navy unless they produce citizenship papers or a signed declaration that they intend to take out the same. In future no Jap will be allowed in the navy unless he renounces the mikado in favor of the Stars and Stripes. Many Japanese have been employed as servants on American ships, but there is now reason to believe that many of them have occupied themselves in learning the plans of the vessels and making sketches of them for the Japanese government. The latter will probably not regard this decision as unfriendly, for all foreigners are rigidly excluded from the Japanese naval service.

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Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, June 16—The speculative coffee market has been rather depressed during the past few days and a good deal of liquidation has been going on. The result was that on Thursday a drop of about five points took place and promise was given of a still further decline, although Friday showed some recovery. Whether or not the dulness in the spot market was occasioned to any extent by the above situation may not be ascertained, but anyway jobbers generally report a very moderate amount of trading. Prices, however, are pretty well maintained and this is the one redeeming feature. In store and afloat there are 3,489,095 bags, against 3,823,274 bags at the same time last year. At the close Rio No. 7 is quotable at 7 $\frac{3}{4}$ c. The sales of mild sorts have been very few, buyers seemingly being unwilling to take more than enough to repair broken assortments. Good Cucutias are unchanged at 9 $\frac{1}{2}$ c. East Indias are steady, with few sales reported.

There has been more activity in refined sugar and quite a little new business has been done, as well as a fair volume of withdrawals under previous contract. Every day from now on will doubtless see a most active sugar trade and quotations are apt to bob up at any moment.

A very moderate distributive trade is reported in teas and the outlook is not so very encouraging, although it has been far worse. Pingsueys, as usual, maintain most strength and country greens are also firmly held. New crop Japans are not moving, simply because the buyer and seller can not agree. The chances seem to be rather in favor of the former, however.

Rice maintains its strength, and if the drouth in producing regions continues it is bound to have a good deal of effect. It is said that only 450,000 pockets are available until we have new crop. Choice to fancy head, 4 $\frac{7}{8}$ @5 $\frac{1}{2}$ c.

A fair jobbing demand is reported for the general run of spices, but in no one case have large quantities been taken and quotations are without noticeable change.

While there is no especial demand for molasses, the market is very firm and the buyer who hopes to pick up job lots will be left. Indeed, he will be lucky to obtain supplies at what are "going" rates. Higher prices are confidently looked for before we have any arrivals of new crop goods. Good to prime centrifugal, from 20c through almost every fraction to 28c. Syrups are rather quiet, with prices steady and unchanged.

Spot canned tomatoes are easy. The quantity in the hands of packers not in the syndicate is known to be of rather small proportions, and yet

how small can not be ascertained. There seems to be enough to keep the market rather unsettled, however. The range is \$1.07 $\frac{1}{2}$ @1.10. The syndicate rates are about unchanged—\$1.20. A good call exists for corn at about 55@57c, but it is hard to find anything below 60c. In New York State the outlook for a good crop of corn is not as promising as it might be and some packers have withdrawn from the market, while others have advanced their quotations to 70c and even to 75c in one or two cases. Salmon is firm, and at the close about \$1.07 $\frac{1}{2}$ would seem to be the correct figure.

In foreign green fruits we have a very active call for Sicily lemons, and the supply of desirable stock is running very light, 360s being worth \$4.75@5.35 and 300s \$4.50@5.25. Oranges are meeting with good enquiry and are firm. Californias, \$4 @4.50.

Dried fruits of almost all kinds move slowly, but rates are generally well sustained and dealers look for a good fall trade.

There is absolutely no change to be reported in the butter trade in any respect. The demand is simply of an average character. Supplies are sufficiently large, with no over-accumulation, and quotations for fancy Western creamery are 20c, officially, although 20 $\frac{1}{2}$ c has been obtained for some fine lots; seconds to firsts, 18 @19 $\frac{1}{2}$ c; imitation creamery, 16@17c; factory, 13 $\frac{1}{2}$ @15 $\frac{1}{2}$ c, latter for strictly desirable sorts; renovated, 15@17 $\frac{1}{2}$ c.

Small sized cheese is dull and arrivals are too large for the demand, so that considerable stock will have to be carried over. Large sizes are doing fairly well, but the general tone of the whole market is rather pessimistic.

Medium grades of eggs seem to be in buyers' favor, as the supply is larger than can easily be taken care of. Extra firsts, Western, are held at 18@18 $\frac{1}{2}$ c; seconds, 16c; checks and dirties are firm within the range of 12 $\frac{1}{2}$ @14 $\frac{1}{2}$ c.

Apropos of the falling off in sales of tinned meats by retailers, a dealer over in New Jersey said that he usually sold ten cases a month. Last week his entire sales in this line were four 5c pots. He is but one, to be sure; but if a like proportion prevails all over the country, what a change must be apparent in Packingtown.

Getting Ready To Fill Orders.

Marshall, June 19—The big Hardy-food factory will begin running next month. The immense oven and other machinery which the company has been waiting for are being installed. Prospects are that the plant may start before July 1. It will be capable of turning out 18,000 packages of breakfast food a day, which will enable the company to catch up with its orders by September.

The Marshall school seat factory is putting on more men every week and has commenced shipping some large orders. New machinery is also being installed. The company expects to compete with the largest school seat factories in the country.

What Organization Can Do for the Retailer.

At the annual convention of the Tennessee Retail Grocers' and General Merchants' Association, recently held at Chattanooga, Fred Mason delivered an address on "Organization: What It Means in Dollars and Cents," which is reproduced herewith:

By virtue of the fact that he is a tax payer, that he contributes to the schools and churches and the up-building of his town and county, the retail merchant is entitled to all the consuming trade of his section and also to a fair profit on his sales, and funny as it may seem, to the money for the goods which he sells. All business and all social life are based upon confidence, and where those do not exist there can be neither good business nor happiness. Your best customer is the woman who has confidence in you. I had a thousand times rather have a customer say of me, "Yes, he is a little high, but then his goods are the best, his deliveries prompt and he always makes everything right."

There are three links in our business, the manufacturer, the jobber and the retailer. When welded together by common interest they are invincible. Confidence makes them so.

Do you know why the manufacturer is interested in your organization work? It is because no manufacturer wants you to cut the price of the goods on which he has spent thousands of dollars in advertising, and he feels that your organization will teach you not to cut prices. I know of one manufacturer who has spent \$750,000 in a year to advertise his goods and gain public confidence for them and he certainly does not want some cheap price cutter whacking the life out of them and destroying that confidence which has cost him so much, for, you must know, to cheapen an article will destroy confidence in it. Fair competition is not cut-throat competition. Railroads do not cut prices although great competitors. You do not hunt for cheap price lawyers or doctors and even the laboring man who cuts prices is called a "scab."

Your ideas of credit are bad. If you go to the bank to borrow \$500 you are as polite as a piece of pie. You give the banker all the information he wants about your affairs. If he lends you the money you are very grateful. Are your customers ever grateful to you if you extend credit? Do they ever pay you interest for overdue accounts? Do they ever wonder if there are three days of grace to your bill as you do over your note in bank?

Speaking of cutters, is there anything to prevent me from renting the best store on the main street of this town and with \$500 capital starting a cut-price grocery store that will demoralize the entire business of the town—until I bust? Is there any safeguard around our business except such as we will make through our associations? Is it not this inexperienced and foolish sort of a grocer who forces the manufacturer to put up raspberry jam made out of

glucose and timothy seed? Is he not the man, this cutter, who is always demanding "cheap goods," "cheaper goods," "cheapest goods," and who forces qualities down below any excusable basis? Is he not responsible for the great need which exists for a pure food law?

You men take too little interest in politics. You are afraid to enter this arena for fear you will have to give a little time to it. And you do not watch or pledge the men who run for the offices that some of you ought to fill. You have just had a hot political campaign here, yet I doubt if a single merchant in all this State ever asked either Governor Taylor or Mr. Carmack how they stood on parcels post bill, pure food law or bankruptcy law. You should bring men like that before you and say: "Here we are going to support the man who is for our business legislation. How do you stand on it?"

The manufacturer, the jobber and the retailer are the three welded links, I have said. The manufacturer needs the jobber as his distributor, because the freight on small shipments would be advanced 50 per cent. and the manufacturer would need an enormous organization to keep the accounts and make the collections from more than 300,000 retail grocers in the United States. I feel that the retailer also needs the jobber.

I feel that you retailers have the right to say to your jobbers, "You must not sell to consumers," but do not say that to them if you are buying your coffee, tea, spices and fancy groceries in some other city.

Be consistent. You complain of semi-jobbers. How could there be a semi-jobber if some of you retail grocers did not continue to buy at wholesale from such people? Answer that for me. I quote these lines: Confidence, thou art a precious stone; Consistency, thou art a jewel.

Factory Runs Later Than Usual.

Owosso, June 19—Inventory is being taken by the Jackson Sleigh Co. of its new possession in this city, the plant of the Owosso Carriage Co., which it recently purchased of the creditors of M. L. Stewart & Co. for \$38,000. Inventory is also being taken of the Jackson plant, and on completion of it the company will move all its effects here.

The plant of the Owosso Manufacturing Co., makers of window screens and doors, which usually closes down for the summer, is still running a full force, with no indications of closing down soon.

J. N. Zimmerman's baseball bat factory has resumed operations after installing new machinery.

Price's food factory is running two forces and is doing the largest business in its history.

Who?

"Please, pa," pleaded Bobby, "just one more."

"All right," said pa, closing his book.

"Well, say pa," began Bobby, "who is going to bury the last man that dies?"



Perpetual

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To Grand Rapids, Mich.

Good Every Day in the Week

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

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

Amount of Purchases Required

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

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

- | | | | |
|---|--|---|---|
| <p>ACCOUNTING
A. H. Morrill & Co.—Kirk
wood Short Credit System.</p> <p>ART GLASS
Doring Art Glass Studio.</p> <p>BAKERS
Hill Bakery
National Biscuit Co.</p> <p>BELTING AND MILL SUPPLIES
Studley & Barclay</p> <p>BICYCLES AND SPORTING GOODS
W. B. Jarvis Co., Ltd.</p> <p>BILLIARD AND POOL TABLES AND BAR FIXTURES
Brunswick-Balke-Collander Co.</p> <p>BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS
Edwards-Hine Co.</p> <p>BOOKS, STATIONERY AND PAPER
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.</p> <p>BREWERS
Grand Rapids Brewing Co.</p> <p>CARPET SWEEPERS
Bissel Carpet Sweeper Co.</p> <p>CONFECTIONERS
A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.</p> | <p>CLOTHING AND KNIT GOODS
Clapp Clothing Co.</p> <p>COMMISSION—FRUITS, BUTTER, EGGS, ETC.
C. D. Crittenden
E. E. Hewitt
Yuille-Zemurray Co.</p> <p>CEMENT, LIME AND COAL
A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.</p> <p>CIGAR MANUFACTURERS
G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.</p> <p>CROCKERY, HOUSE FURNISHINGS
Leonard Crockery Co.</p> <p>DRUGS AND DRUG SUNDRIES
Hazeltime & Perkins Drug Co.</p> <p>DRY GOODS
Grand Rapids Dry Goods Co.
P. Steketee & Sons</p> <p>ELECTRIC SUPPLIES
M. B. Wheeler Co.</p> <p>FLAVORING EXTRACTS AND PERFUMES
Jennings Manufacturing Co.</p> <p>GRAIN, FLOUR AND FEED
Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.</p> | <p>GROCERS
Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.
The Dettenthaler Market.</p> <p>HARDWARE
Foster, Stevens & Co.
Clark-Rutka-Weaver Co.</p> <p>HOT WATER—STEAM AND BATH HEATERS.
Rapid Heater Co.</p> <p>LIQUORS, WINES AND MINERAL WATERS.
The Dettenthaler Market.</p> <p>MATTRESSES AND SPRINGS
H. B. Feather Co.</p> <p>MEATS AND PROVISIONS.
The Dettenthaler Market.</p> <p>MUSIC AND MUSICAL INSTRUMENTS
Julius A. J. Friedrich</p> <p>OILS
Standard Oil Co.</p> <p>PAINTS, OILS AND GLASS
Goble Bros.
V. C. Glass & Paint Co.
Walter French Glass Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.</p> <p>PIPE, PUMPS, HEATING AND MILL SUPPLIES
Grand Rapids Supply Co.</p> <p>SADDLERY HARDWARE
Brown & Sehler Co.
Sherwood Hall Co., Ltd.</p> <p>PLUMBING AND HEATING SUPPLIES
Ferguson Supply Co. Ltd.</p> | <p>READY ROOFING AND ROOFING MATERIAL
H. M. Reynolds Roofing Co.
SAFES
Tradesman Company</p> <p>SEEDS AND POULTRY SUPPLIES
A. J. Brown Seed Co.</p> <p>SHOES, RUBBERS AND FINDINGS
Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie & Co. Ltd.</p> <p>SHOW CASES AND STORE FIXTURES
Grand Rapids Fixture Co.</p> <p>STOVES AND RANGES
Wormnest Stove & Range Co.</p> <p>TINNERS' AND ROOFERS' SUPPLIES
Wm. Brummeler & Sons
W. C. Hopson & Co.</p> <p>WHOLESALE TOBACCO AND CIGARS
The Woodhouse Co.</p> <p>UNDERTAKERS' SUPPLIES
Durfee Embalming Fluid Co.
Powers & Walker Casket Co.</p> <p>WAGON MAKERS
Harrison Wagon Co.</p> <p>WALL FINISH
Alabastine Co.
Anti-Kalsomine Co.</p> <p>WALL PAPER
Harvey & Seymour Co.
Heystek & Canfield Co.</p> <p>WHOLESALE FRUITS
Vinkemulder & Company</p> |
|---|--|---|---|

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

CLOTHING

Features of the Shirt, Collar and Cuff Market.

Several days of sustained and really hot weather during the past two weeks have been sufficient to deplete shirt stocks to a considerable extent among retail furnishers. Although now and then rain and a drop in the temperature cut into sales of summery stuff, on the whole the late May days were ideal for the sale of this class of merchandise. As a result, manufacturers are getting duplications in good volume. These reorders are reported to consist largely of neat numbers, but there is also a liberal sprinkling of novelties and outing stuff is being called for to a certain degree, while high grades continue to lead as sellers.

Although such business is very encouraging, wholesalers are, nevertheless, somewhat "put to it" to fill these reorders, inasmuch as nearly all of them are marked "Rush." Retailers ordering summer goods now want them at once, and factories are in no shape to turn out work at such short notice, many of them being employed on orders taken for fall delivery.

Fall selling is now well advanced and most retailers are placing good-sized orders. It is said to be noticeable that all the larger houses have already booked for fall. Many of the smaller furnishers were backward in making selections, however. This state of affairs, it is explained, is due to the fact that large buyers are better informed of the state of the market and are, therefore, anticipating demands. The small dealers are pursuing a more short-sighted policy, doubtless believing they will be able to purchase more advantageously at a later date. One prominent firm of shirt manufacturers states that it has done a larger advance fall business to date than in any previous year since the house was established. Another manufacturer who showed his fall line several weeks late stated that the reason for this was the delay in getting his importations.

Many San Francisco merchants have been in the market during the last two or three weeks. They were looking for goods for immediate use only and will be here again later, probably in August and September. Salesmen report that jobs are in great demand with these buyers, who are, in fact, taking whatever they can be sure of getting immediately. Soft goods of every description are also in demand, together with staples, but quick delivery is the principal stipulation.

The soft collar continues to interest furnishers and with warm weather its sales have increased remarkably. Cheviots and mercerized oxfords have the call. Flannel is losing ground since the introduction of cotton lines, while silk is becoming commoner. A notable creation, seen in the showroom of a New York neckwear manu-

facturer, was a cardinal barathea collar, and the effect of this was heightened by an olive-green scarf knotted about it. The ensemble was rather more stunning than tasteful. This use of high colors in silk collar making seems to be a new idea, for the shops are not as yet showing them. It is very doubtful if colors will prove successful, even in a limited way, since so few men care to make themselves conspicuous to so great a degree as they inevitably must when they encircle their necks with flaming bands.

Of the cheviot collar, however, great things are predicted. At least one metropolitan buyer is enthusiastic regarding them. He prides himself on being the first to offer the golf collar—as he has aptly named it—at a popular price. He advertised it for a little less than half what his competitors were getting, with the result that a four hundred dozen lot was soon sold out. Now he has trouble to get enough to supply his trade and

is even afraid to advertise them for fear of cleaning out his entire stock.

It is a singular thing that so many of these soft collars should be sold and yet so few be seen in the course of a day's ramblings. The furnishing goods buyer above mentioned brought up the point himself. "Where do they all go to?" he asked.

It is perhaps even more singular that there should be any difficulty in getting the soft collar, inasmuch as both neckwear and regular collar houses are making a play for the soft collar trade. With the wants of the retailer being catered to from two sources, it would seem that there ought to be enough of these collars to go around.

It is interesting to note the vogue of the round corner in England, and for that matter in all European countries. A foreign fashion weekly, in discoursing of the proper afternoon dress of the gentlemen, expressly mentions the round-cornered wing as the style par excellence of the

well attired—a desirable if, indeed, not essential kink of elegance. Inquiry among manufacturers as to the sales of round corners at present brings out the fact that they have never been strong on this side. "It is a revelation to an American who goes abroad," said one collar man, "to notice the universality of favor that the round-cornered collar finds there. We, however, have never had a sustained demand for it. We can sell them only in isolated instances."—Apparel Gazette.

Charles E. Hughes, the insurance inquisitor, declares: "When there is muck to be raked, it must be raked, and the public must know of it in order that justice may be meted out." This is palpably true, and the time will never come when there is not some muck raking to be done. Sometimes mistakes will be made in diagnosing muck, but when the fact is established it will demand attention.



Hermanwile
GUARANTEED CLOTHING

for Fall
is again
winning
golden
opinions
from the
trade and scoring
a bigger success
than ever before.

Sample Garments and
Swatches on Request

HERMAN WILE & Co.
BUFFALO, N. Y.

"The Best Medium price
Clothing in the United States"

Pie, Doughnuts and Brains.

Two congressmen got into a verbal scrap recently over the relative merits of breakfast foods and pie. Congressman Mann of Illinois championed the breakfast foods, and took a fling at the "deadly mince and fruit pies." And Congressman Perkins of New York jumped into the ring with the remark:

"I want to say right here, that the bone and sinew of this country and of the founders of this country were not formed by eating cereals, finely chopped grass or puffed this or shredder that. The founders of our country lived on pie and doughnuts. They were men. If we follow in their footsteps and eat the wholesome food they did we may accomplish something really good, as they did."

"It is just this promiscuous eating of pie and doughnuts," Mr. Mann retorted, "that causes many a man to wake up with a headache in the morning and not know how to account for it."

"If he traces it far enough he will find that pie and doughnuts are not responsible for headaches," Mr. Perkins declared. "Pie and doughnuts never yet caused a headache. It's what follows after the pie and doughnuts."

And a New York State paper remarks that "Mr. Perkins was right, everlastingly and eternally right. The founders of our nation, the great men of the revolutionary period, lived on pie. It is as true to-day as then, for where live the great men of the nation but in the great American pie belt, which stretches from Maine across northern New York on through northern Ohio and Illinois, mothers of presidents and great generals, and into the wheat fields of the west and northwest? It has been proved in statesmanship, literature and art that the great American pie is the inspirer of the genius of the American people. This is the home pie, not the pie from the foundry, and it never produced indigestion or caused a headache in the morning."

Another paper comments thus on the incident: "Mr. Perkins evidently prefers his breakfast fodder green, like the horse which he so loves to see mutilated. He wants no shredded biscuit, no cream of wheat or any of the prepared foods. Back to nature, and pie, and doughnuts, for him."

The Cobbler and the Farm.

Here is a piece of leather and a cobbler. If the cobbler sleeps the leather will not grow into shoes. We say the cobbler makes the shoes, and because he makes them, we say the shoes belong to him.

But here is a farm on Manhattan Island, extending along Broadway from 42d street to 46th street, and northwest towards the Hudson. In 1797 John Jacob Astor bought the farm for \$20,000. To-day it is worth \$20,000,000. Who made this value? In the case of the shoes, it is clear. They are worth more than the leather because the cobbler has expended his labor upon them. But whose labor has created the difference between the

present and original value of this farm? Surely not the labor of the Astors. If they had never owned the farm, if no one had owned it, if it had been utterly neglected from that day to this, it would be worth \$20,000,000 just the same.

This is the obvious fact. While the cobbler's labor created the value of the shoes, the growth of New York created the value of the farm. The cobbler made the leather grow into shoes. But the Astors could not have prevented the value of the farm from becoming \$20,000,000.

Now we say the shoes belong to the cobbler, because he made them. Likewise these land values belong to the city because the city made them. It is a good private property law which secures to the cobbler the shoes that he makes. Why should we not have a public property law securing to the city the land values which the city makes?—Sermon by Rev. H. S. Bigelow, Cincinnati.

Resolution of Uncle Billy.

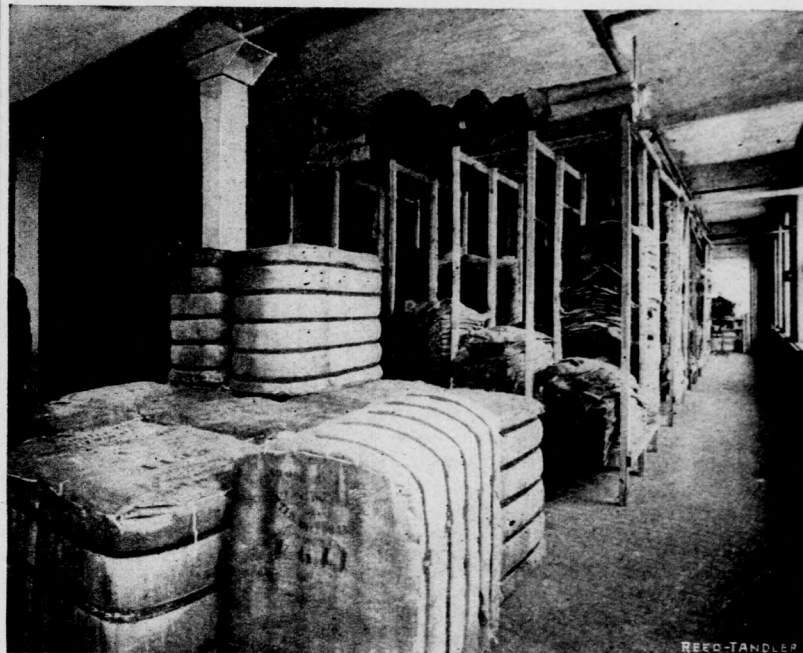
In the center of the town of Mansfield there lived in a one-room cottage, built by himself, a man known as Uncle Billy. He earned a living by chopping wood and doing chores. It was his custom to go every night to the north end of the town, where he could get a "nip," as he called it. He would often get very tipsy before starting for home.

Late one cold night he went home by a short cut which took him across a deep canal. As the only means of crossing it was a narrow bridge without a railing, Billy, who was quite intoxicated, fell in. A Mr. Brown, who lived near by, heard his shouts for help and with the aid of another man succeeded in getting him out.

They carried him home, rubbed him well and got him into bed, after which Mr. Brown proceeded to give him a lecture, and finished by saying: "Now, Billy, after so narrow an escape I hope you will make new resolutions for the future."

Billy replied: "Yes, Mr. Brown, you bet I'll never try to go over that bridge again when I'm drunk."

Killing time is a common crime. The reason no particular attention is paid to it is that in the act the criminal commits suicide.



REED-TANDLER



Showing portion of stock room in which

Duck Coats and Mackinaws

are arranged for shipping

THE IDEAL CLOTHING CO.
TWO FACTORIES.
GRAND RAPIDS MICH

The
Cooper Clothing
is at the front in
Style, Quality and Price

Always satisfactory in

Make, Fit and Value

H. H. Cooper & Co.

Utica, N. Y.

Wm. Connor

Wholesale

Ready Made Clothing

for Men, Boys and Children, established nearly 30 years.

Office and salesroom 116 and G, Livingston Hotel, Grand Rapids, Mich. Office hours

8 a. m. to 5 p. m. daily. Mail and phone orders promptly attended to. Customers coming here have expenses allowed or will gladly send representative.

ENSURES LIBERAL PROFIT.

Steadfast Policy of the Diamond Match Company.

There has been much criticism of the Diamond Match Company, and some of the trade papers have published lengthy articles and communications regarding its selling plan and other methods. Heretofore the company has ignored these criticisms, but now it is out with a semi-official statement which, in effect, says that the company does not want to buy the independents or form a pool or effect a working agreement of any kind, but that certain of the independents whose business is unprofitable have sought to sell themselves to the Barber Company.

The official statement also defends the much criticised factor selling plan, with the somewhat startling revelation that this plan has been in vogue with the company for twenty-five years, during all of which period both the Diamond Match Company and the trade have been mutually satisfied with its workings.

The pronouncement is as follows: "It would not be far from the truth if it were declared that the present agitation against the Diamond Match Company is due more than anything else to a feeling of resentment and disappointment (on the part of certain individuals) in consequence of the failure attendant on a recent effort to induce the officials of the Diamond Match Company to discuss a proposition to buy out a number of so-called independent concerns, who, because of their apparent inability to make their own business pay, would like to unload on a rival competitor.

"For six years the Diamond Match Company has not, directly or indirectly, sought nor arranged a meeting with any of its competitors. The officials of the company have repeatedly refused to negotiate with or listen to overtures from individuals connected with competing corporations, and interviews have only been granted representatives of competitors at their solicitation and out of courtesy to them.

Factor Selling Plan Defended.

"The plan under which the company is working in its sales department is identically the same as that which it has followed for nearly twenty-five years. Time and experience have proved this plan to be advantageous alike to the company and the trade. Matches are sold through wholesale grocers and jobbers, who, under contract, act as its commission agents. They are required to exert their efforts in the direction of extending the sales of the company's goods, and in consideration thereof are paid a commission on all sales they make. The Match Company, on its part, utilizes a large selling organization in creating a demand for its matches, and at a large expense secures, through its own employees, orders from the retailer which are, however, placed with such wholesale houses as the purchaser may designate. The Match Company actually helps the wholesaler to sell his goods at a large annual expenditure,

and in return simply asks that he be loyal. This plan has worked satisfactorily in the past, and is in no respect a restraint of trade or infringement of the rights of competitors. The so-called independent match companies have done exactly what the Diamond Match Company is doing. If they manufacture matches of equal quality, it ought not to be difficult for them to impress first the consumer, then the retailer, with that fact, in which case they should have no trouble in inducing the wholesaler to act as their selling agents rather than agents for the Diamond Match Company.

"In the interests of its stockholders it is to be hoped that the present policy of the official of the Diamond Match Company will be maintained, so far as regards their dealings with other match companies, and that they will not be induced to spend large sums in the acquisition of unprofitable plants.

"In the creation of selling agencies by manufacturing companies, there is hardly a company that does not require that the expense of the agency and the payment of commissions on the sale of its product shall be contingent upon an agreement on the part of the agent to work and utilize its organization and resources solely in its behalf. That is all that the Diamond Match Company is and has been doing."

In addition to the above statement relative to a policy which seeks to protect the manufacturer, the jobber and the retailer, and prevents the demoralization of distributors and consumers, we print the following letters as to its working:

From the Chairman of the Executive Committee of the Wholesale Grocers.

Grand Rapids, Mich., March 27.
Editor American Grocer:

Replying to your letter of the 23d inst. that I found upon my desk upon my return from out of the city, I beg to say that the method now being employed by the Diamond Match Company is the same as my firm has had for a number of years. We have been exclusive customers of the Diamond Match Company for a long time, and we believe we receive better compensation for our services as distributors if we give our steady loyalty to one big, fair-minded firm rather than to change about and buy wherever we may think best at the moment. Inasmuch as we believe it is for our best interests, we can not see why it is un-American, as it is certainly our right to do what we think is best for our own business.

WILLIAM JUDSON.

From the Secretary of the Minnesota Wholesale Grocers' Association.

Minneapolis, Minn., April 18.
Editor American Grocer:

In all my experience with wholesale grocery jobbers in Minnesota and North Dakota I have never heard a single complaint of unfairness against the Diamond Match Company. On the other hand, I have heard many voluntary and sin-

Proud of it

Sherer-Gillett Co.,
Chicago

Dear Sirs:

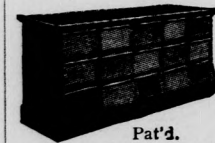
Find enclosed draft in payment for the combination counter. The counter has come up to expectations. It has been very much admired by my customers and I, too, am proud of it.

It is an ornament to a store and at the same time acts as a silent salesman.

I consider the purchase of this counter a
100 per cent. investment
and I am sure it will pay for itself in less than a year.

Yours truly,
C. R. Wagner,
Mahanoy City, Pa.

June 6, 1906



Pat'd.
Catalog M free on request
SHERER-GILLETT CO., M'rs., - Chicago.

Sherer Counters
FOR GROCERS

Improve Display,
Increase Sales,
Protect Goods,
Save Space and Time
Beautifully Store.

The National Cream Separator

It extracts all the cream from the milk. It runs lighter and handles more milk in a given time than other separators. It will pay for itself in one year and will last a lifetime. Costs almost nothing for repairs. You will find it one of the best sellers you could carry in stock. Write to us about it to-day

Hastings Industrial
Company

General Sales Agents

Chicago, Ill.

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

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

San Francisco, California, Crowd.

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

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

Eastern Branch:

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

cere indorsements from the wholesale and retail trade on the Diamond Match Company's methods.

The factor plan of the Diamond Match Company absolutely insures to every agent distributor a healthy profit, one that is satisfactory to the jobbing trade at large. Each jobber knows that he is getting a square deal, and I have yet to hear of any complaints against the Diamond of discriminating against any one.

The agency plan of the Diamond, it seems to me, has been so long used by manufacturers in this country as to need little discussion. The Diamond treats its agent distributors liberally and asks some reciprocity in return. It asks that its agents give the Diamond their best efforts, and that does not mean divided effort. It is not un-American. It is very much American. It is the American idea of reciprocity, of standing by one's good friends, of meeting the other fellow halfway when he does you a good turn.

Diamond Match methods in this section of the country mean a protection to the jobber's profit and a good margin for the retailer. You rarely hear of Diamond matches being advertised at bargain counter prices to the detriment of the retail trade at large. In addition to that the Diamond's goods are the best made. The consumer is given good value and in handing matches to the consumer the retailer can not afford to go very far into experiments.

Remember, I am discussing this from what I believe is the experience of wholesale grocers generally in this section of the country.

Very respectfully,

W. E. DAVIS.

Since 1899 there have been started 139 independent match-making enterprises, of which five are active today. The multiplication of brands of matches is as much of a nuisance as the multiplication of brands of breakfast foods and other competitive proprietary articles, whereby profits are destroyed and stocks unloaded with unsalable brands. As we see it, the Diamond Match Company's agency policy seeks to increase demand and insure to all classes of distributors a liberal profit, without restricting their liberty.—Commercial Bulletin and Northwest Trade.

Work Your Field Thoroughly.

Quit thinking about what this or that competitor of yours can seemingly do so much better than you.

Stop fearing the retail mail order houses, and this or that store so much "bigger" than yours.

Work your own field. Use all your own tools. No matter how little you are you can win.

True, the big fellow may be able to get a quantity, and make a great splurge with it. But don't lose sight of the fact that that is the bait; nor of the further fact that he, too, must get a profit on the bulk of his wares.

Don't think so much of his superior business power that you lose sight altogether of the fact that his expenses are perhaps enormous enough to more than offset the small

per cent. he saves through the ability to take the quantity impossible to you.

You, yourself, have so much capital. Don't let a dollar of it gather rust by being tied up a day longer than necessary in unsalable goods.

Determine what territory you can reasonably hope to draw trade from. Set out to make everyone in that territory know you and your store.

Admit that you can not advertise on the scale of the big fellow. Don't try to do so. Do less, but make that distinctive.

Keep changing an offer of one or two things that many people will want hard enough to come to your store for.

Use small neat circulars to tell about your bargain. Instead of regretting your ability to use big circulars, console yourself with the thought that a circular may be too big to be read.

Make your bargain talk. The big store's big talk about its big bargain will draw people into that store. Your truthful talk about your bargain, smaller perhaps, but unmistakably good, will get people into your store.

Once people enter your store, make sure that they leave it pleased and well impressed with everything they saw there.

Make your store neat, attractive, distinctive, businesslike. Keep giving fresh new bargain reasons for coming to it.

Work your field thoroughly. Keep your tools bright by using them.—Butler Bros. May Drummer.

The Trials of the Clerk.

"One of the hardest things to go up against," says a clerk, "is the very deaf customer. An old lady, who could not hear loud thunder, walked into the store where this young man was at work and asked for ten cents' worth of soap.

"We don't sell ten cents' worth," said the clerk.

"Yes, I want the yeller kind," said the old lady.

"You don't understand me," said the clerk, "I said that we did not sell soap in as small quantities as ten cents' worth."

"Sure enough," replied the ancient female. "Soap ain't what it used to be. They put too much rozum in it these days."

"Oh, Lord!" exclaimed the clerk. "Will you just hear this old lunatic?" Then placing his mouth close to the old lady's ear he yelled, "I say that we don't sell ten cents' worth of soap here."

"Yes," said the old lady, "you may put it up in paper and tie a string around it if you like."

The clerk rushed to a box, took out a bar of fine soap that was worth a quarter and almost threw it at the old lady, exclaiming: "Take it and get out, you old haridan of creation."

The old lady laid her dime on the counter and remarked to the clerk: "You are the politest and accommodatin'est young man I most ever seed, and when I want more soap I will call again."—Merchants' Journal.

The Quaker Family

The Standard of Standards

Quaker Corn

It has the value inside the can.

It's always the same high grade.

It pleases the customer.

It pays a profit.

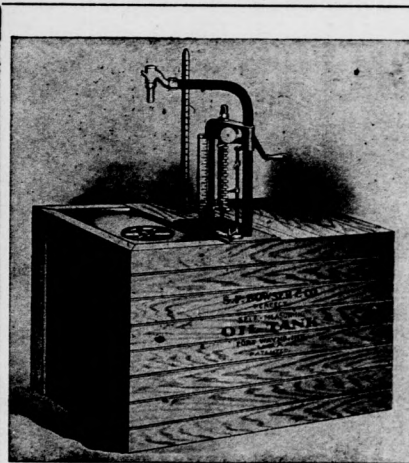
What more can you ask?

WORDEN GROCER COMPANY

(Private Brand)

GRAND RAPIDS, MICH.

His Old Tank was Good Enough



Cut No. 19
First Floor Outfit
One of Fifty.

In January, a grocer in Michigan told one of our salesmen that his oil tank was all right, and he didn't need a better one—it had done him for ten years and was good for ten more.

Inside of three weeks that man lost three barrels of oil because his tank sprang a leak. This oil went all over the floor, into the stock and down between the walls, causing a loss of several hundred dollars.

Then he bought a Bowser.

Are you absolutely secure against similar loss?

Are you entirely satisfied with your method of handling oil? If not, send for catalog M.

S. F. BOWSER & CO., INC.

FORT WAYNE, IND.

MARRIED MEN.

They Must Insist on Certain Sacred Rights.

Within the last decade we men have granted women many rights, and they are demanding more. We hear more and more about woman's rights. I am not the man to refuse them, even if I dared, but it is high time that we married men organize a screeching brotherhood to demand married men's rights.

I am not seeking political preferment in thus advocating a new declaration of independence, although I feel sure of the solid married man's vote of the United States on the following platform:

One bureau or chiffonier drawer in each house for husband's exclusive use.

One hook in one closet for husband's exclusive use.

A man who works from eight to eighteen hours a day earning a living and paying life insurance, taxes, paying for a cemetery lot and trying to lift the mortgage is entitled to this much in his own home. He should have the free and unlimited use of a hook on which to hang his clothes, and a drawer into which to stuff his shirts and collars—and, furthermore, he should have the exclusive use of these.

When I first got married we lived in the cutest, daintiest little four room flat in the world. There were three closets, and even now I recall with alarm the fact that when we moved into it I calmly selected the smallest closet and remarked, "This will be my closet." Thereupon I placed my wearing apparel within that closet, picked three choice bureau drawers for my other wearing apparel, and placed my collars and neckties in the upper drawer of a dressing stand so they would be handy.

A month after we were married my collars were ousted. Then, to my surprise, I discovered feminine wearing apparel in my closet. Inch by inch, gently contesting every hook and drawer, I was evicted, until finally I found my dress suit and other treasures packed in a spare shirt waist box and pushed under my bed.

Still, I hung tenaciously to one hook, upon which I habitually hung my night shirt.

I have a habit of undressing rapidly and peeling to the buff before thinking to look for my nightshirt, and I never shall forget that zero morning when the janitor let the steam die out, and I stood, clad only in goose pimples, in that darkened room and pawed for a nightshirt, only to find a new blue silk underskirt occupying the sacred place. I found that nightshirt over the back of a chair. "Right under your eyes," as the missus remarked, when I spoke of it.

That was the beginning of a contest that has lasted ever since. I have for many years reserved a space for that night shirt (or its equivalent), carefully placed it there each day when I arose, and each time I retired I have found it in some other place. According to my statistics I have pawed around in the dark on 2,192 different nights, looking for that night shirt, and found it in 2,046 dif-

ferent places—ranging from the ice chest to the baby carriage. On only three occasions have I found it on the right hook. On these three occasions the hook was the last place I looked.

After a time, when I was becoming house broke, we moved into a six room flat, with five closets and, before the movers had finished scratching up the piano, I staked out a claim to one bedroom and one closet, and purchased a new chiffonier for my own exclusive use. My claim was jumped before we straightened things out, the missus "just putting some of her things in there temporarily." Inside of two months the chiffonier had been moved out of the room entirely, and only two hooks in the closet, the shirtwaist box and a trunk were left

for me. I stood it for a time, then patiently and without recrimination went downtown and bought another chiffonier.

I went home expecting a reprimand for the bald sarcasm of my act, but instead was met by thanks.

"It was so good of you, dear," said the missus, giving me a little hug. "Just what I needed for baby's clothes."

I hung on desperately to my one remaining hook until the next spring, when we bought a house. I looked for a house that was all closets, and finally found one with eight rooms and ten closets, besides china and linen closets.

I invoiced yesterday. I am still in sole and undisputed possession of the small, right hand, upper drawer of

the oak dresser, two hooks in the closet, one of which bears a painted sign, "Night gown; don't touch," and a laundry bag in which I keep my linen. My dress clothes are on nails up in the attic, my socks, etc., in a hat box under my bed, and the rest of my stuff in the trunk.

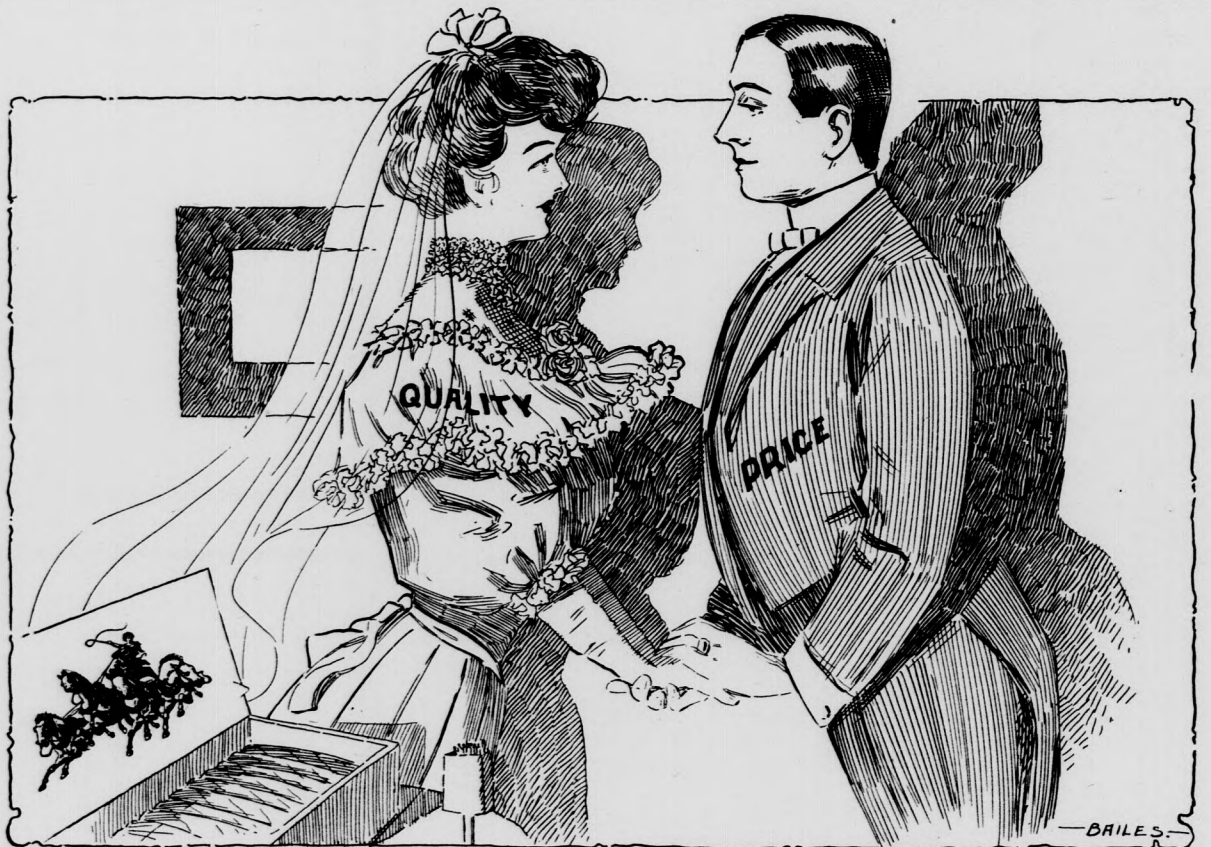
It is about time we married men were uniting and striking for our rights.

P. S.—The laundry bag has been appropriated to hold the children's stockings.

P. P. S.—Found my night shirt folded under my pillow, and the missus' new Alice blue skirt on the hook.

Hugh S. Fullerton.

An austere man is generally a man of very limited ability.



Quality and Price are Most Happily Joined

in the

BEN-HUR CIGAR

It is a union which has never been allowed to separate for any commercial consideration, but has gone on reaping its years of prosperity through the ever thoughtful consideration of the one for the other.

It has long been a wonder to dealers to note the ever constant steady demand for this cigar; to watch hundreds of other brands shine in public favor for a moment, and then disappear, leaving nothing but gray streaks of disappointment and dead stock with thousand of dealers.

The Ben-Hurs' ever constancy of merit allows merchants to stock them with the positive assurance that they will not only sell but will do more boosting for their cigar business than any other brand ever shown in their case.

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

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

How \$50,000 Fortune Grew from \$6 a Week.

If you happen to go over into the foreign district of the southwest side you may find the home of Mr. and Mrs. Karnodna. Also, you may not. It all depends. If you are a favored person in the district in all probability you will hear about these people, for they are now rich and influential—as wealth and power go in the district. If you are not one of the favored ones you may not hear of them, for the district is close mouthed in all that concerns its own, and talks grudgingly to the utter stranger.

The Karnodnas came from Hungary fifteen years ago. They were immigrants, raw, ignorant citizen material, possessing little more than their own strong bodies and the clothes that covered them. There were four of them—the wife and husband and the two children. The children, a boy and girl, were ten and eleven respectively. Peter, the father, had one aim before him when he came to America. He would get rich as soon as he could. Mary, the wife, had likewise one aim, to aid and abet Peter in all his projects.

The plans of Peter and Mary were simple. They had determined to save. It mattered not to them what the family income was, they would save some of it. It was \$6 a week. Well, they would save one of the six. And they did. Just how they did this it is impossible to explain in a manner to reach the comprehension of the average worker. But the main point is that they did.

And the silver dollars went on piling up at the rate of one every single week and some day there would be a great pile of them. Then it would be time to talk of luxuries. But in the meantime they would live so that the single dollar would be spared every week. They put the dollar in a cloth bag and stuffed the bag deep into the mattress each Saturday as Peter came home with his wages. Then they did not touch it again.

At the end of the year Peter found his wages advanced to \$1.35 a day. This was a big item in the future wealth of the Karnodnas. One thirty-five a day means \$8.10 a week. On \$6 a week they had saved \$1. On \$8.10 they would save \$3. They did. In a year and a half they had saved \$125. One of the children had been ill and some of the savings had been given to the doctor.

Then one day one of Karnodna's friends at the factory said: "Peter, you got money; why don't you start a saloon?" The idea took root in Peter's mind. He looked about him and found many rich saloonkeepers.

But the germ was deep in his mind. He would have a saloon some day, then all his troubles would be at an end. He would get rich then—rich, like the alderman.

Next day the boy was at work. He was strong and capable, so he was paid \$3 from the start. This made the income of the family \$11.10. The possibilities of this sum were as

unlimited as the narrow dreams of the Karnodnas.

The putting of the boy in the factory suggested more avenues of revenue to the ambitious couple. The girl was now over twelve. She, too, was big and strong for her age. They needed a girl in one of the small cap factories that lined the street. They were willing to pay \$2 a week for her. The little Karnodna girl got the job.

This left only Mrs. Karnodna as a non-earner. Mrs. Karnodna, like her children, was big and strong, and the housework incident to the little home—it comprised three rooms now—was play to her.

She began to work soon after her husband and children had left for their daily toil; she ceased only when the coming of the evening warned her that it was time to begin the preparation of the evening meal.

The result was that within four years from the time of their arrival the Karnodnas had \$700 in the bank, and the saloon was a possibility. The brewery was glad to meet them to talk business after they had been introduced by the alderman, whom Peter had learned to vote for, and soon the sign of Peter Karnodna announced the location of another Bohemian saloon.

So he went back to his position in the factory, and now being a skilled workman he made \$12 a week. Back home the wife took care of the saloon, and took care of it much better than Peter would have done. For three years they did this. Then Peter's saloon began to grow in popularity, and it became necessary for him to give up his work and attend to his business all day.

Two years later he was forced to engage a bartender. A year later he needed two, for now he was unable to devote more than a few minutes a day to his saloon business. His position as right hand man to the alderman of the ward took up much of his time, and his tenement building accounted for the rest. He was rich now. The dream had been realized and when his son was married Karnodna turned the management of the saloon over to him.

V. McQueary.

The Man Behind Your Business.

You are he and how much of you is in evidence throughout your store?

Being different pays. And the surest way of being different from others is not to try to be anybody but yourself.

Start with the determination to win success by deserving it. Make your customers feel your sincerity in that determination.

Have goods that are worth your prices for them. Mark your prices in plain figures. And have but one price for each thing.

Then you will have nothing to hide and you can be simple, frank and open in every move you make.

Then all your energy can be devoted to going straight ahead with none of it subtracted for covering up, dodging or getting around this or that crook in your course.

Make your trade feel that at your prices you would just as soon have your goods as their money. Accomplish this by making and cheerfully living up to an offer to refund money paid or exchange the goods.

Convince your customers of your desire to serve them by giving good bargain reasons why it will be worth while for them to grant your request that they come to your store.

Merchandising in this way, putting more of yourself into your business, means that the selling end must be given more and more of your attention.

That means you must buy more and more where you can be surest of getting just what you order at the best price obtainable for it.

And that means that you will come to buy more and more where a one-price policy prevails and where, preferably in printed form, you are told exactly what it is you are buying, so that you may know that you are getting exactly what you have bought.

Merchandising in that way you may have days when you feel that you are not "saving" all that you used to when you were exacting the last drop of "per cent. off" for large quantities.

But you can console yourself with the thought that profit is not made until the goods are sold, and more attention to the selling end of your business means more sales with more profits.—Butlers Drummer.

The collection would often be larger if the sermon was less a collection and more of a creation.

Make Me Prove It

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

E. B. Longwell
53 River St. Chicago

Merchants, Attention!

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

Would you like to reduce your stock quickly?

Would you like a Special Sale of any kind?

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

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

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

Every Cake

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

The Fleischmann Co.,

of Michigan

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



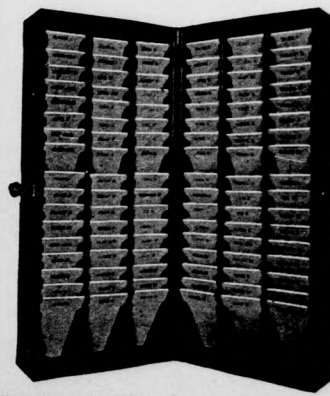
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A. H. Morrill & Co.
105 Ottawa St., Grand Rapids, Mich.
Both Phones 87.



Pat. March 8, 1898, June 1, 1898, March 19, 1901.



Method of Fattening Poultry by Machine.

Frequently I am asked, "How are the birds fed with the cramming machine?" Press the thumb and forefinger between the upper and lower bill and pull the fowl onto the tube—don't push. Another question: "What kind of food is used?" Here is a chance for a diversion of opinion. It is probable that no two successful egg producers feed just alike, and the same probably holds true with the successful fatteners of the cramming machine. The feeds that to one seem to produce the best results will to others seem to be very much wanting. Corn meal is a great essential, but it is poor judgment to feed that alone. A cheap grade flour is some help but must not be used in too large quantities. Ground oats are great flesh producers, but here again caution must be exercised. Barley flour, buckwheat, meal, etc., all have some virtue. The constituents of the food should be meat-forming and not fat-forming.

The only requisite necessary in properly preparing the fowls, after the food that produces best results has been decided upon, is to be regular in feeding and to learn how to properly place the tube into the gullet of the chicken. A few hours' practice working the fowls on to the tube of the machine will make an expert of anybody.

When the feeding tube is placed in the gullet it is necessary to see that the tongue is underneath the tube. The end of the tube is easily felt by the fingers when it reaches the crop. By using his fingers the operator soon learns to know when the crop is full. Only by direct intention can the operator harm the chicken. The whole process can be conducted without any harm in the least to the fowl. In a day or two the whole lot of fowls become accustomed to being fed by machine and take it as a matter of course.

The farmer fattens his steers, hogs and sheep. Why not his chickens? He can convert grain into money more economically by fattening poultry than cattle, and quicker, too. He should not sell his birds at a time when they are just ripe for fattening. Large fatteners fool him out of the high profits by buying these birds. In a very short time, and with very little outlay, they make a very handsome profit, which the farmer and the poultryman ought to put in their own pockets.

Profits both coming and going are the double advantages the fatterer gets by using a cramming machine. Not only does he get a higher price per pound because of a heavier fowl, but he gets still higher advance because of the extra quality of flavor and attractiveness of its plump carcass. Here is the extra profit which should be made by using a cramming

machine. The cost in time and feeding by machine is not over 3½c. per bird for three weeks. If it weighs 4 lbs. at the start it would weigh 6 lbs. fattened. Then it would readily sell for 6c. per pound more than before.

Estimate on 1,000 fowls fattened for three weeks, at 16c. per pound\$960.
Four-pound fowls, unfinished, at 12c. 480.

Gross profit.....\$480.
Deduct cost in labor to fatten three weeks at 3½c. each\$ 35
Cost of feed required for three weeks at 12½c..... 125
Total cost for holding three weeks 160.

Net profit on 1,000 for holding three weeks.....\$320.

By using the cramming machine the weight is increased 50 per cent. The flavor and quality of the meat are much improved, and the selling and market value greatly advanced. The process is not a secret. Instead of the skinny, poorly developed, square-shaped carcasses, once so familiar on the butcher's bench, it is possible to now lay beside them a product 50 per cent. heavier and 200 per cent. more attractive.

No amount of trough feeding will bring the bird up to the pink of condition that machine feeding will. In trough feeding the bird has nothing to create an appetite—no exercise. So it will not eat all the system can assimilate—with the machine it gets it.

There is no other way where so much food can be gotten into the crop. It is cheaper, because where 2 lbs. are gained with the machine less than 1 lb. is gained fattened otherwise. It is cheaper because it takes twice as long to fatten by trough as by machine. It is cheaper because the extra amount of food necessary to actually sustain the bird for the extra time required to trough feed is greater in value than the cost of time required to feed by machine. It is cheaper because poultry is higher per pound the day it is finished being fattened by machine than ten days or more later when finished being fattened otherwise. It is cheaper because three to five times as much food goes to making new flesh. It is cheaper because more weight is put on. Being plumper it will bring more per pound.

William H. Allen, Jr.

Agreed With Him.

An Episcopal clergyman of Cincinnati was being shaved by a barber who was addicted to occasional sprees. The razor manipulator cut the parson's face quite considerably.

"You see, Jackson, that comes from taking too much drink," said the man of God.

"Yes, sah," replied Jackson; "it makes de skin very tendah, sah."

Some churches make a lot of fuss over the heathen because they are the only people who live so far away that they do not quarrel with them.

SEEDS

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

Clover, Timothy, Millets, Seed Corn

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

Redland Navel Oranges

We are sole agents and distributors of Golden Flower and Golden Gate Brands. The finest navel oranges grown in California. Sweet, heavy, juicy, well colored fancy pack. A trial order will convince.

THE VINKEMULDER COMPANY

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"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

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

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Egg Cases and Egg Case Fillers

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

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Are You Getting Satisfactory Prices

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If not, try us. We charge no commission or cartage and you get the money right back. We also sell everything in Meats, Fish, Etc. Fresh or salted.

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Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese

Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

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Sell

Butter
Eggs
Produce to

3 N. Ionia St.

Some Possibilities of the Poultry Business.

The poultry business presents larger opportunities than any other farm crop, and in fact, for the amount of money invested, a greater profit than most merchantile and manufacturing industries afford. The various branches of the commercial poultry business can be summed up as follows: the egg business, where hens are reared and kept for market eggs; the broiler business, where a winter equipment is used to raise small birds for market during the off season; the winter roaster business, where large roasting chickens and capons are wanted at the time the market is comparatively dry of fresh stock; and the duck business, where ducks only are raised for market purposes.

There is no branch of the poultry business that presents less risk and as sure a gain with quick returns as the egg business. The all-year-round source of income makes it the most popular branch of the poultry industry.

On the basis of a one-man farm, with a little extra help through the breeding season, 4,000 birds can be easily reared, about 2,000 of which will be pullets. Incubators, brooders, colony houses, etc., will cost about 30c. per head for each bird reared, or approximately \$1,200 for 4,000 birds. This is for an equipment for spring work, rearing the birds during the natural breeding season.

In housing laying stock for market eggs, the building will cost anywhere between 50c. and \$1 per head. The cost would depend a great deal upon location as influencing the price of lumber and labor. Two 8-foot sections of my type A model laying house, making a house 16 feet square, cost me in Buffalo for lumber and hardware a few cents less than \$20. The labor cost me approximately as much more, using a \$2.25 per day man. In the past year, however, lumber has gone up \$4 and \$5 per thousand, so that this house would now cost me between \$45 and \$50. In this house I put fifty layers to a section of 8 feet and the birds seem to be perfectly comfortable. It would therefore cost me about 50c. a head to house my birds. If a man is a close buyer and knows the value of labor, I do not believe there is any section of the country where this house could not be put up at 75c. a head at the most. If it is to be put up by a contractor it may cost in the neighborhood of \$1, and in making my estimates in "Eggs, Broilers and Roasters," I have based my calculations on the laying house costing \$1 per head, the maximum cost.

Hens in large flocks lay from ten to twelve dozen eggs per year. Eleven dozen would be a fair aver-

age. In any territory tributary to a large city an average price of 25 cents per dozen can easily be obtained. This amounts to \$2.75 per bird. Food for one year in city districts will cost approximately \$1.35 per head, allowing \$1.40 per head profit to pay the labor and interest on the investment.

The rearing of broilers is now seldom carried on as an exclusive business. It is usually coupled with other farm work, or is incidental to some other branch of the poultry industry. Many fruit growers and truckmen now engage in broiler raising in the winter, beginning operations after their fall work is cleaned up, and stop hatching March 1 so as not to interfere with the spring work. The late broiler market, however, continues good for some time after this and the man who can get the birds out without interfering with his other work can make a nice profit, hatching clear up into May.

The duck breeders now engage largely in growing broilers. Ducks stop laying early in the summer and the brooding houses are cleaned out early in the fall. As the young breeders do not begin to lay freely until after the first of the year, the equipment can be profitably employed in broiler growing. The soft roaster men market some of the pullets as broilers during the high spring prices.

The broiler business presents a 100 per cent. proposition, but there is more risk in broilers than in an egg or roaster farm for the reason that all the risk comes within the broiler size. That is, after the broiler reaches the weight of a pound the death loss thereafter is practically zero. We then have the birds safely on the road to maturity and the balance of the work simply resolves itself into putting a dish of feed and water before them and nature will do the rest.

We then keep the bird until we have secured the greatest profit, with either the layer or the roaster. From the time the pullet begins to lay in the fall until she gets through the molt the following fall she will have made for us, as we have seen, \$1.45, while the roaster by the time it reaches maturity will produce a profit of from 50 cents to \$2, according to the breed and season of the year.

The percentage of risk is lowest with the egg farm, as we hatch the pullets during the natural breeding season when all the conditions are favorable to the most successful work. This season of the year is the natural growing season, when all nature lends herself to every plant and animal to the reproduction of its kind, and not only do the eggs hatch well but all the conditions are

favorable to the successful growing of the chick.

Duck breeding on a large scale is of but recent growth. The large White Pekin ducks bred almost exclusively. The hatching season opens in November, but no considerable number of eggs is secured until January. It continues until the breeders stop laying—usually in July. Old breeders lay from 90 to 100 eggs, and young breeders from 115 to 120 eggs in a season.

The young ducks are put on the market at from nine to ten weeks old, at an average weight of six pounds. It costs 10 cents per pound for eggs, fuel, feed and labor to put a six-pound duck on the market. It, however, takes an experienced feeder and a very conveniently arranged plant to do it at this price. This is a business that requires constant attention, and should not be embarked on unless the breeder's whole time is

to be devoted to it. The little ducklings require feeding five times a day, and as both the breeders and growing stock are fed on soft food the constant attention required is feeding must be at regular intervals. The constant attention required is forcing the business into large plants, where many thousand ducklings are reared, and a force of several men is employed to operate them.

Many of the most successful duck plants have been worked up from small beginnings, the owner devoting his entire time to it, but most of the modern duckeries have been started by men of means who have gone into the business for an investment, the same as they would embark in a manufacturing enterprise.

Chas. A. Cypress.

People who take no risks secure no reforms.

NOW IS THE TIME we can handle your small shipments of fancy fresh gathered eggs at good prices for you. We do not have to sell at any old price to clean up if we are unable to sell for what we value them at, we run them through the Candling Dept. and you get the benefit.
L. O. SNEDECOR & SON, Egg Receivers, 36 Harrison St., New York
 Established 1865. We honor sight drafts after exchange of references. We try to treat every one honorably and expect the same in return. No kicks—life is too short.

W. C. Rea

A. J. Witzig

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

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Why are Ballou Baskets like hard boiled eggs?

Because they can't be beaten.

STOP GUESSING

You've hit it and many another has solved it before you. Our baskets have a reputation, national in its scope, and we want YOU to "let us show you."



BAMBOO DISPLAY BASKET

See that DISPLAY basket? That will sell you more goods in a week than a pasteboard box will in a year. Try it.

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Fine Feed

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MOLASSES FEED

GLUTEN MEAL

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LOCAL SHIPMENTS

STRAIGHT CARS

MIXED CARS

THEY LACK FORCE.

Some Reasons Why Thin People Seldom Succeed.

For the timid, shrinking souls there is one road only to courage. Get fat. Most meager persons are timid and most aggressive persons are stout. Thus holds a Chicago medical authority. To prove his statement he points to many men and women who were of the hesitating, afraid-of-my-shadow class while they had little flesh on their bones and who became bold and ready to push themselves forward after they had grown stout.

A little investigation and research in Chicago tend to confirm the physician's theory.

"I have known many men and women whose characters seemed to undergo radical changes, changes so tremendous that you never would believe they were the same persons, as they grew fat," the doctor said. "A few specific instances will illustrate:

"Several years ago I had as a patient a junior partner in a wholesale business. He had inherited money and a shrinking disposition. He was a man of exquisite manners and was the soul of kindness. But this did not count to his advantage to any degree, for he was so quiet and backward that most of his employes ran over him, and he was snubbed and received less consideration in the establishment of which he was the largest owner than did the husky teamsters or the rotund old elevator man.

"I was convinced at the time that the man's timidity was due to his temperament. I liked him, but with a kind of pitying, patronizing regard, for I felt sure he never would amount to anything in the world and probably would lose all his money. At the time I gave no thought to the fact that he was spare beyond all sense. He was emaciated, thin, cadaverous. His coat hung like a bag over a stick. His cheeks were thin; his hands were bony, and his feet stuck out beyond his trousers like the prongs of a pick.

"At every turn he was dodging and avoiding others. His whole life appeared to be taken up with getting out of the way of more forward persons.

"But now all has changed. I met him recently and he is the chubbiest, roundest, jolliest man you ever saw; filled out all over. And he has quit making way for others. He is the boss of the business house and every one stands on tiptoe when he heaves in sight. He is the whole thing in the concern, having got so aggressive that his partners became tired of his insistence and domination. They sold out to him at his own figure and he is making his fortune. It is a case of fat, nothing else.

"Another case, that of a woman, presented equal proof of the truth of my contention. She was the most apologetic, fearsome little thing I ever met. She would not harm a fly, but seemed to beg its pardon for taking up so much room. Padding

and all the arts of the modiste could not make her look other than a wisp of a woman and no one gave her any further consideration than she assumed on her own account.

"If you could see her now, you would not believe what I have been telling of her in days gone by. She is plump, verging to stoutness. She is even getting short in breath and she pants if she tries to walk fast. But she does not have to walk fast if she does not want to. Others have to go her gait, for she is the most independent, aggressive female in her set.

"I have seen her walking, and, believe me, it is a sight the way she drives her way ahead. The crowd parts to right and left for her and she goes on sublimely, her head in the air with an almost impudent assurance. I understand she is an organizer for a woman's lodge and travels from city to city, spending most of her time among strangers. That is the test for a woman. She is content to be away from friends, for she can paddle her own canoe."

A crossing policeman who is busy for eight hours every day escorting pedestrians across State street was asked what his observations had been along the line of the physician's theory.

"Stay here with me a quarter of an hour," he replied, "and see who it is that needs help."

Half a dozen girls, on a shopping tour, stepped from the curb. Five of them were trim bodies with girlish figures, and the sixth, as the policeman said, was "plump as a partridge." They stopped altogether at the margin of the stream of traffic. Then the larger girl struck out, without a word of comment. That was the most significant thing about her advance. She seemed to take it as a matter of course that she should go straight on and not hesitate.

When she was across safely, having dodged an automobile and made a teamster driving two great horses to a loaded truck hold up while she deliberately picked her way before him, she turned back and a look of surprise came over her face. The others had not left the first side of the street. The policeman waved his club aloft, traffic halted, and the five young women scampered timorously to join their companion.

"What were you waiting for?" she was hard to ask them as they proceeded on their way.

A stout old lady and a thin little man fared to the middle of the street. The woman came ponderously across, looking neither to right nor left. The drivers, street car men, and chauffeurs would stop to let her pass, if they had to, and she felt it. Her escort ambled nimbly at the rear, ducking and nervously jerking his head as each new danger came in sight.

"If it wasn't for her," said the patrolman, "what would the little fellow do? Why, he's only a cabin boy on that ship."

"Young and old, it's pretty much the same," continued the officer of the law. "When I see a little woman who could hide behind a telegraph

pole, I raise my club and make the teams stop. I know she'll never make it alone. Somehow she hasn't got the nerve to try.

"And when I catch sight of a round fellow elbowing his way through to the center of the street, I can shut my eyes or look the other way, for I know he'll make people and horses stand back for him."

An employer, a man who directs a large force in a commercial house, had not thought of the relationship of fat and nerve until the subject was brought to him.

"Why, that seems an odd idea," he said, musing and looking out of the window to the street with its tangle of traffic. "At first thought I would say there was nothing in it, that is, so far as my experience goes."

He hummed to himself for a few minutes and at length smiled. Then he said:

"That's it. I've got it, and I never understood it before. Most of our salesmen are fat, comfortably sleek. The thin men, we have found, do not hold out 'on the road.' They get homesick and seem to lose their nerve. They write too many doubting letters home and do not send in enough orders. But the portly chaps, they are the ones to push ahead, make friends, get business, and draw salaries in proportion to their avoirdupois.

"There is another thing," continued the merchant. "Come to think about it, it is hard to hold the plump men unless we give them good positions where they can assert them-

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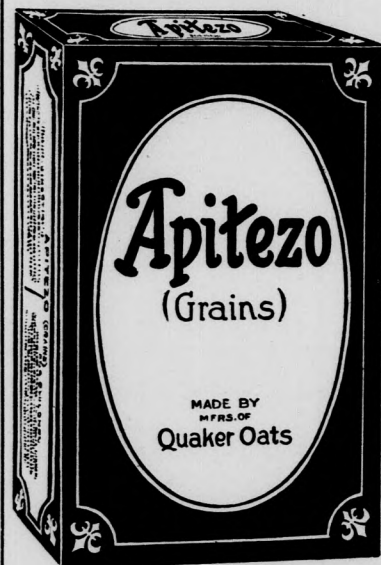
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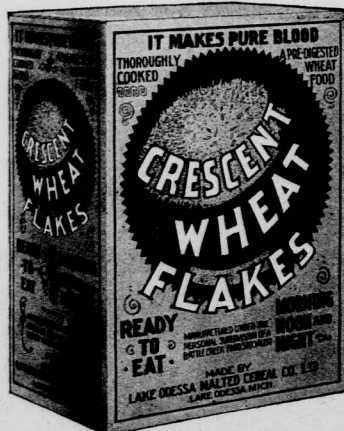
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selves and earn large salaries. If we do not give them a chance, they leave and start out for themselves. And they do mighty well, too, most of them. I am not scientist enough to trace the connection of cause and effect, but the coincidence is undeniable."

In the schools the teachers have a horror of fat boys and girls.

"It is not that they are dull," said one teacher, "but you cannot do anything with them. They are so self-willed. They will have their own way and they lead every movement of discontent."

The women's clubs would fall to pieces were it not for the stout women, several leaders admitted.

"Some one is needed to go ahead and take the brunt of the fight," one woman said. "I cannot recall many women who have been able to do this who have been thin and slight. The slender women seem to be all nerves. They are too thin skinned and take offense when no offense is meant. They are too sensitive. Among these slender women are many of the sweetest, dearest creatures in the world, but the world is too rough for them to face it with their own courage."

The psychology of the facts discovered by the physician was touched on by a professor at the University of Chicago.

"Thin persons are weak physically as a rule," he said. "Hence, in their contact with the world, they are compelled to act with great circumspection and caution. On the street, in the cars and in other public places they are so light in weight that, in self-defense, they must give way or others will elbow them aside. If they do not yield voluntarily and without contest, they will have to yield after they are forced to. To avoid difficulty, they take the back seat without fighting for their rights and the fat man goes to the front.

"This physical fact has its mental counterpart. From the habit of yielding bodily they have come to yield mentally. They grow timid and hesitate to say their minds. Then they get the habit of not making up their minds, but of waiting for their more aggressive fellow beings to think for them.

"But once the man who was emaciated and lean begins to put on fat he finds himself of more consequence in the material world. Others stand aside for him to pass, knowing that if they do not he will shove his way through. Seeing himself deferred to thus, he begins to believe that what he thinks is of more importance than what others think. He forces his views upon those he meets and will not permit them to contradict him. In a word, he becomes a leader.

"As this is true in individual cases, so it is with regard to nationalities. The Englishmen have grown fat through centuries of good feeding and they are the dominant race. Watch the men and women of this people as they go the rounds of the European resorts in their continental travels. The fat Englishman is to the front everywhere and others

hardly dream of questioning his right to hold this position.

"The Germans are getting started along the same road. As they get fatter, they become more of a menace to English superiority.

"On the obverse side of the question, who would entertain the idea of the lean Italians ruling the world? The Chinamen may multiply until they are as numerous as the sands of the sea, but they remain a subject race, intellectually and materially. We Americans are growing stouter and our influence abroad develops apace."

George F. Cheney.

"Business Tact" Needed by Salesmen.

The business world is divided into two great parts—the buying and the selling. No matter how modified or combined, this is the ruling basis of all business activity. The task of the buyer is the much easier and simpler of the two. This requires only a knowledge of the goods to be bought and an understanding of market conditions so there will be no under or over buying.

But the selling—the word of the solicitor, salesman, agent or under whatsoever other guise this duty may be performed—"aye, there's the rub." The degree of success attending the selling of any merchandise is dependent upon two factors—the business tact of the seller and the merit of the merchandise that is being sold. Placing business tact before the merchandise itself may seem to be the wrong sequence; it may look as if an unwarranted preference and pre-eminence were given to business tact. Yet such is the case; business tact is of more importance than the merchandise itself.

We need only remember the many times a persuasive, skillful book agent has lured us into buying one or a volume of books which we never had intended to purchase, for which we have no use and whose pages have never been opened after the first hasty glance in order to demonstrate the contention that business tact, properly applied, precludes the merchandise itself.

Trace all selling transactions from the solicitor who appears at your door with his wares to the salesman who sells manufacturing establishments their many thousands of dollars' worth of requirements each season, and on to the men who promote and operate tremendous schemes involving millions of dollars, and you will find the same principle demonstrated again and again: The purchasing of goods which the buyer had not previously intended to get, giving an order larger than actually needed, and even the buying of inferior goods—all because of the business tact of the seller.

Business tact as applied to salesmanship involves a good many requirements all of equal importance, and the misuse of any one of which utterly destroys the effectiveness of the others. To introduce yourself to a prospective buyer—gain his attention and confidence—interest him in your proposition and ultimately bring it to a successful termination require a combination of self-assertion,

deference, imperativeness and docility. It means nothing should be omitted or committed that will tend to place the buyer in an aggressive attitude.

It means you must have no mannerisms in dress, speech or physical make-up to detract the buyer's mind from your proposition. It means you must grasp a situation or a change in a situation so as to modify or assert yourself as the occasion may require. It means you must have yourself under absolute control, and, regardless of the provocation, never lose your temper or over-enthusiasm. It means that you must know your proposition and goods so thoroughly that there will be no hesitancy—no indecision—or faltering in answering any question that may be put to you. You do not have to talk quickly; think before you answer, but when you do speak carry conviction with every word.

All this is business tact. Just as these many details are observed and fulfilled, just so we have the highly successful, mediocre and poor salesmen. Those who cannot grasp these various items and make helpful deductions therefrom will have to spend added time and energy to get information which is already his "who has eyes and sees."

This "feeling your way" talk should give you a sufficient line on your man to guide you as to what points of your subject you are to emphasize and what ones are to be treated only in an incidental way.

You can not appeal to all men along the same lines; what will inter-

est one receives a deaf ear from another. Where you must harangue on price with one man you must ignore price and harp on quality with another. But you—not he—are the man to discover which method to use, and then use it with judgment.

George L. Louis.

There are times when it is difficult to discriminate between a white lie and a yellow one.

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

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Chocolate
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Registered,
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They are absolutely pure—free from coloring matter, chemical solvents or adulterants of any kind, and are, therefore, in conformity to the requirements of all National and State Pure Food laws.

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Established 1780, DORCHESTER, MASS.

Why Continue to Drift

and take chances in the purchase of COFFEE?

Why not TIE UP up to a RELIABLE HOUSE?

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

W. F. McLaughlin & Co.

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*Who else can do this?



Marriage Is Beginning of a New Life.

When people marry it should be, so to speak, with a clean slate. Old scores should be cleared off, old loves forgotten.

He or she who begins the new life hand in hand with a memory and a regret had best not make the beginning, but remain single. The vow to "keep to one only so long as ye both shall live" is a contract which should be fulfilled in the spirit as well as the letter.

It is oftenest a woman who makes this mistake. Men as a rule concern themselves but little with love affairs which are past and gone. When a man is constant to the memory of one woman he is not likely to take another to wife unless, indeed, he does so from pique, which is answerable for many an unhappy marriage. A man or woman fails to get the partner desired and so marries the partner who is willing. This is usually done in a hurry and repented of in the traditional leisure. The cases in which it is not regretted are mostly those of women. There is much truth in the maxim which bids a woman who is forced to choose between the man whom she loves, but who does not love her, to take him who gives her his heart as well as his hand.

Life is full of compensations, and one of them is the fact that the man who loves and cherishes a woman is almost certain in course of time to gain her sincere affection. But when a man takes advantage of a woman who loves him and marries her to show his unconcern for someone else, he does her a grievous wrong. Nevertheless, there are women who are ready and willing to take the chance of catching the wounded heart in the rebound; although the chance is slim. Such cases as these are generally open and above board, and there is no deceit on either side. The proverb runs, truly, that "half a loaf is better than no bread," and one's hunger may be such that one will accept gladly the fragments of a feast prepared for another.

Men and women belong to the same genus, but in matters amatorial the species vary. Love usually is an episode with a man, which he repeats more or less often, according to the temperament of the individual. It is not often that he wastes time brooding over the past; the exigencies of masculine existence compel him to attend to the present, to plan for the future. It was Lot's wife who looked back to Sodom, to share in a mitigated form the fate of her beloved city; Eve who wept and moaned outside the closed gates of Paradise and, according to the legend, made Adam's life a burden to him by reason of her sorrow for past joy.

In spite of the proverbial fickleness of womankind, a woman seldom fails to cherish the memory of the man

whom she has loved, even though she may have transferred her affections to another. Nay, more, she has usually a soft spot in her heart for the man, all men, indeed, who has, or have, loved her; and she takes a more or less tender interest in them for all time thereafter. This, too, although she may never have reciprocated their love, and although she may be the beloved and happy wife of another.

Neither is every woman prone to worry particularly over her husband's past love affairs; provided, always, that they are, of a verity, past and done with. It is more likely that she enjoys the consciousness that she has "cut the other woman out," and triumphs in the fact that she has borne away the prize against all competitors. The rival of whom she is jealous must be a present and tangible factor in her husband's life.

Not one man in 10,000 can accept with complacency the fact that his wife has a past in which he has no part; not one in a thousand can stand the mention of his wife's old sweethearts with amiability, to say nothing of equanimity. A man invariably desires to feel sure that the woman of his choice has never loved, never might, could, would, or, of course, should, love any man but his own dear self. That is the true inwardness of the reason that fond lovers ask 999 times during a two weeks' courtship: "Darling, are you sure you never really cared for any other man?" And the woman who is wise will, if she has even a nebulous idea of marrying the man, be careful to make no incriminating admissions. A husband rarely is favorably disposed towards any other man who ever has made love to his wife, even though it may have been before he came upon the scene. He usually has a sort of injured feeling whenever his wife mentions the other man's name, and though he may say little or nothing, the fact remains that he does not like it!

Platonics have been shown to be dangerous for single folk; they are by many times more so for married ones. How often have the peace and harmony of a home been disturbed if not wrecked by the jealousy of a husband of some one for whom his wife entertains a purely platonic affection! It may be some old lover to whom she has promised to be a sister, for which reason she gives him a corner of her heart, in the quality of a friend. But however harmless and well meant her intention, the husband is almost certain to object, whether or no he is justifiable in so doing. And jealousy, being a species of madness, cannot be expected to be reasonable.

History past and present, from the wars of Troy to yesterday's police records, shows clearly that more crimes have been committed because of jealousy between man and woman than for any other cause. It is not well to play with fire. There is a story of an English nobleman, dwelling in a precipitous region, who advertised for a coachman. "How near can you safely drive to the edge of a

precipice?" was the question he asked of the three whom he thought worthy of consideration. "Within a foot," said the first. The second told proudly how he could drive with his wheel upon the very edge; but the third made answer: "If you please, my lud, I should keep just as far from it as the road would allow." The nobleman, being a wise man, engaged the careful driver. Dorothy Dix.

Marks of Distinction.

A Kalamazoo subscriber tells of the "break" made by a little tot of the family who was one of a party of little girls at a recent gathering of juveniles in the vicinity of her home. She had been valiantly boasting of the manifold advantages of belonging to her family and had managed to hold her own against the vain-glorious and ingenuous discourses of her companions. They had gone from clothes to personal appearances, then to interior furnishings, then to the number of tons of coal consumed in the home of each during the last winter and finally brought up at parental dignity. The minister's little girl boasted:

"Every package that comes for my papa is marked 'D. D.'"

"An' every package that comes for my papa is marked 'M. D.'!" retorted the daughter of a physician of the neighborhood.

Then came a fine snort of contempt from the heroine of this anecdote. "Huh!" she exclaimed, "every package that comes to our house is marked 'C. O. D.'! There, now!"

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BURNHAM & MORRILL CO., Portland, Maine

ART OF SALUTATION.

Pleasure Which Results from Simple Word of Greeting.

Among a few of the things that are worth the while as we pass through this life is pleasant, kindly and genuine salutation. The pleasant "Good Morning," the cheerful "Hello," the good natured "How do you do?" uttered by friends, carry pleasant thoughts through the entire day. We can afford to put some thought into our manner of salutation when in it there is so much for others. In framing our altruistic activities it is certainly important to think of the cheerfulness, the good feeling and the inspiration that we can carry to another through the simple word of greeting as we meet.

It is quite common before I arise in the morning to hear the golden woodpecker tapping on the empty tank near my barn, and I note there is a word of greeting from another who thoroughly responds from the eve trough to his neighbor. He seeks a good sounding board that the greeting may be heard a long distance. You and I have imitated the note of the quail in the salutation to his mate, and have heard the response and have enjoyed the fact that in this we showed our sympathy with bird life. In the evening I have imitated the hoot of the owl and have received a cordial response.

One time as I stood by a little pond upon the Lake shore with a scientist, whom I greatly admire and who understands the habits of wood denizens, he said: "Let's call the frogs." He whistled the simple note which is the characteristic salute of the hylodes, and after a few moments we saw jump out upon a leaf near by a tiny fellow, who raised his head and swelled out the drum that is attached to his lower jaw and gave the responsive whistle.

Just day before yesterday I stepped out of the bank and my horse was standing across the street. I waited for a moment until there were no vehicles between us, and I called out sharply, "Billy," and he responded at once with an answering salute. Thus do we see here and there and everywhere the kindly sympathy that may exist between man and beast, and which finds its expression in the pleasant salutation.

There is a man who comes up on the street car with me each noon-time and, upon alighting, starts on a run for his home, which is two blocks away. When he is halfway there, I notice each day he is waving his hand and a little boy in the window gives an answering salute. One day when it was very warm the little fellow was on the path halfway to the car, and I heard the greeting and the response, which were a delight to my heart.

A friend of mine not far away was for years a market gardener. His name is Sam, but I shall not speak his surname here. My occupation took me for a number of days at an early hour before his house and I noticed that his wife came to the door before he started off and gave him a pleasant word, occasionally

pinning a carnation upon his coat or handing him an apple with her God-speed.

Not many days ago the mother of one of my old High School classmates passed away. She was a very aged lady, and it was the habit of this man each morning to stop for a moment at his mother's door and give her a greeting. While she was in her last sickness and one sense after another had slipped away, he saw that she did not recognize him. To his question there was no answer. He took her hand and pressed a kiss upon her forehead, and she responded with a pressure which told the story of her love and her recognition. This last salutation will remain with him as long as he lives.

Our methods of salutation may not always be transmitted to others without a pang. Prof. Cook, my old teacher, after he graduated from college, spent a year in California teaching in the mountain districts. He told me the story of his experience in teaching children manners. He urged them to practice courteous ways and told them to say, "If you please," "Thank you," "Good morning," etc. One of the young boys put in practice in his own home some of this tuition, and came down one morning to the breakfast table and greeted each one with a pleasant "Good morning." When he reached his father the man looked up surprised and grunted, "What do you mean by this, young man?" and grabbing him by the collar and swinging him around, said, "I'll learn you to sass your dad." Under such circumstances there are difficulties in the way of inculcating methods of pleasant greeting.

Different nationalities have different ways of salutation. In England I noticed that to salute a stranger on the highway was liable to produce a frown, the one addressed expressing a feeling of insult to be thus accosted without an introduction. In Holland I found a different atmosphere entirely. Every boy and girl on the street greeted me, although a stranger, with a smile, a nod, a courtesy or a pleasant word. In Germany this was such a common practice that I expected to be greeted by everyone on the country highway. Three of us who were traveling together had an experience at Waldshut which was quite unique. We were passing through the street during the morning hour when the children were going to school. There were sidewalks on both margins of the highway, but, as is the custom in that country, many people follow the middle of the road, and we were walking on the roadbed that we might the better see both sides of the street and the abutting buildings and yards. The children going to school began saying "Good morning" to us as we passed and, not willing to be outdone, our hats were continually moving and we were saying "Good morning" and smiling back with all the good nature we could summon. It was not until we had passed the entire line of children that we learn-

ed that we were not the object of all this courtesy after all, for the dominie was walking parallel with us on the other side of the street. We then learned that some of the smiles of the children were not smiles of greeting, and we did not blame them.

In our country I fear that we are not as thoughtful as we might be in this matter of salutation, and it is well for us to cultivate things of this kind, not only that we may carry joy to others, but that we may, in turn, receive the pleasant word which will carry happiness to our hearts.

Chas. W. Garfield.

A Substitute.

"Father, I should like to try one of these systems of physical exercise that are advertised in the papers. They are cheap, and you don't need any apparatus."

"I will furnish you with one, my son, that I tried with great success when I was a young man, and I'll warrant it to be as good as any in the market."

"Could I take it here at home?"

"Yes; that is one of its chief merits."

"Any apparatus necessary?"

"Yes, but it's quite simple. I'll furnish it."

"Can I take it in my room?"

"No; you can take it out at the woodpile. You will find the apparatus there, all ready for you, my son."

You can measure your soul by the amount of food it demands.



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Manufacturers of pure

Flavoring Extracts

Terpeneless Lemon
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They were the first India and Ceylon teas introduced into the United States. The purity of these goods, the rich flavor, delightful fragrance and strength created a demand and today they are welcomed as a household friend in thousands of homes.

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Qualities

Always put up in Air-Tight Packages

Refreshing! Fragrant! Exhilarating!

Delicious Either Hot or Iced

Sole distributors for Western Michigan

JUDSON GROCER CO., Grand Rapids, Mich.



DUTY OF EMPLOYER.

To Look After Welfare of His Employees.

The party of business men continued to sit in the roof garden of the Hotel Astor, where they had sat for an hour. Joannis Carolianus, the college son of a well to do father, took little part in the conversation. Business, the subject talked about, was new to him; he was to listen and learn, rather than to talk and teach.

"It's a wonder that we manufacturers," began the maker of shoddy cloth, "are able to turn out anything at all. Our workmen are getting so that we can't get a good day's work out of them. They take no interest in what they are doing. At the strike of the clock on the quitting hour they drop their tools, to a man, even if they could work a minute longer and finish something they were doing. I tell you, a manufacturer must keep a whip in his hand all the time to keep these duffers in line."

"Well, it may be that way in your factory," said the hat manufacturer, who had joined the group, "but it isn't that way in mine. I used to have ideas like you myself, but several years ago, just as I was going down to my factory over here in Orange, I heard the door bell ring. I opened the door myself. There stood a bent old man.

"'Good morning, sir,' said he with a tremble in his voice that made me feel sorry for him. I knew he wanted something. As a rule I turn off these fellows who come prowling around, but I listened to what this old man had to say. 'Maybe you have some furniture that you would like polished,' said he. 'I'll do a good job for you if you have something of that kind, sir. I don't like to go around this way bothering people, but I'm not able to do a full day's work in the factory like I used to. My daughter, who is a widow with five young children, has been sick for several years, and I have to help her along. Medicine and doctor bills come high, too, I tell you, when a man has to work by the day for a living.'

"'Yes, come right in,' said I. 'You're just the man we've been looking for. My small boy here the other day took a toy train and made a railroad track out of the top of our davenport. He scratched some of the varnish and finish off, and we're glad to have you come and do it over. Here is the davenport right here,' said I to him. 'How much will it be worth for you to fix it up?'

"'O, I can do that for 50 cents,' said the old man. 'It will take me only a couple of hours or so.'

"Well, now, let me tell you, friends, my father before me was at one time a workman at the bench, and I kind of thought I wouldn't like for my sister to have to be supported in this way, so I said to the old man: 'You make a real good job of it and I'll give you a dollar. Every once in a while we need a little something of this kind done, and you be sure to

come around occasionally and we will save the work for you.' I don't believe exactly in giving money to people outright, but if you can manage to throw a little work in the way of the needy, I don't think it's a bad thing to do.

"Another time, when the old gentleman was polishing a table for me, he said: 'I worked for thirty-five years for one firm. I was in the polishing department of a large furniture establishment. You see, I know how to do this work, even if I am 76 years old. But the rheumatism got a grip on me and I had to lay off once for three months. They put in another man to take my place, and when I went back and told them I was ready to work again, the foreman said to me—and it almost broke my heart: 'Well, Mr. Travis, I guess we won't have a place for you here any more. You are getting so old that you can not do much, and then you are ailing with rheumatism and we can't count on you. Business is business, you know. Your children ought to begin to take care of you now, anyway.'

"'But I haven't but one child, and she's a widowed daughter with five little children,' said I. 'Can't you give me something to do?' 'No, I was talking to the manager about that,' said the foreman—he was a hard hearted kind of a fellow, anyway, just the sort that the company wanted in that place, 'and the old man said he didn't want any one just puttering around, that he wanted people to work for him who could work. There's no use arguing the case. That's the end of it,' and away he turned. There I had worked for that firm for thirty-five years, and when I was over 70 years old and not able to do anything but polish furniture, they turned me away. I

had just a dime in my pocket that morning, and that was every cent there was between me and starvation. But I'm doing pretty well now. I'm getting lots of good customers all around.' 'You shall always have a good customer here,' answered I. 'We'll save the work for you.'

"Well, I got to thinking about that old man as I went down toward my factory, and I made up my mind that if any one had worked for me for thirty-five years and if he were in trouble I would help him out. And then I began to think that there was perhaps a sort of duty resting upon me to look after the welfare of my employees.

"You know the place where I take my meals and sleep is not my home altogether, anyway. In my factory I spend most of my hours when I am awake. My workmen whom I meet are my real friends and club men. Of course I love my family and all that, but my real home is not the place where the lawn is—my factory is my home."

"Well, don't you profit by close association with your men?" asked the shoe merchant.

"Why, to be sure."

"Well, I know one man out in Chicago," continued the shoe merchant, "Who not only believes that his workmen are his best friends but actually makes his dwelling place right among them. His own wife and daughter do the housework and he keeps down the living expenses to a level with that of his own workmen. And no man in America is making any better shoes than he. Wherever he sells his goods once he sells them again, and he has placed them with the biggest dealers in this country."

"No high salaries to dummies, eh?"

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We Invite Correspondence

OFFICES.

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGANIF A CUSTOMER
asks for
HAND SAPOLIOand you can not supply it, will he
not consider you behind the times?HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate
enough for the baby's skin, and capable of removing any stain.

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

All same insurance companies?" broke in the hat manufacturer.

"No, not even one for himself."

"We have a striking example in our country," began with foreign accent a German representing a Berlin chemistry establishment, "of what one gains by treating his men right."

"You mean the Krupp plant at Essen, do you not?" asked the hat manufacturer.

"Exactly," replied the German. "And that, I believe, is the greatest little city in the world. Essen contains over 60,000 of the happiest people on earth."

"Why do you say that?" asked the manufacturer of shoddy cloth.

"Because I have been there," retorted the German, "and it wouldn't hurt you to make a trip yourself. About half a century ago now, the elder Krupp was a workman in a cannon factory. Along with his fellow workmen he ate his black bread, without butter on it, and drank his little bucket of beer at the noon hour. While he was earning perhaps less than four marks a day—which would be about a dollar in your American money—he made a discovery which has revolutionized the manufacture of cannon. He was wise enough, too, not to get cheated out of his invention. By and by he started a little plant of his own and to-day his establishment is perhaps the greatest manufacturing institution in the world.

"When he began his factory, having known what it was to suffer at the hands of a hard task master, he took an oath that he would always treat his workmen as his fellow men. He urged that it was not only his duty to treat his men right but that if he did so he would get out of them better work.

"And so he has. To-day this Krupp establishment makes armorplate so strong that nothing but a Krupp gun can shoot through it."

"Well, in what way did he treat his workmen so as to get the best out of them?" asked the young man from college.

"Well, in the first place," replied the German, "he paid his men good wages; and then, besides that, he looked after the welfare of all his people almost as if they had been members of his own family. And so he considered them. He built cheerful little homes for the men who had families. To-day as you walk through the streets of that town you will find gardens in front of all the houses and flowers blooming in them.

"Krupp is dead now and so is his son, but his granddaughter is continuing the good work. She is looked upon in our country with the same regard that a favorite princess receives.

"And the elder Krupp did not stop with making homes for his people. He also built hospitals and employed physicians and attendants to look after them. When any one in the town would become sick, they were free to go to the hospital and receive treatment. The hospital was not used to secrete men injured in the works and keep them from friends

and legal advisers, as are the hospitals in some of the big American plants.

"He also built libraries and stocked them with thousands of books. He saw that all the children in the town went to good, clean, sanitary schools, and when these children grew up he made it possible for them to marry at an early age and to be able to raise their own little families. This great man," continued the German, warming up after the manner of his race, "also looked after the pleasure of his people. When people have pleasant pastimes they take a greater interest in their labor. The trouble with most of the men who employ great forces of men and girls is that all they seek for and all they care for is to get work, work, work out of them. I fear from what I see of your American institutions, gentlemen, that you have not in any great degree improved upon the conditions in the Old World.

"Yes, sir, that grand old man looked after the pleasure of his people. He built gymnasiums and halls in which they could dance, made a clubhouse where they could assemble for their parties, so that the young people formed literary clubs and musical organizations, and things like that. He was a broad minded man, this man Krupp. He even built a church for each denomination in the town.

"And by his liberality he drew his workmen to him so closely that they revered him as they do the kaiser." Charles N. Crewdson.

Man Has a Weaker Half.

The popular belief is that the left side is weaker than the right and, as in all popular beliefs, there is much truth in this. In most cases the right arm is decidedly stronger than the left, the bones are larger and the muscles more vigorous.

When we come to consider the lower limbs, however, we find a precisely opposite state of affairs: the left leg is stronger than the right in the great majority of cases. This want of symmetry is noticeable all through the body. Nine times out of ten we see better with the left than with the right ear or vice versa.

Not only so, an injury to the body—a burn or a cut, for instance—causes more pain on one side than it would were it inflicted on the other. Even diseases attack one side on their first onset in preference to the other. Eczema, varicose veins, sciatica, and even tuberculosis begin invariably to manifest themselves on our weaker side. A blistering plaster, too, will provoke an eruption only if applied to the right side in certain individuals, in others only if applied to the left side.

The simplest way apparently of discovering which is our weaker side is to observe which side we lie upon by preference in bed, as it is certain that we will instinctively adopt the attitude which is most agreeable or rather which causes the least inconvenience; in other words, we will lie upon the side the muscles of which, being more vigorous, are less sensi-

ble to the pressure upon them of the weight of the body.

Statistics and observation go to prove that in about three cases out of four it is the left side which is the weaker, thus giving reason to the popular dictum. Curiously enough, however, pneumonia, it has been noticed, unlike most diseases, usually attacks at first the right—that is to say, the stronger side of the body.

Best Gloves from Milk Fed Food.

"This is milk fed kid," said the leather merchant. "It is very soft and fine and pliable, isn't it?"

He smoothed the delicate white skin and went on:

"All first rate kid is milk fed. It comes to us from the French mountaineers. These men are superb goat-herders. Their immense flocks supply the world's kid gloves.

"The goatherds of France are careful to keep their kids on an exclusive milk diet. They pen the little animals, with their mothers, in rocky enclosures, where there is no grass. At that the kids often escape, often manage to eat solid food. For, with almost human perversity, kids that shouldn't be weaned wean themselves early, whereas calves that should be weaned cling like grim death to milk.

"One meal of grass will spoil a kid's skin, will rob it of its softness and pliability, will harden and coarsen and stiffen it. Hence, when you buy kid gloves always choose the milk fed kid."—St. Louis Globe-Democrat.

Many saints are sour because they eat only pickled piety.

Send Us Your Orders for

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John W. Masury & Son's

Paints, Varnishes and Colors.

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ALABASTINE

\$100,000 Appropriated for Newspaper and Magazine Advertising for 1906

Dealers who desire to handle an article that is advertised and in demand need not hesitate in stocking with Alabastine.

ALABASTINE COMPANY
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Your Customers

YEAST

FOAM

It is a Little Thing,

But Pays You

A Big Profit

MAKE AN ALLIANCE**With a Large and Old-Established House.**

"Go into business for yourself" was the earnest and no doubt honest injunction of a recent magazine editorial. Some ominous views were expressed by the writer of the article with reference to the young man or woman continuing his or her pursuit as an employe. Some of his arguments are contrary to the facts as I have observed them during my few years' experience in mercantile life.

"It is well known," he argues, "that long continued employment in the service of others cripples originality and individuality. That resourcefulness or inventiveness which come from perpetual stretching of the mind to meet emergencies, or from adjustment of means to ends, is seldom developed to its utmost in those who work for others. There is not the same compelling motive to expand, to reach out, to take risks, or to plan for one's self when the programme is made for him by another."

Continuing, he says: "As a rule men who have worked a long time for others shrink from great responsibility, because they have always had others to advise with and lean upon. They become so used to working to order—to carrying out the plans of other men—that they dare not trust their own powers to plan and think. * * * Some employes have a pride in working for a great institution. Their identity with it pleases them. But isn't even a small business of your own, which gives you freedom and scope to develop your individuality and to be yourself, better than being a perpetual clerk in a large institution, where you are merely one cog in a wheel of a vast machine?"

The above writer seems to have lost sight of the significant fact that a small percentage of the workers in the world would be qualified to assume the role of proprietor; and, moreover, that fully 95 per cent., as confirmed by statistics, of those who go into business for themselves fail. This moment I can call to mind a dozen men of my acquaintance who have given up growing positions to go into business for themselves. All but one of them have repented, and that one, I understand, has built up a fairly good business in shoe retailing in a country town. Six of the remainder sought their old positions back, while the other five have changed from pillar to post and give no startling evidence of immediately becoming bright and shining lights in the galaxy of commercial kings.

The character of a firm or a business organization of any kind is determined by the character of each of its employes. Therefore, every inducement is offered by the proprietors of a prudent concern to elevate each of its attaches to his most efficient service. If a man makes himself necessary to his employer he will be retained and promoted, and when known to be thoroughly reliable he becomes necessary.

I maintain that the man who applies himself conscientiously, diligently and thoughtfully in another's interests is not hampered. With present day methods in force he has the same opportunity to grow, the same freedom to exercise his talents and his powers as the one who undertakes to run an enterprise of his own.

There are just as many business men in the rut—I mean men who are in business for themselves—just as many, comparatively speaking, as there are those who are employes. The same temptation meets the young merchant, for he is quite apt to be tempted to pattern after his successful rivals in business rather than adopt an independent course—to build upon ideas of his own.

Referring once more to the article mentioned above, I quote another brief paragraph which seems an argument against, rather than for, a young man setting up in business: "A young man entering business with little capital, in these days of giant combinations, like a soldier in battle who is reduced to his last few cartridges, must be doubly careful in his aim and doubly zealous in his endeavor, for everything is at stake. He must call into action every bit of judgment, courage, sagacity, resourcefulness, ingenuity and originality he can muster; he must make every shot tell—every dollar count."

In that first sentence is visible danger and the command to halt rather than to go forward. It is because of the fierceness of the battle waging on the field of trade to-day that a man should consider well before he advances into the thick of the fight. And as for the remainder of the paragraph, is it not a logical conclusion that a man must perforce do all these things if he would be a success anywhere in the world? The carpenter, the mechanic, the book-keeper, the salesman—even the errand boy—must do these things, must act from the force of initiative—if he aspires to the top notch of superiority.

"Think for yourself; work out your own salvation." is the great edict from the man in power.

Nothing will stimulate a high order of service, calling out the best efforts, like imagining that one's own capital is invested in the concern with which he is allied. Virtually an employe is working for himself on another's capital; the more thought and enterprise he exhibits the larger will be his dividends. Thus, the idea of proprietorship becomes so predominant in the mind of the workers—made so by the management because it is the only guaranty of a high grade of service—that all the personal initiative of each individual responds readily to the encouragement.

Take, for instance, the great army of buyers in the big stores of our cities. Each is allotted a certain amount of capital on which to conduct the business of his department, and at once we see that it becomes that particular individual's burden and ambition to stretch that capital

to its utmost, to make it earn the highest dividends possible. And on the whole these positions, most of them, are more attractive than a small business of your own; they include trips to Europe, whereas the limited proportions of a business of your own could not possibly give you this splendid advantage of studying the markets of the Old World.

Those who fill these positions, of which there are scores and hundreds in the great stores of the large cities—managers, superintendents and others in executive positions in these emporiums—are men of resource and individuality. Many of them are drawing salaries far in excess of what they could earn if in business for themselves on a small scale.

"The modern department store,"

says Mr. Louis Stern, the self-made New York merchant, "has opened many new positions for the ambitious young man. The general managers and buyers of the up to date first class houses receive salaries much larger than the amounts they could have earned if in business for themselves, and they are free from the troubles and worrying which often rest heavily on the shoulders of the owner."

Continuing, he adds that the "youth of to-day who starts on the lowest rung of the ladder of a great business house has every chance of reaching the top if he shows a sufficient energy and will power."

In fact, the men for the most part who are at the head of our country's greatest business and industrial in-

The Best People

Prefer the S. B. & A. candies because of their purity and freshness.

S. B. & A.

stands for that high standard of quality.

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We have in stock a complete new assortment, including

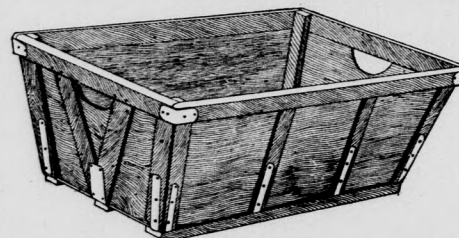
LAWN DISPLAYS TOWN DISPLAYS

Skyrockets, Roman Candles, Balloons,
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All orders will receive prompt attention.

PUTNAM FACTORY, GRAND RAPIDS, MICH.

Can You Deliver the Goods?



Without a good
delivery basket you
are like a carpenter
without a square.

The Goo Delivery Basket is the Grocer's best clerk. No tipping over. No broken baskets. Always keep their shape.

Be in line and order a dozen or two.

1 bu. \$3.50 doz. 3-4 bu. \$3.00 doz.

W. D. GOO & CO., Jamestown, Pa.

stitutions are men who did not go into business for themselves but grew up as employes, and, after years of faithful service, obtaining promotion after promotion, became managers and partners and finally presidents, many of them, of the concerns in which they began as errand boy or stock boy or salesman.

No finer example can be found anywhere than that of the late Marshall Field, who began his career as a humble dry goods clerk, and who, by a succession of promotions, was finally taken in as a member of the firm with which he started in the early days of Chicago; then, by other succeeding steps, from junior partner to senior, and at last to be crowned "merchant prince" of the whole round whole. And down through the years in this one institution alone has come a royal procession of men and women, many of whom have achieved brilliant success, some of them retiring, as is well known, millionaires from the service.

No problems to solve? No emergencies to meet in these huge organizations, where every individual is placed on his own merit, his own responsibility, to become a thinking unit, and where individuality and originality are constantly being encouraged and developed in the process of making the character of a great enterprise? Surely our informant has been ill informed as to the methods in force in the broad policed establishments, whose constant aim and ambition is to build up an efficient, self-reliant army of workers charac-

terized by the power of initiative and imbued with the law of promotion by merit.

The business world to-day is advertising not for the man with stereotyped ideas and fixed modes of working, but for men who are actuated by a yearning to outgrow the present and to catch large visions of the future—men who are not conformed to the doctrine of the letter but who are transformed by the spirit of the occasion.

In the earlier days when the birch rod instead of the motto of moral suasion hung over the door of the schoolhouse, there was also the chalk line in every merchantile house. It was not easy sailing in those days. Wages were small, hours long, and the duties that were piled on to the fellow who began at the back door of the store to work his way up to the front were many and irksome, and if he didn't knuckle down and do things to suit the high cockalorum of the premises he got the front door experience a good deal sooner than he had calculated on. But the chalk line idea eventually became eradicated and a newer and a better idea came into force.

Individual capacity is extolled as opposed to the mere machine method. Creative force is placed at a high premium while the imitative is deplored. The old way dwarfed men's souls; the new expands them. The old was an iron clad system of trifling formalities while in the modern conception inheres all that is conduc-

ive to healthy growth and natural development.

The problem of success is not a question of whom you are working for—whether for self or some one else—but of the character of your working—a question of entering with zeal into that which you are doing. I do not believe in limitations. I believe that each one of us was made to grow, expand, and flourish wherever we are, but I as firmly believe that the great mass of bread winners in the world to-day are better off in the role of employe than employer, and that unless a young man feels signally adapted and strongly impelled to embark in business, he had not best "give up the ship" on which he is sailing.

If he is a failure in another's undertaking he is quite likely to be such in an effort for himself; and on the other hand, if he is a success in his present engagement and rising toward the top, the argument is equally forcible for his continuing in his present line of work.

But in case he finds the idea indubitably fixed in his mind that he has the making of a good merchant, then about the only effectual proof of the matter is to try; it might be an expensive teacher, this experience, but it is really the only method by which the individual possessing an overmastering conviction can solve the problem. That is the way the ninety-five out of every hundred have found the answer to the cry from within—but theirs was a spurious conviction; and it is by this same

method that the five successful ones determined the genuineness of the voice which spoke to them.

The crucial point of the whole matter is that the most careful consideration be given before the venture and then the overwhelming percentage of failures would be reduced and the 5 per cent. of successes would be increased. But in the face of all the facts it seems to me that a far more sane admonition to our aspiring young men and women who find themselves in a business relationship in which the future does not look bright, would be to identify themselves with a firm where the chances for promotion and success are greater.

It is simply the old story of the big toad in the little puddle applied to business. If you want to accept the little puddle limitations the little puddle is the place, but the man who is willing to do big things and has the capacity for the doing, should get into the house where there is room for advancement, honor and money. Charles Stewart Given.

LIFE.

A little dreaming by the way.
A little toiling day by day;
A little pain, a little strife,
A little joy—and that is life.

A little short-lived summer's morn.
When joy seems all so newly born,
When one day's sky is blue above,
When one bird sings—and that is love.

A little sickening of the years.
The tribute of a few hot tears;
Two folded hands, the failing breath,
And peace at last—and that is death.

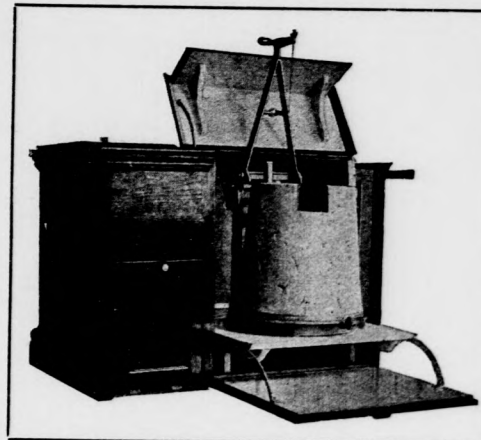
Just dreaming, loving, dying so.
The actors in the drama go—
A fitting picture on a wall.
Love, Death, the themes; but is that all?
Paul Lawrence Dunbar.

Why Not You?

Follow the Example of
Hillman's Department Store

CHICAGO, May 15, 1906.

"It gives us great pleasure to state that we have had two of your Kuttowait Butter Cutters in operation in our butter department for the past two months and we have found them to be very valuable to us, not only as far as the insurance of correct weight is concerned, but it has enabled us to hand out tub butter in such a way as to meet the unqualified approval of our customers, which has resulted in a very large increase in trade. We cannot see how any retail dealer can afford to continue the old methods of handling tub butter. It is not only wasteful but certainly very unsatisfactory to butter purchasers.



HILLMAN'S.

Per G. J. L. James."

The Kuttowait Butter Cutter and Refrigerator Combination

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

We can furnish you with cartons so you can sell your own brands of prints. Let us show you.

Kuttowait Butter Cutter Company

Agents wanted everywhere

68-70 No. Jefferson St., Chicago, Ill.

CORWIN CRAWLED.

He Is Now Head Clerk of His Department.

Corwin crawled—that was the epitaph that the men of the general office at Going & Co.'s wrote on his figurative tombstone. There isn't anything quite as bad as this that a man can be accused of and maintain his standing in fairly respectable society.

A man may be a brute, and if he wins out the men who call him a brute will come around licking his boots and letting him know in the many petty ways that men have of showing such things that he is the real thing, that he is king, and that they are his loyal subjects, feeding upon his greatness and existing because he is what he is.

A man may be a fake, but if he makes the fake go with the powers that be and rises to a position of importance or of power, the men who have stood by and sneered at him will change their tone and come to him, singing his praises and asking him for the small favors that may be his lot to dole out.

But if he crawls—which in the vernacular of the general office means that he permits the office superintendent to say what he wishes to him without saying anything back—then he will forever, or at least for so long as the old clerks stay on the pay roll, be despised and looked down upon, even by those whose positions he holds in the hollow of his hand.

And Corwin crawled. That is the beginning of this story. And, for several of the men concerned, the end. Corwin crawled. All the office knew about it. Corwin licked the boots of the office superintendent. Even the office boys knew all about it—and everybody laughed at his expense.

A big office isn't a nice place—especially for the man who crawls. For the most part the old employes in such a place are men who may be listed among the Fellows Who Don't Care. Just why they don't care is a matter which may be printed in a publication which has to do with the personal affairs of men, not with their pocketbooks and bank accounts. There are plenty of reasons, all of them good, solid and sufficient, why a man should not care. It may be woman, it may be whisky—or it may be any of a number of things which have no place on a page which, as you know by this time, has no room for the heart or soul of a man—no room for anything that is not intimately and exactly connected with financial affairs.

It might be interesting to tell just what these things are, and just why they give a man the spirit of don't care. Some day, when people get tired from trying to follow the curves and lines of the dollar mark they may be interested in such things. Then, and not until then, will there be a chance to tell of them. In the meantime, Pegasus, or whatever the name of the beast that rules stories of this breed, will confine

himself strictly to the telling of tales with the double barred "S" predominant.

But the fact that the old clerks in most big offices, the fellows who have a tinge of gray around their temples and who draw \$18 a week while the new men get \$10, are fellows of this stripe, of the Don't Care stripe, makes it interesting in the general office for the fellow who crawls.

Interesting is a nice, fat word. It means almost anything, and there are any number of ways of applying it. The struggling young author struggling for a word to describe hero and heroine calls them interesting. Lombroso, when he tells about the Austrian degenerate who kills a child for the sake of hearing it cry, likewise labels him as interesting. It is interesting to the scientist to put a bug on a two inch pin and see him wiggle. The last process is something like the process of the clerks who make it interesting for the man who crawls.

And Corwin crawled. There is no apology necessary for the continued repetition of this assertion. The men at the office reminded Corwin of the fact at every stage of the game. The reader, to thoroughly understand the case of the unlucky Mr. Corwin, must hear it said that he crawled. Therefore it is well again to assert that he crawled in most contemptible fashion; and that during the period of his crawling he was the most despised man in the office. Which is saying much, for there were several

men in the office who would have been licked had they dared to speak to the other men on the force when they met them with their wives.

"I like a man who will come up to me and stick a knife in my back when I'm bending over my work," said Scanlan, the red haired man who was the oldest man on the pay roll. "I like a man who will call me his friend and stuff his sleeve full of the aces at the poker table. But somehow or other I can't just say why I can't bring myself to fall in love with the man who will crawl in order to get himself boosted into a good job—as did our good friend Little Corwin."

Scanlan was the spokesman for the old clerks. He had a tongue that bore the biting sarcasm and wit of several generations of Irishmen more witty and prominent than he ever thought of being since. But, anyhow, when he "roasted" a man that man forthwith became unpopular in the office. And at that Scanlan never hoped to get beyond \$18 in all his life.

There is no sane room for a doubt that Corwin amply deserved the contempt and sarcasm with which the office favored him. He crawled; there is no other easy way to express it. He crawled for four long years. In the end—but it is always better to begin at the beginning and end at the end.

He began as a \$10 clerk in the invoice department. He had to crawl to get the job. They were putting on men at \$12 when he came in with

A Day's Business Balanced in Five Minutes

Your present system allows the dollars that represent the profits of your business to slip away. You cannot keep track of all the money handled in your store, except with the most perfect system. You might not miss a half-dollar or dollar a day, but such a leak makes a big hole in your profits.

Our new system tells at any moment how much money you should have. Five hundred thousand retail merchants have used this system. Leaks and losses are reduced to a minimum where our system is used.

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



Tear off here and mail to us today

The
N. C. R.
Company
Dayton Ohio

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

Name

Address

No. of men

his application. They needed good men. The head looked over his application and his person and decided that he was not a good man. Consequently he told him that he couldn't use him—at \$12. Corwin winced, and said that he would work for less. The head laughed, and put him on the pay roll at \$10.

Naturally the clerks despised him for this. They let Corwin know it in a lot of small ways, but he pretended to take no notice, and got into his work as quick as he could. He learned quickly. The other clerks knew that he was licking the boots of the head clerk in order to learn quicker than he otherwise would. Corwin didn't mind that they knew. He continued to crawl, and soon the head clerk took notice.

The main thing is to get noticed. Anybody who knows, no matter what line they are in, will tell you that this is sooth. If you want to succeed advertise! (Rates will be forwarded on application to the advertising department). Kings, presidents, actresses, prize-fighters, pugilists, actors, comedians, chorus girls, authors, novel writers, etc., all know the value of getting noticed. Notice the things they do to get into print! Corwin, being noticed by the head clerk, was one long step ahead of the men who hadn't been. He had crawled to get noticed.

A year later, when he was earning \$12 a week, the office management announced a cut of \$2 in the salary of every clerk in the office. The office lost 100 old employes at that time; but Corwin was not among those who were lost.

In another year it became necessary for the management to call upon clerks to go into the works of the plant and take the places of laborers who were on strike. It was a call for volunteers—no obligation to go was imposed upon anybody—and few went. But among those who did go was Corwin.

Of course this earned him the cordial hatred of everybody around him. He became a marked man who crawled, and the other clerks laughed when they thought what a fool he had made of himself. They knew that he was drawing at this time only \$14 a week. Surely a man couldn't afford to make a slave of himself for \$14 per!

These are only a few of the instances of Corwin's crawling when he was in a subordinate position. After he got to be in charge of the "grief department," which means that he looked up the errors of the other clerks of the office, he had to crawl more often and more assiduously than when he was a common, ordinary clerk. In fact the "grief" clerk's position is nothing more or less than a monumental crawl. He must explain things to the office superintendent. And anybody who has ever been on the pay roll of a big office knows that the job of a garbage remover is pleasure beside this.

The career of Corwin wasn't a pleasant one. He was the laughing stock of the office from the nether side; the scoffing stock from the upper. And he went through it with his

lips shut tight and said nothing.

One day, four years after he had come on the pay roll, the clerks woke up and found that a man named Corwin was promoted to the post of head clerk of the department. They looked up the initials and found that it was Corwin the despised, Corwin the man who had crawled, who had the job! They laughed, then they grew angry. This was bad for them. Just as soon as Corwin noted that certain men under him were opposed to his rule he recommended their discharge. The management acted upon his recommendation. Then the scoffing stopped.

Corwin still is head clerk. There has not been a vacancy above him since he acquired that title. When there is, Corwin will get another job. In the meantime he is cordially hated and despised at the office.

Corwin doesn't care—not much, at least. The surgeon who has taken \$3,000 of Corwin's wages in the last four years and who holds a note for another thousand due in another year, has promised Corwin that within two months his wife will be able to get out of bed and sit in a wheel chair. Within another year he says that she will be able to walk. It is her hip that troubles her and the surgeon says that his casts have forced it back into shape.

Corwin is quite childish about it. He doesn't care what the men at the office call him. He thinks as much of his wife as he does of his office position. He's a strange fellow, is Corwin. His wife says he's the noblest man in the world. Funny what a difference there can be in people's opinion!

Great Economy of the Motor Cycle.

Extremely satisfactory to the friends of the motor cycle was the result of the tests of speed and economy which were carried out recently at one of the bicycle tracks in this city. The management very wisely determined to try out the qualities of normal motor cycles of standard make and reasonable horse power under conditions that would approximate those that obtain when any private citizen takes out his machine for a day's run over fairly good roads. There was a four-hour race, in which only machines that were of five-horse power or under were allowed to compete, and it was required that they should be ridden in every case by amateurs. The winning machine covered 150 miles at the average rate of 37½ miles an hour, while the half-dozen other riders that finished covered from 115 to 142 miles in the four hours. The endurance of the motor cycle was shown in the case of one rider who covered 131.3 miles without a stop, while another contestant who set out to establish the endurance of his machine remained in the saddle for the whole four hours. Perhaps the most remarkable result of all was that achieved by a 1¾-horse power machine, which was driven for nineteen miles, 1,348 yards, at a speed of thirty miles an hour, on a consumption of only one pint of gasolene that cost about

three cents. If any one had foretold two years ago that a motor-driven machine would be produced to carry a rider six and a half miles for the expenditure of one cent for fuel, he would have been written down as a visionary of the most extreme type. It is true that this result was achieved on a smooth track that was free from grades, and on a day when there was only a light wind blowing; but even with these admissions the feat must be regarded as highly meritorious and extremely promising for the future of the motor cycle industry.—Scientific American.

Appeasing Conscience.

"In my morning walks," remarked a clergyman in referring to his vacation, "I had as a companion an elderly gentleman, whose acquaintance I prized highly.

"After a cross-country ramble of five miles one hot afternoon we stopped at a farmhouse for a drink of milk. I drained my glass, and how refreshing it was! But the old gentleman drank lightly, and set his glass down with a goodly portion of the rich milk untouched.

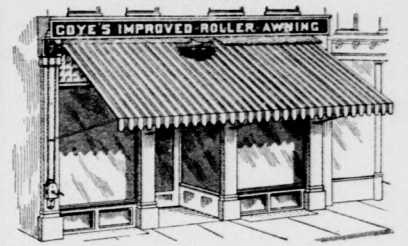
"Very fine drink," he said as we resumed our jaunt.

"Then why didn't you drink all of it?" I asked.

"That's the way I make my contribution to the conscience fund," he explained seriously. "When I was a boy I worked on a farm and was taught always, after rinsing, to leave a little water in the milk cans."

Chas A. Coye

Manufacturer of



Awnings, Tents, Flags and Covers

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Grand Rapids, Michigan

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Hand Separator Oil

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

Standard Oil Co.

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as well as in dress. Bour's coffee is the accepted standard

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The largest, most modern, high-grade roasting plant in the world. Branches in principal cities.

Sole Packers of the celebrated
Royal Garden Teas

The J. M. Bour Co.
Toledo

WANTED THE MONEY.**Ruin of His Father Did Not Deter Him.**

Said John Ford one evening, when the pipes were lighted and going well and the proper time for his tale telling had arrived: "If I had a son he never should be a business man. I don't know just what he would be. He might not amount to much as a professional man, and he might make a poor farmer. Between these two extremes lies the world of business, and in it, of course, the great majority of people in this world find their positions. But no son of mine, if there was a son of mine, would find his position there. I would sooner see him drawing his living from a small farm, sooner see him working for his living with his bare hands—yes, I would sooner see him drawing \$400 a year as a poor preacher, than see him in business with big opportunities before him.

"Why? Because I have been behind the curtain and have seen too much of what business means in this enlightened day to want any son of mine—had I a son—to get into it. I have seen so much of the inner workings of modern business, have seen so much of the effect that it has upon men of all kinds and ages, that I'm fairly nauseated at the idea of it.

"Business is business, and it is hell, besides. It takes a strong man, a brave, strong man, to keep his hands clean in it and keep his head above water. Most men are not strong—at least, not strong enough. The consequence is that few of them can go into business, make a success of it, and keep their hands clean, figuratively speaking.

"And the worst phase of the matter is that so few of them appear to want to keep themselves clean after they've been in business for a while. No, sir, they don't seem to want to do it. It's all business with them after they get the dollar chase developed fairly in their craniums.

"If they can go along and keep honest and play fair without any exertion, inconvenience, or loss of any kind upon their part, well and good. They'd just as soon be honest as not, if it doesn't cost them anything. But let the need for dishonesty or crooked dealing come up! O, it all makes me tired! Time and time again I've gone into the heart of some business house and found such rottenness on the part of the leading lights of the firm that I've sworn I'd chuck the whole business and go out into the woods, where I wouldn't have to be conscious of the foulness that obtains as the regular thing in our Best Institutions and among our Best Men.

"Money making is the best policy' is the way the successful business man must quote the old proverb nowadays. And he lives up to the saying. If dishonesty, treachery of the foulest sort, is necessary to the money making, then he will be dishonest and treacherous just as readily as he will be honest and decent if his ends may be thus best served.

"O, it's bad, bad, bad! I was just going over my old papers, and among them I came across some old notes

bearing the name of Adolph Gruber & Son. I did business with Gruber & Son some time ago, and when I think of what I found there I grow pessimistic and talk as I do to-night about the rottenness of modern business.

"Considering everything in a fair minded manner, I believe that this was the ugliest little piece of crookedness that I came across in all my years of dealing with crooked people. It wasn't that I hadn't run across practically the same thing several times before. But the circumstances of this decidedly were different. They—but I'll begin at the beginning and tell you the story in regular fashion.

"Adolph Gruber & Son were commission merchants, and had a good sized business. They were a solid firm, financially, and they were making money. It was an old house, established shortly after the civil war, had been prosperous ever since, and there was no reason in the world why they should not have continued to do so for another forty years, if the thing that I'm going to tell you about hadn't happened.

"Old Gruber was the founder of the firm. He was German, one of the type which may be found in this country. He had put his life into the business, had built it up from a peddler's cart to what it was then and he loved the business from the basement to the fourth floor of his warehouse. But, although he loved the business, his love for that was not to be compared for an instant with the love that he held for his son, the partner in the business.

"You know these old fashioned Germans. They care for their children in a way that few Anglo-Saxons can appreciate. They don't cease to care for them when the children cease to be children and become men and women. They still are children to their parents, and the regard that they hold for them is the regard of a parent for a child.

"Gruger was of just this kind. He thought more of that boy of his, 'his Adolph,' as he persisted in calling him, than he did of all the rest of the world, the house of Adolph Gruber & Son included. The world had in it two things of importance to the old man, his son and his business. And the son was first, although the business ran him a close second.

"Gruber senior had brought his son up with the idea of making him his successor in the firm always in mind. When the boy was 21 it happened that the old man had a fit with his heart. The doctors told him that excessive smoking had weakened that organ to a dangerous extent. The old man promptly pulled young Adolph out of college, put him in his office, and began to train him to take up the work of managing the business in case the second attack on the heart should prove fatal. That was nine years before the time that I'm telling you about. Old Gruber gave up smoking and his heart began to get better, so he lived. But he kept his son at work in the office.

"You can't tell when it will come, Adolph,' he told him. 'You stay here

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so that you will be on hand when you're needed.' Adolph the younger didn't like college any too well, in fact, he liked to make money better than anything in the world, so the arrangement was satisfactory to him. He staid, dug into the business with all his might, and when I came into the affairs of the firm he was the junior partner, a finished business man, and with more ambition in a minute than the old man ever had been able to conjure up in a month.

"That was the only point that seemed to offer the least chance for friction in the firm. The old man was satisfied with the business done by them; the son was not. But this was nothing. The old man thought too much of the son to subject him to any harshness; the boy thought too much of the old man's health to subject him to any excitement. Things were smooth between them, and they were making money.

"Then one season things began to happen which threatened the prosperity of Gruber & Son. It was at this time that I came into their employ.

"The firm had contracted to furnish a large canning company with onions, potatoes, and other vegetables for the season. The firm made a specialty of these contracts. It had its buying force well organized and was able to get stuff that never saw the open market and at prices that materially helped to boost the bank account of Gruber. The contract mentioned was the largest that they had ever undertaken. It represented in all something like \$200,000, and was to be closed up within eight months.

"But Gruber & Son were not worried about their end of the contract. They knew where the stuff was, they knew every day what they would have to pay for it, and they had plenty of time and plenty of room for a profit in delivering the goods.

"The contract was drawn up a year before the final installment of stuff was to be delivered. The Grubers assured themselves that so much be grown in the districts where they did their buying, and then waited for the crops to mature, be harvested, and got ready for the market before beginning to buy. Then they discovered something that brought them up with a shock. Somebody had gone through certain of their best district and had purchased for future delivery the crops that Gruber & Son needed for their big contract.

"This made it bad for the old firm. They scurried about, bought from the new buyers, and filled the first installment of their contract as per schedule. But they filled it at a loss—\$2,000 to the bad—and they couldn't afford to fill the rest of their bargain at that rate. They didn't expect to do it, either. They thought that it 'just happened' that this new firm had bought up the stuff that they needed. It wouldn't happen again.

"But when they began to look around for their second bunch the same situation obtained. They couldn't get it without paying a price that threatened to put them out of business. This frightened the old man.

If they had to buy all the stuff they had contracted to deliver at such ruinous prices they stood to lose something like \$50,000. They couldn't lose this amount and stay in business.

The firm's buyers got orders to hustle out and look up all the stuff needed. One after another the answer came back—the new people had been ahead of them. The firm had been euchred.

"This was the situation as I found it. Old Man Gruber sent for me and gave me carte blanche about going to work. 'Find out how this new firm knows just what we need at this time of the year,' were his instructions. He knew that there was something crooked in the air. What it was he couldn't guess. I guessed at it the first minute that I'd been in the office. The young member of the firm scowled and swore when he saw me talking with the old man. That was my guess. Young Gruber, I saw, didn't like to have me around.

"My first efforts were to size up the new firm. There only was one man in the business, a fellow by the name of Smith. He didn't look like a business man—looked as if he'd never had over \$30 together at one time in his life—and I hurried to look up his record. I found that he'd been a clerk for Gruber & Son. Then I began to watch him.

"A week showed me that my original guess was true. Young Gruber and this Smith were partners. Rather, Smith was Gruber's tool. Gruber had put up the money for the venture, Smith had put it through. This is how they had worked it: Young Gruber, of course, knew what his firm would need on its contract. Knowing this he had sent Smith into the country to buy up just this stuff. Thus he bled his own firm and fattened his own private pocket.

"Why had he done it? Why, he had gone daffy on the moneymaking proposition. He had got it into his head, as thousands of other business men have, that the big thing to do was to get rich. The old firm wasn't moving fast enough for him. The old man was conservative and wouldn't go in any deeper than he was.

"Young Gruber wasn't satisfied. He wanted to make \$50,000 in a hurry. When the firm landed the big contract he saw an opportunity to do this. Of course this entailed treachery and dishonesty of the worst kind; but that didn't count. He wanted the money. The fact that he would ruin his father by getting it in this fashion didn't deter him. He was after the coin.

"I ran him down by shadowing Smith. I found them together. I showed Gruber plainly that I had proofs of his guilt. He swore, made a bluff about shooting and backed down like a snarling cur when he looked into the barrel of my gun. I said: 'If you are wise you will leave town on the next train, forget that your name is Gruber, and keep out of sight of your father for the rest of your life.' 'Won't you prosecute?' he asked. 'Not if you're out of town in six hours.' So he went.

"I told his father about it next day.

He sat and gnawed his under lip while I told him, poor old fellow, smiling a sort of a sickly smile, and saying, 'My Adolph? No, it can not be so.' But he believed me when I showed him the proofs.

"'We will arrest Smith,' said he. 'No,' he continued, 'we will not. Then it would be known that Adolph was dishonest. We will—we will wait until to-morrow before we do anything.'

"But on the morrow, instead of a strong self-controlled business man, Adolph Gruber was a helpless, old, mumbling imbecile—a pitiful sight. The son had overdone himself. He not only ruined the old man, he also drove him crazy. This was some time ago. I understand that young Gruber is now in New York, doing a commission business and being rated as one of the successful young men in his line. I don't think any one ought to envy him his success, though."

James Kells.

They always rise most steadily who take time to lift others.

Harness

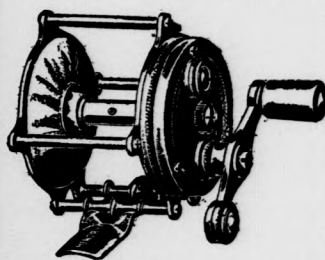
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YOU CAN BANK BY MAIL

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The Old National Bank

50 Years at No. 1 Canal St.

Grand Rapids, Michigan

Assets Over 6 Million Dollars



SUDDEN SUCCESS.

It Is Not So Accidental As It Seems.

There are some successes so sudden that they are never understood.

Those quicksteps from obscurity into the financial limelight which every little while astonish people are most often found to have back of them a long term of work, in which was gained the real experience which only needed to be transplanted to a slightly different environment.

There is no rich man of whom this is more true than it is of R. W. Sears of Sears, Roebuck & Co. The great plant of which Mr. Sears is now the sole head is commonly supposed to have started in Chicago a little over ten years ago. In a way this is true, but the real beginning was made twenty-one years ago, when Mr. Sears was a station agent at Deadwood Falls.

Five years before that, or when he was about fifteen, he left school and learned telegraphy. He got the little railroad telegraph office at Deadwood Falls, later on becoming ticket agent and freight agent as well. In this post he had considerable business with farmers. They got a good many things through mail order houses which were already established. The idea—"if not satisfactory, money refunded"—had never been thought of then, and most of the things came C. O. D. The good natured young station agent was the one who helped open up the bundles, and allowed the purchasers to take a look. He got an idea of what farmers needed, what they bought, and what they wanted. He also got an accurate knowledge of the disposition, financial resources, and ways of trading of the class whose patronage was to build up the great mail order house later.

There was one advantage in living and working, and especially in working overtime, at so little a station as Deadwood Falls. No matter how good natured and how inclined to spend money a young man may be, there is little temptation to it, and less opportunity. When he was only making \$10 a week young Sears found it possible to keep laying a little away and all the time he was studying the ways of the mail order business and trying to think with what particular commodity he could start out in a like venture of his own.

The one necessity for this kind of a business he had already. That fact which might have been missed altogether by some men came to him in the long, monotonous days of working for the company. He had the names and addresses of 150,000 railroad men on which he could lay his hands. It was only to find the thing which these men as a class most needed. He began to study his list. There were 25,000 station agents like himself. And then he hit upon his idea. The one thing that they needed above all other things was accurate time. It was only to find a reasonably priced watch with dependable works and get it before these 150,000 people, as it could only be done by the mail order

route, and he felt that he had at least the beginning of success in his hand.

It was fortunate for Mr. Sears that he found a good watch and a dependable watchmaker, for it is doubtful if even then he realized the endlessness of the chain system, which was going to bring, one after another, voluntary customers from each circular which was at first successful as well as from many which were not.

It was not long before the little salary of the ticket agent (by this time made bigger by removal to a larger station) had become the small thing and the returns from the mail order business had become the big one. As Mr. Sears himself says, "The tail had begun to wag the dog."

Finally the exigencies of the watch business made it necessary to give up the railroad business. Mr. Sears transferred himself to Minneapolis for a few months and then to Chicago under the name of the Sears Watch and Jewelry company, although the jewelry was just about such a proportion of the business as would be measured by the bit of chain or guard which might be sometimes wanted for the safety of a watch.

It was in these early days that Mr. Sears really made the meteoric part of his career. He had not been in Chicago long before he had a chance to sell out for \$100,000.

"That sum looked tremendously big to me just then," he said. "With that I went back to Minneapolis intending to retire and perhaps do a little business." But a little business is not possible to one who has tasted success and who has opportunities. Canada was tried as a field, and it was here that Mr. Roebuck came into the firm. Already he had been made overseer of the Canadian end of the business. But there the demand was for the guarantee of having the personnel of the firm on the spot or within easy reach. So Mr. Roebuck was made a partner.

"Not long after this came the financial panic of '93. Here we came face to face with the alternative of either giving up the nice clientele we had," said Mr. Sears, "or beginning to supply necessities instead of luxuries. We hit upon the idea of selling clothes and dry goods and groceries. The idea of selling clothes in that way was considered a wonder, and it was only a short time before it was a tremendous success."

Parallel with this was the career of Daniel K. Sully. He, too, left school early and went into a little clerkship. He started in a coal office. Through his marriage into the family of the general manager of a large cotton firm he got a position in the factory, but still at a salary which was not much over \$60 a month. One of the first things impressed upon his mind here was that there wasn't a cotton spinner anywhere who knew much of the raising and growth of the article upon which his business depended. He was aggressive in his own desire to understand the subject and know everything about it there was to be known. He presented the usefulness of this idea

so forcefully to the firm that he was sent south to study the cotton field. When he returned there was not much connected with the growing of cotton that any man could tell him.

He fulfilled his contract by imparting his information to the firm, but he reaped his own benefits later. Going to work for a firm of brokers, he built up a big trade in Egyptian cotton, a staple which hitherto had been neglected in American trade. He got to be a partner, although drawing only a modest salary of \$75 a week. Later he bought a seat in Wall Street and began his career of speculation, his whole method being based upon his close knowledge of cotton growth and conditions. It was not long before he was \$50,000

ahead, and here, as had Mr. Sears, he wanted to retire. To the young man from Providence \$50,000 looked a big enough sum to stop on. Friends overpersuaded him, however, and he staid in for greater failures and successes.

Joseph A. Shay, the corporation lawyer, is popularly supposed to have accomplished his whole career in ten years. He did start to study law and rise from the bottom of the business in that time to his present costly offices and high fees. Back of it, however, was a business training which started as a boy, and which had carried him up to be general manager of a big store. This was in his father's business in Syracuse.

G. R. Clarke.

REEDER'S

GRAND RAPIDS, MICH.



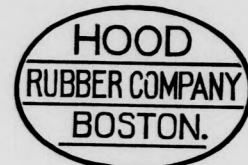
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"Three Words With But a Single Meaning"

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

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

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

Waldron, Alderton & Melze, Saginaw, Mich.

Wholesale Boots, Shoes and Rubbers

131-133-135 No. Franklin St.

The Shoe Dealer and His Customers.

So much depends upon the manner in which the shoe dealer dismisses his customer, especially the one that he has failed to satisfy, that an occasional hint is always welcome to good salesmanship.

This, of course, has reference to future relations between the unsatisfied customer and the dealer, provided future relations are made possible by the latter in his way of disposing of such callers.

It is not always in your power to furnish every would-be patron with precisely what he wishes, however complete your stock and unbroken your sizes.

As you can not keep in stock all the various lines of all the multitudes of manufacturers, there will be unexpected calls for something in the missing lines from insistent customers who will have nothing else. On this class you can not spring that fluent and convenient formula, "something just as good," with any hope of success. They have their minds made up.

When the forlorn hope of supplying a substitute fails, and you realize that no sale can be made, the next best thing you can do is to accept the situation gracefully, and treat the person, outwardly, at least, as politely as though he had reduced your stock by one pair of shoes.

The statement that "the right kind of a salesman can satisfy any customer" is not true. He might, if all the conditions were favorable, which often they are not. One of the most important of these requisite conditions is to have for the particular patron what he wants.

The salesman, however near he may approach to the "right kind," is not at all responsible for the absence of this necessary condition, nor would any reasonable dealer think of demanding impossible feats in salesmanship of his employes. He is expected to do his best, and no more.

Of course there is a unanimity of opinion concerning this subject in the well-trained business mind, and that is to satisfy every applicant if possible.

But there are different ways of terminating these unsuccessful negotiations; and yet, there is only one right way. If you dismiss him with the curt remark that you have not got what he wants, and the tone of your answer is tinged with your disappointment, his impression of you and your store will be a bad one.

It is from such and similar occurrences that a retailer may learn something to his advantage from the customers. Although they may want things that you don't keep in stock, and that you don't intend to experiment with, it is better always not to burden this particular customer with your adverse opinions about the style or make of the footwear he insists upon having.

With courteous treatment he might be led to alter his mind and come around to something you are able to supply; while if he is brusquely told, "We don't keep that sort of

shoe," he will leave abruptly and probably seek some store where he is treated better.

By close attention to the conversation of each visitor to your store and by watching the trend of buyers' opinions, you can strengthen your business relations with the shoe-wearing public.

You can learn many things from these casual callers which you could learn in no other way; things that are "not down in the books;" human nature, individual preferences and other matters.

As a rule the shoe retailer is inclined to regard a customer as a sort of shoe ignoramus, who has quite hazy ideas of shoes and leathers, qualities and makes; who must be instructed and guided in the matter of selecting shoes. You take too high a stand, and often your conclusions are not logical, and you hurt your trade.

Trust a little, sometimes a good deal, to your customers' views, although they may not be versed in the technique of shoemaking or the quality of leather. Do not assume that they do not know what they want, because this assumption will sometimes place you at a disadvantage.

The writer was in a shoe store not long ago where an oily-tongued young clerk, with a redundant vocabulary of primitive shoeology was expatiating to an elderly man upon the various points of a pair of shoes under consideration, and describing their merits.

Among other things the youngster was giving the old customer was the fact that these particular shoes were bluchers, and not the old-fashioned balmorals; showing him the difference in the cut where the top joined the vamp, and extolling the goods generally.

The proprietor, scenting what was going on, and taking in the amused smile on the face of the customer, beckoned the clerk to him, and said in an undertone:

"Cut that stuff out. That man knows more about a shoe in a minute than you do in a week. He is an old retired shoe manufacturer. Can't you see that he is getting a lot of fun out of your learned dissertation?" The boss took that customer off the young clerk's hands.

You never can tell what you are "up against" by customers' looks. Go slowly and keep a tight rein on your tongue; and give the unknown customer the benefit of any reasonable doubt about his knowledge.

The way to learn things from callers at the store is not to stand upon your professional reserve and wait for your patron to unburden himself, but to meet him more than halfway and show by your cordial manner that you believe he is possessed of some scraps, at least, of information which you will be glad to receive.

It is a fact—for the writer has seen it himself—that the frigidity of some high-toned shoe dealers has a very depressing effect upon a customer of social tendencies, and particularly upon the diffident sort,

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

Of Course It Takes Nerve

to frankly tell a customer that a shoe that costs a few cents less a pair will not give a third of the wear that

Hard-Pan Shoes

will give, but it takes nerve, grit and stick-to-it-a-tiveness to win out at any game, but then you'll never have any trouble selling the second pair, and you know it's the "come back" customer that keeps your business growing.

The line is yours if no other dealer is handling Hard-Pans in your town. Don't you think it worth a postal to find out?
No waiting—we will deliver right out of stock.

**Our Name on the Strap of Every Pair
of the Original Hard-Pans**

Herold-Bertsch Shoe Co.

Makers of Shoes
GRAND RAPIDS, MICH.

Our Shoes Are Profit Bringers, Business Builders and Trade Holders



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

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

We go everywhere for business.

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

who would, otherwise, be profitably communicative with you in his dealings while a sale was under way.

In this matter of extracting information from your patrons the same rule holds good that is applicable to the selling of shoes: "Go to your customer; don't trust to his coming to you farther than to enter your door."

No matter how stiff and apparently immovable a dealer may be by nature, he has got to bend and move before prospective buyers if he wishes to succeed in selling them.

Remember that "as the mountain would not come to the arrogant, dignified prophet, therefore Mohammed had to unbend and go to the mountain;" or else they would surely never have met.

What would he have thought of a dealer or his clerk who would wait for a prospective customer, who entered his store, to wander around and seek him out?

And this preliminary search in order to favor the storekeeper with his patronage! You must meet him not only cordially, but unobtrusively, and ascertain his wants, at the same time draw him out to talk shoes, perhaps to your own profit as well as his.

The bargain sale mania is getting to be a little overdone by the retail merchant, and is rather puzzling to the thoughtful class of buyers, to say the least.

Bargain sales, so-called, are no longer confined to any special season of the year, but are gotten up promiscuously and without reference to the calendar.

The pre-holiday bargain sale is succeeded by the post-holiday event, and this, in turn, is followed by the anti stock-taking clearance sale, on the heels of which we have the annual spring cleaning out of winter shoes to make room for more seasonable goods.

Between the latter and the "good old summer time" it is only reasonable to expect a rooting-out sale for the riddance of some of the high-cut leather footwear to make room for oxfords and canvas shoes.

But is this the limit? If it were the reader of the daily local newspaper might retain some of his credulity for the things he sees in print about "another great knock down" or "half prices," "fearful slaughter," etc. He gets bewildered over the continued drop in prices, and wonders how long it will take to touch bottom.

Some of the habitues of these ceaseless bargain opportunities are, on doubt, wise ones, who "know a hawk from a handsaw;" from the medley of "bargains" they can select something that is really such.

But the crowds of poorly posted bargain hunters are not so fortunate. They must take the printed promise at its face value and with unwavering faith.

Of course, much of the stuff pushed out of the mammoth stores, under the impetus of reduced prices, is of the cheap sort; the kind that the veteran retailer declares that the ignorant, hard-working people should not buy at any price—that these peo-

ple should not have always what they want, but what is good for them.

A few of the reasons in support of this contention may convert the retailer, who has long been almost persuaded to throw out the very low-priced shoe, not so much, perhaps, because of any moral convictions, as from the fact that it causes so much trouble in the way of disappointed customers.

Very often the ignorant patron of the bargain sale, in which very cheap goods figure largely, flatters herself upon her good luck in getting something for next to nothing, because her bargain footwear looks to her just about as good as the much higher-priced shoes.

But, unfortunately for her ignorance or cupidity, her possessions soon undeceive her by revealing their utter worthlessness under the strain of daily use.

In a short while after the shoddy shoe is put into commission, and is launched upon its trip, it is badly disabled, sprung a leak, and is obliged to be put into the cobbler's dry-dock for repairs; and, Oh! the pity of it, this misguided person falls right into line at the very next bargain sale in cheap shoes and duplicates that wreck at a great saving in cash down.—E. A. Boyden in *Boot and Shoe Recorder*.

Propose To Raise a \$100,000 Bonus Fund.

Kalamazoo, June 19—The Commercial Club has laid plans for an active campaign during the next year in the interests of the industries of the city. The Club has held its last meeting until fall. Just before adjournment a Financial Committee was appointed. This Committee will make a canvass of all the big interests of the city during the summer months and raise in the neighborhood of \$100,000 to be used in bringing factories to this city. The Club expects to have this money in the treasury by September 1, at which time negotiations will be started with manufacturers.

The Kalamazoo Loose Leaf Binder Co. let the contract last week to the George Rickman & Sons Co. for a four-story brick factory building, which is to be erected within the next ten weeks. The company has been crowded for room for many weeks.

The Monarch Paper Co., which has had a large mill in the course of construction for more than a year, is just now putting on the finishing touches. It will take a month or six weeks to try the mill out properly. It is hardly probable that the company will be in operation in earnest before September 1.

The Kalamazoo Laundry Co., which decided several weeks ago to build one of the largest laundry plants in the State, began work last week on the excavation for the first building. The main building will be 80x150 and will be two stories high.

No man has greater poverty than he whose riches hide him from the poor.

The only safe escape from an unpleasant duty is by going through it.

Every Pair of

Mayer

Custom Made Shoes

Have

Full Vamps



Making shoes **good**—putting the best material into them—building them solid **inside** and out, making them stylish, comfortable and strong, are the features that have advanced **Mayer Custom Made Shoes** to first place with both dealer and consumer.

We Put Full Vamps in All the Shoes we Make

while nearly every manufacturer makes shoes with cut-off vamps, and many employ other means to keep down the cost of production in the endeavor to partly meet the increased cost of material. **We cling strictly to the policy of making the best shoes we know how to, regardless of market conditions.**

Send for samples.

F. Mayer Boot & Shoe Co.
Milwaukee, Wis.

How Meerschaum Pipes Are Manufactured.

Despite our familiarity with meerschaum, as used in pipes, it is safe to say that few of us have more than a vague idea of the peculiar properties of this substance, or the condition in which it occurs in nature. The ancients believed the substance to be petrified seafoam, hence the German name Meerschaum, meaning seafoam; and a very apt name it is, for the mineral is very white and so light that it will float when dry. Pieces of meerschaum have been found floating in the Black Sea which were evidently washed out of their matrices by the waves. This may also have had its influence on the seafoam theory of its formation. Meerschaum is found in best quality and most abundant quantity in Asia Minor, although it also occurs in Greece, Spain, Moravia and Morocco, and even in this country in South Carolina. The richest mines are on the plains of Eskishehr, 250 miles southeast of Constantinople. One of these mines is said to be a thousand years old, and consists of about two thousand pits within an area of six miles, all but about 150 of which have been exhausted. The mineral occurs in nodules or lumps of various and irregular sizes, buried in the alluvial deposit of the plain. Another mine comprises 3,000 pits only 100 of which are being worked.

The material is mined by the inhabitants of the surrounding villages and transported in the rough to Eskishehr. The meerschaum is soft when mined, but soon hardens when exposed to the air. For this reason the lumps are roughly scraped off at first and then laid aside to dry. When dry they are subjected to a thorough scraping and cleaning, and are finally waxed and polished. The lumps are now sorted according to size in four classes and packed in boxes. In this condition the meerschaum is shipped to the pipe manufacturers.

In a meerschaum pipe factory the large pieces are cut with a band saw to a convenient size, after which the meerschaum is soaked in water until it becomes quite soft. Meerschaum when wet becomes very soapy, and will produce a lather if rubbed. In fact, the material serves as a very good substitute for soap, and is thus used in Morocco. Meerschaum dust makes an excellent cleaning powder for removing spots from fabrics. After being thoroughly soaked, the meerschaum can be cut like cheese, and it is then roughly shaped with a knife to the form of a pipe. When dry the bowl and stem shanks are drilled, and then, if the pipe is of a plain pattern, it is turned on a lathe to the desired form. If a square stem shank is desired, it is shaped with a file. The shank is now shouldered and threaded to receive the amber stem piece. These stems are cut from plates of solid amber, most of which is imported from Germany.

There are two qualities of amber, the transparent and the opaque or cloudy, the latter being much tougher and, therefore, more serviceable. The pipe stems, after being tooled

out, are bent to the required shape. They are first immersed in oil and heated until they lose much of their brittleness. Then they are held over an alcohol flame and bent as desired. The threaded ends of the stem are protected while bending by an arbor screwed therein.

The pipes are now carefully smoothed with pieces of American rush, or shave grass. The stem of the grass, owing to the natural deposit of silica, has a fine roughness which perfectly adapts it for this service. After the pipes have been properly finished with the rush, they are immersed in melted wax for a short time, depending on the destiny of the meerschaum, and then they are given a high polish with chalk precipitate.

Meerschaum is an excellent material for artistic carving, and some carved tobacco pipes are perfect gems of art.

In the selection of a meerschaum pipe one should be careful not to pick a dead white specimen. That which is of a slight creamy color will soonest take on that beautiful rich yellow brown shade which so delights the smoker. Nor should the meerschaum be too light, as that is an indication that it is too porous to color properly, while on the other hand a very heavy meerschaum may be almost too dense to absorb the coloring nicotine.

A great many so-called meerschaum pipes are made from artificial meerschaum, a material composed of the chips and dust of meerschaum bonded with some solution and moulded into blocks. The artificial product is somewhat heavier than the genuine. There are still other ways of imitating meerschaum, and a novice will find much difficulty in successfully selecting a genuine meerschaum pipe of good quality.—Scientific American.

Will Change Location for Bonus.

Holly, June 19—In reply to a request for a definite proposition the Hobart M. Cable Piano Co. notified J. W. Phipps, of this city, that it would not consider moving from Freeport, Ill., for less than \$50,000.

It had been planned to bond the village for a sufficient sum to land this factory, but a place of this size can be bonded for only \$30,000, which even with the \$10,000 factory bonus fund already raised would still be \$10,000 shy of the required amount. The Cable factory employs about 200 hands, all of whom are paid wages at the skilled labor scale. It has been suggested that the town offer the Cable people a bonus of \$30,000 and have local capitalists subscribe for the other \$20,000 in preferred stock in the company and something may be done along this line.

A dishonest butcher who habitually gives short weight has invented an ingenious method of evading detection. He has fixed up a mirror near the door of his shop, and the servant girls who come to buy are so busy looking at themselves in the glass that they forget to watch the scales.—London Health.

The Walkabout

**Sells for \$3.00 and \$3.50
Shoe for Men**

The best and snappiest line in the country for the money, and we carry them in stock for you. Write for leaflet and stock numbers.

Michigan Shoe Co.

Detroit



**Elk Skin
Bicycle
Shoes**

**Quick Sellers
Order Now**

- Men's Olive or Black - - \$2.00 per pair
- Boys' Olive or Black - - 1.67 1/2 per pair
- Youths' Olive or Black - - 1.45 per pair
- Little Gents' Olive or Black 1.25 per pair

HIRTH, KRAUSE & CO.

Makers of

**Rouge Rex Shoes for Men and Boys
GRAND RAPIDS, MICH.**

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

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

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

Estimates and Samples Cheerfully Furnished.

Prompt Service.

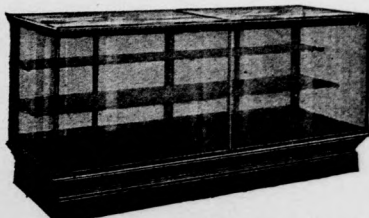
Reasonable Prices.

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

GRAND RAPIDS, MICH.

THE BEST IS IN THE END THE CHEAPEST

Buy None Other



Our fixtures excel in style, construction and finish.

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

Send for our catalogues at once.

**Grand Rapids Show Case Company
Grand Rapids, Mich.**

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

The Largest Show Case Plant in the World

"True as the Needle to the Pole."

June had come in that year with unwonted splendor. A little longer lingering on the part of Winter in the lap of Spring had delayed somewhat the domestic arrangements of the year's opening season; but the last few days of May had made the most of their opportunity and field and forest, orchard and garden, were ready with bud and bloom for the royal coming.

Lovely as the world was everywhere, the one spot, "touched by the Jordan," at least in the eyes of pretty May Fleming and her betrothed lover, Jack Harris, was over on Paris avenue, where, ever since the

"Daffodils,

That come before the swallow dares and take

The winds of March with beauty," had been trumpeting with golden horn the equally golden announcement that sometime in the soon-coming June the nest-building among the maples would be finished and another "Home, sweet home," would be begun on earth.

Next door, or what would be that in time, from the ground-breaking to the driving of the last nail, this nest-building had been watched with a pair of interested eyes. It was her own blissful experience, repeated so far at least, and as she sat afternoon after afternoon watching the rapid progress of the workmen and the happy pair, mated but not yet married, she wondered how long it would be before Jack would begin to—no, not weary of his Jill; but to endure with sufferance and then with composure the being out of her sight. It would come, however, as it always did, as it always would and—well, it seemed so—as it always must. Some day she, in dainty gown, with a blossom fastened to her breast or belt, would not meet him at the gate; later there would be no waiting for him on the little veranda and then, after the birdlings came, if he found her at all, it would be with tired face and tired voice, too weary to welcome even his not very fervid kiss. Then there would come a stretch of years where she with her duties and he with his would take living, as it came to them, as a matter of course; and then the fledglings would plume their wings for flight and go, leaving an empty nest under the maple leaves, and the mother-bird singing that one of Jean Ingelow's Songs of Seven which fitted her lonely condition best.

So "singing she wrought" and after a while she was too busy thinking to sing, and she kept wondering to herself, womanlike, if she was wholly to blame for—for—well, for having things as they were. Was it because she had too easily given way after Mabel was born to the care and the anxiety and the trouble—the pleasing trouble, of course!—that naturally followed and, sure of each other's love, they had put it down as a matter of course? Was it she who first forgot to kiss him when he came and so in time when he went away? and was it her first what-of-it? way that led up to the commonplace hello! when he re-

turned? For the life of her she could not tell; but that is how it was, and now with every want satisfied, for prosperity had always followed them, the nest-building next door and the billing and cooing going on three times a day, and a good many times between meals, made things look gloomy in her future, even when she looked ahead no farther than the coming summer.

After that there was a little quiet sewing with a little quiet rocking, and then the hands and rocker became still and with hands resting in her lap, with a little bit of a sigh—was it "for the days that are no more?"—she watched the going on of a little bit of unexpected happiness on the other side of the fence with a feeling akin to jealousy, if the truth must be expressed. It isn't natural for man or woman to be contented to look at happiness through somebody else's eyes and when Mrs. Jack Kincaid saw soon-to-be Mrs. Jack Harris over-indulging, as it were, in an excess approaching to unseemliness—it looked that way just then—it occurred to her that "there are others;" and she made up her mind then and there to be one of them!

Why was it necessary for the woman when she had reached this conclusion to go straight to a looking glass? She knew beforehand what it would tell her—"locks intermingled with gray;" wrinkles; not much left of a never remarkable beauty; and with something akin to discouragement and a shake of the head, the sure sign of a forlorn hope, she concluded there was no use. She had had her day; her "springtime, the only pretty ringtime," had come and gone, and there she was an old—well, a woman somewhat advanced in life, full of "envy, hatred and malice and all uncharitableness," because Jack Harris and May Fleming were entering upon a bit of short-lived happiness, which she had outlived long ago.

"Outlived!" There was where it hurt. Ah, well,

"There's a gain for all our losses.

There's a balm for all our pain; But when youth, the dream, departs,

It steals something from our hearts And it never comes again;"

and then to add to her happiness? she went down to her front veranda to watch the work going on next door.

She didn't know it, of course; but when she had taken possession of her low rocker under the honeysuckle, which, clambering over the pillars, was leaning over and swinging above and about her its numberless blossoms dripping with perfume, Jack Harris called, "See here a minute, May," and when she stood beside him he said with his arm around her waist—Doesn't the Bible say something somewhere about making waste places glad?—"When you get as old as that I want you to look just as lovely as Mrs. Kincaid does now with her pretty gray hair and her bright eyes and that undefinable something in her motherly face which makes every wrinkle a dim-

ple and so a charm; and if you do not, May, it won't be because your Jack doesn't try as hard as her Jack does to make this house to us as that has been to them, 'The dearest spot on earth;" and then, right in plain sight, "where all the world could see"—the said world at that instant being little, unhappy Mrs. Kincaid—he, the happy Jack, up and kissed her, while the woman in the rocking chair, hearing and seeing, thought of Maud Muller and sighed as she went on with her sewing.

"Ah, well! for us all some sweet hopes

Deeply buried from human eyes; And, in the hereafter, angels may Roll the stone from the grave away!"

It may sound pretty storyfied, but at that very minute Jack Kincaid was on the train somewhere on the other side of Chicago dreamily yielding to the sweet influences of a good cigar and with his eyes resting on the level landscape just as dreamily indulging in a soto voce whistle—if there is such a thing—of "The girl I left behind me."

"Twenty-five, twenty-six — bless me!" he said after a while; "it was twenty-seven years ago this very June that we were married! How the years go by! and out of all those years only a fortnight in each one of them for a bit of the home life we both are so fond of." Then his cigar went out and he took a turn down the paths of the past, stopping here and loitering there at the memory-haunted places, and "while he was musing the fire burned and at last he spake with his tongue."

"I don't believe it was the right thing to do. The cares of the world, it couldn't have been the deceitfulness of riches, did the business, and I have given myself up to them utterly forgetful of the fact that living isn't all of life.—Only two weeks out of the fifty-two, and a number of these given up to fishing and hunting parties, with her at home alone with the children.—Strange I didn't think that she needed the change as much as I did. Still— With the children growing up a woman has to—and a man can't—and after things settle down the billing and cooing business has to go. By that time the thing is fixed. A man labels it and puts it away. He knows it's there and doesn't bother about it. It's his home and his wife and he works for both and with the wants of both satisfied—well, she knows"—and yet in spite of himself it did seem to him that during all these speeding years they had been drifting apart, and he was to blame for it.

Then it was that "Ebenezer Scrooge" Kincaid waked up. To quote accurately from the well-known story, "The bedpost was his own. The bed was his own, the room was his own. Best and happiest of all, Time before him was his own, to make amends for it!" Somehow or other he didn't go on with "The girl I left behind me." He stopped whistling altogether and devoted himself entirely to half-forgotten passages of Sir Launfal's vision. "What is as rare as a day in June?"

that June day twenty-seven years ago. "Now the heart is so full that a drop over-fills it"—why can't he remember the rest? "No matter how barren the past may have been, 'tis enough for us now"—well, no matter, he is sure of this: "The gift without the giver is bare," and when he leaves Chicago to-morrow he will take a gift to "The girl I left behind me," that will make the sweet-faced, little woman under the honeysuckle. "Atit like a blossom among the leaves," so happy that her "eyes will forget the tears they have shed and her heart forget its sorrow and ache." Then to make up for the summers he had left her alone, they two would wander for a month wherever her sweet will willed, and long before his vacation was over she should find that there had been no drifting apart; that she, his realized ideal, had been with him and stayed with him wherever he went, and when the happy outing was over she should come home again freed forever from the dreadful thought that he had outlived his love.

Now it so happened—and this is one of the parts of this story that I am willing to vouch for—that, when Jack Harris and May Fleming were admiring from their side window the sad little woman on the veranda just over the fence, a forceful step came ringing down the walk and a vigorous hand pushed open the front gate next door. A minute after there was commotion behind the honeysuckles and a suppressed voice with pleading in its tones exclaimed, "Jack! Jack Kincaid! For Mercy's sake stop! What will the neighbors think! The Harrises are in there with the windows and doors wide open. Stop or I'll scream!"

By that time, however, a certain big rocker was holding them both and, when the two young folks peeped out to see, the back of the big rocker with a bald head was all that could be seen behind the honeysuckles. A sentence almost tells the rest. One day in September when the two Mrs. Jacks were rocking and sewing together on the Kincaid veranda and the Senior Mrs. Jack had been giving the other a world of advice, she wound up by saying, "For years I was tormented with the fear that my husband and I were drifting away from each other. The consciousness of a losing grip was a living agony, and all for nothing. So, my dear, if that thought ever comes to you put it by as unworthy of both of you. A husband's love is as changeless as the everlasting hills, and once yours it is yours forever. It took m years to find that out, but oh, the joy of finding it out and the transcendent joy the finding brought me!" Richard Malcolm Strong.

Trusty Positions Require Knowledge of Outside Habits.

Written for the Tradesman.

It is a fact that business men are coming more and more to enquire into the habits, outside working hours, of those in their employ and of those who seek to fill vacancies or fit into new positions that may, by the exigencies of commercialism, be opened up.

Few employed young men—or old ones either, for the matter of that—are aware of the surveillance placed upon their actions by the head of the house—the boss. Many of those in under situations are prone, when the subject comes up between them and a fellow workman or workmen, to regard such overseeing on the part of the man they serve as “interference with their rights.” They often may be heard to make such remarks as this: “Well, the ‘old man’ needn’t bother himself to look up my private history. My time’s m’ own outside of the four walls of the shop and that’s just exactly as far as his paternalism need extend. I don’t examine into his personal affairs—why should he into mine?”

Ah, my dear young man, but you are not working for the boss, there’s the rub, there’s the difference. Supposing you ask for the position of book-keeper or assistant book-keeper. Do you, for one moment, imagine it is no business of the man you apply to how you spend your time during the hours of 6 to 12 p. m.? You think it’s all poppycock, this enquiry into facts regarding how you spend your evenings, and you would like to scalp “the old duffer” for daring to intrude into your affairs in this wholesale fashion. You set up the claim that if you drink a little on your own time that is your own concern; that you have a perfect right to smoke all the cigarettes you blank please; that you may frequent the pool rooms and other and worse places of amusement, and that your employer shall have no jurisdiction over your comings and goings.

There is where you are wrong. In the first place, your dissipations are ruining your character and health and, in the next, you are unfitting yourself for any position of trust and responsibility. If you were hiring a young fellow to handle your money I hardly think even you would care to trust it to one of your stripe. A “sporty man” needs large amounts of ready cash with which to have his “jolly old times” and if he doesn’t get it in one way he will in another. So there you are. If yours passes through his fingers some of it is quite apt to stick to them. As time goes by he gets deeper and deeper in the mire of his speculations and by and by the end has to come. And what is it? You know as well as anybody, and deep down in your heart you also know that you would not only hesitate before you took on such a fellow as you like to hobnob with but you would “have none of him” where he would be placed so he should have control of your funds.

An employer has a right to know the outside life of one who works for him in a capacity of confidence, and the man who takes such a situation must expect close scrutiny as to his honesty of purpose. L. W. B.

He who amounts to much lives longer in his tomb than out of it.

Philosophers are the philanthropists of the soul.

Hardware Price Current

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No.	Powder	oz. of Shot	Size Gauge Per
120	4	1 1/4	10 10 \$2 90
129	4	1 1/4	9 10 2 90
128	4	1 1/4	8 10 2 90
126	4	1 1/4	6 10 2 90
135	4 1/4	1 1/4	5 10 2 95
154	4 1/2	1 1/4	4 10 3 00
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 1/4	1 1/4	6 12 2 65
265	3 1/2	1 1/4	5 12 2 70
264	3 1/2	1 1/4	4 12 2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Plow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 7 c.	6 c.	6 c.	4 1/2 c.
BB, 8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.
BBB, 8 3/4 c.	7 3/4 c.	6 3/4 c.	6 1/2 c.
CROWBARS.			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS.			
Com. 4 piece, 6 in., per doz.	net. 75		
Corrugated, per doz.	1 25		
Adjustable	dis. 40&10		
EXPENSIVE BITS			
Clark's small, \$18; large, \$26	40		
Ives' 1, \$18; 2, \$24; 3, \$30	25		
FILES—NEW LIST			
New American	70&10		
Nicholson's	70		
Heller's Horse Rasps	70		
GALVANIZED IRON.			
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28			
List	12 13 14 15 16 17		
Discount, 70.			
GAUGES.			
Stanley Rule and Level Co.'s.	60&10		
GLASS			
Single Strength, by box	dis. 90		
Double Strength, by box	dis. 90		
By the light	dis. 90		
HAMMERS			
Maydole & Co.'s new list	dis. 33 1/2		
Yerkes & Plumb's	dis. 40&10		
Mason's Solid Cast Steel	30c list 70		
HINGES.			
Gate, Clark's 1, 2, 3.	dis. 60&10		
HOLLOW WARE.			
Pots	50&10		
Kettles	50&10		
Spiders	50&10		
HORSE NAILS.			
Au Sable	dis. 40&10		
HOUSE FURNISHING GOODS.			
Stamped Tinware, new list	70		
Japanese Tinware	50&10		

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75&10
Screws, New List	85
Casters, Bed and Plate	50&10&10
Dampers, American	50
MOLASSES GATES	
Stebbins' Pattern	60&10
Enterprise, self-measuring	30
PANS	
Fry, Acme	60&10&10
Common, polished	70&10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd, No. 24-27	10 80
"B" Wood's pat. plan'd, No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	30
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
Casing 6 advance	35
Finish 10 advance	25
Finish 8 advance	35
Finish 6 advance	45
Barrel 7/8 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20 IC, Charcoal, Alloway Grade	7 50
14x20 IX, Charcoal, Alloway Grade	9 00
20x28 IC, Charcoal, Alloway Grade	15 00
20x28 IX, Charcoal, Alloway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40&10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50&10
Tinned Market	50&10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	48
1 to 6 gal. per doz.	6
8 gal. each	56
10 gal. each	70
12 gal. each	84
15 gal. meat tubs, each	1 20
20 gal. meat tubs, each	1 60
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	8 1/2
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each.	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	60
1/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
SEALING WAX	
5 lbs. in package, per lb.	2
LAMP BURNERS	
No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	50
Nutmeg	50
MASON FRUIT JARS	
With Porcelain Lined Caps	
Per gross	
Pints	5 00
Quarts	5 25
1/2 gallon	8 00
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 Joz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 80
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2 Lime (75c doz.)	4 20
No. 2 Fine Flint, (85c doz.)	4 60
No. 2 Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 28
2 gal. galv. iron with spout, per doz.	2 10
3 gal. galv. iron with spout, per doz.	3 15
5 gal. galv. iron with spout, per doz.	4 45
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilted cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	3 50
LANTERN GLOBES	
No. 0 Tub., cases 1 doz. each, bx. 10c 50	
No. 0 Tub., cases 2 doz. each, bx. 15c 50	
No. 0 Tub., bbls. 5 doz. each, per bbl. 2 00	
No. 0 Tub., Bull's eye, cases 1 dz. e. 1 25	
BEST WHITE COTTON WICKS	
Roll contains 32 yards in one piece.	
No. 0, 3/8 in. wide, per gross or roll.	25
No. 1, 1/2 in. wide, per gross or roll.	30
No. 2, 1 in. wide, per gross or roll.	40
No. 3, 1 1/2 in. wide, per gross or roll.	85
COUPON BOOKS	
50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00
Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.	
COUPON PASS BOOKS	
Can be made to represent any denomination from \$10 down.	
50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00
CREDIT CHECKS	
500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	5 00
Steel punch	75

DRY GOODS

Weekly Market Review of the Principal Staples.

Bleached Goods—While it is not at the time possible to get concessions on bleached goods, it is probably true that better discounts are obtainable upon certain lines of bleached goods. It is practically impossible at the present time to obtain goods of this class for immediate delivery. Fair-sized lots were sold during the past week for delivery the latter part of June and the first of July. A fair volume of business is being done on early fall deliveries of bleached goods. Certain of the Western buyers who have been in the market left the impression that they are pretty well convinced that prices on bleached goods will remain at their present levels. The bleacheries are reported as fairly busy on orders, and the mills are doing all that they can under the labor condition handicap.

Spring Goods—Lines in spring cottons which have been opened and shown are being very well received by the buyers. The advance in prices is not acting as a strong deterrent to buying. Salesmen who have been out on the road find that the trade is seemingly able to meet the advances. This fact shows that buyers are slowly adjusting themselves to the changes in prices. Spring dress goods in wash fabrics are in receipt of a fair business, a condition which is equally true of different lines of spring shirtings.

Hosiery—The season has now arrived in the hosiery market when it is time to be up and doing. Realizing this, many of the houses not represented on the road heretofore are now being represented. Contrary to the general expectation, a reasonably good business is being done and still at the same time all of the samples have not yet arrived. Embroideries and lace effects are very popular and prove the market leaders. In colors, white is and will remain very popular. The full-fashioned variety of hosiery seems to have enjoyed the bulk of the business, for as a matter of fact every mill in the country making this class of goods is "sold up" to June, 1907. It now seems reasonable to assume that the basis for prices is made on 11c cotton, so that in the event of cotton moving up or down within a reasonable radius it can not do a great deal of harm. It is the fear of a big jump or a correspondingly large drop that makes the uneasiness in the matter of prices. However, anything that may happen to cotton now is of little moment to agreements made; these must stand as they are and their makers take their chances of repeating former experiences.

Underwear—Business in the underwear market is now fast approaching its height. Those salesmen not already out are and will be in a state of perpetual excitement

until they get out. For a house not represented on the road to learn that the fellow on the road is enjoying a large business can not be otherwise than annoying in a certain sense of the word. However, many of these houses are finding enough to do without starting out. But the feeling that they are losing business seems to take hold of them once in awhile and for this reason the call of the road rests strongly on them at times. There is absolutely no need for uneasiness for the reason that the supply is far behind the demand in all cases. One large mill is now reported as being sold up and also as having called in its men. While this may look as though they had had a good chance of covering the ground ahead of the other fellows, it does not stand for so much, after all, as no one mill or set of mills can possibly furnish the volume of goods that is annually consumed by the people of this country. There seems to be an ever-increasing demand for the better classes of goods, which is a decided advantage all around. It not only gives the manufacturer a fairer margin of profit, but in the end gives a greater degree of satisfaction to the consumer. There is no objection made to the advanced prices on the part of the buyers, as all realize that much in that direction was compulsory. The yarn people are practically the dictators of the present prices. No matter what the manufacturer might like to do, it is of no importance, as he is practically tied down by the yarn market. Fortunate indeed are those mills who spin their own yarns, for not only is there a decided advantage in not having to wait, but there is and has been a handsome profit in making yarns. To be able to make your own yarns as you want them or to create a stock to sell to your competitor or to have this stock in case of an emergency is far ahead of having to place your order with some one else, and beside paying him a big profit having to wait anywhere from two to three months to get your stuff.

Carpets—Reports from retailers are of about the same tenor, that business is better this year than at the corresponding time last year. The demand is principally for medium and high grade goods. The cutting-up trade is very active and every day large orders are being shipped. Salesmen on the road are doing a fair business and report that conditions are favorable to a large fall business. The bargain sales of odd rolls, dropped patterns and odds and ends usually held by large retailers and department stores will not have such a large assortment this year as in past years, as dealers were not fully supplied with the goods that they wanted, owing to the inability of manufacturers to get goods out on time. This will leave the retailers anxious to put in a large stock of fall goods.

The virtues of some people are so luminous their faults seem half glorious.

Following Our Usual Custom We Will Hold a Pre-Inventory Sale

Commencing

Thursday, June 21st.

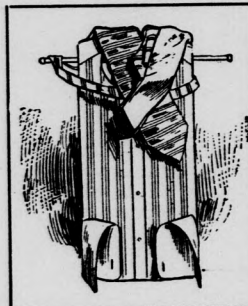
It is our purpose, before taking Inventory, to clean up all broken lots, odds and ends, discontinued lines, etc., of

**White and Colored Lawns, Dimities
Batistes, Organdies, Madras,
Piques, Chambrays, Etc.**

and in this Clearance Sale there will be unlimited opportunities for merchants to pick up seasonable goods in every line far below current market prices.

We would strongly urge every buyer, who can possibly arrange it, to visit our warehouse during this sale as a personal inspection is the only way to take full advantage of such a sale. If you cannot arrange to come to Saginaw mail us an order for some of these Special Bargains. But if you can, by all means come.

The Wm. Barie Dry Goods Co.
Wholesale Dry Goods Saginaw, Michigan



Men's Soft Shirts

The demand for them is now at its best and we still have some pretty stuff to offer at following prices:

Plain White Satine.....	\$4 50 per dozen
Fancy Pattern Fabric Dark Grounds, Assorted	7 50 per dozen
Plain Colors, Assorted	9 00 per dozen
Plain Ecu or Cream, Solid	12 00 per dozen
Plain or Fancy Tans, Solid.....	13 50 per dozen
Plain Colors, Mercerized, Assorted.....	15 00 per dozen
Mohair in Plain Colors, Assorted.....	15 00 per dozen
Mohair in Tans, Solid.....	15 00 per dozen
Black Satines	\$4.40, \$6.00 and 9 00 per dozen

Work Shirts

We also call your attention to our fine stock of work shirts. It comprises all that is saleable in this line today and range of prices is \$2.25, \$4.00, \$4.25 and \$4.50 per dozen. Ask our salesmen or call to look us over.

GRAND RAPIDS DRY GOODS CO.
Exclusively Wholesale Grand Rapids, Mich.

Women Employed as Office Assistants.

For the girls who have not been fortunate enough to secure special business training the office of the physician, the surgeon or the dentist offers one of the most attractive means of earning a livelihood, and one in which diplomacy, which is one of the essential traits of so many women, can be used to great advantage.

Anyone who has ever had business in the office of any medical practitioner in Chicago who enjoys anything like a lucrative practice is familiar with the office assistant. She it is who says that the medical man is engaged, or that he can be seen. It is she who writes down the appointments, answers the telephone and—most important duty of all—is pleasant to the caller.

In a large measure it is true that she gets paid for being pleasant. Doctors will not for a moment have in their offices young women who are overbearing. The doctors, dentists and surgeons appreciate to the full the importance of the medicinal value of a fresh appearance, a wholesome manner and an unflinching tact.

Patients who are physically ill are most susceptible to psychological influences. They are depressed by things which would have absolutely no effect upon a person in normal health. The medical man, to whose office the sick man or woman comes, wants his patient to be in the best possible condition, mentally as well as physically. It is within the power of the office assistant to create an atmosphere in the office that is restful and helpful to the patient.

The wait before the doctor is at liberty can easily be made a pleasant half hour instead of thirty minutes of torture, as it was before the doctors saw the value of polite, deft attention on the part of the office assistant.

A woman who has enjoyed the unenviable experience of being in need of physicians' services in New York, Boston and Chicago is responsible for the statement that all other things being equal, the patient of a Chicago doctor receives more understanding treatment at the hands of the office assistant than does the patient of a medical man in any of the other cities in which she has been ill. This woman says that in Chicago the good influence of restful colors and harmonious furniture in doctors' waiting-rooms is better understood than it is elsewhere and that it is more adequately supplemented by the human element that is found in the assistants.

The young women who exchange small talk with the patient during the time of waiting, and who put or keep the patient in the best possible frame of mind, form a large class of women workers in Chicago. There are hundreds of them in the Stewart, the Reliance, the Columbus Memorial, the Marshall Field and other big buildings in the downtown district, in which there are almost as many doctors' offices as there are bees in a hive.

The young women, like many other

young women workers, have no organization or club. Many of them have been in their present positions for years, and once a girl has established herself as a capable reception-room woman she is seldom out of a place. The need of capable women who can make the way of the patient easier is too great.

In some of the offices the attendant keeps the books of her employer, but in most instances her only function is to receive patients and make things as pleasant as possible for them.

That is why, as one of them describes it, "they are paid for being pleasant," and why in this particular line of endeavor the naturally cheerful young woman with tact and sympathy can find work in pleasant surroundings and at good pay.

Publication Worth Having.

Port Huron, June 19—You will miss it if you don't come for there will be pleasant doings at the coming convention of the Michigan Knights of the Grip, to be held in this city Friday and Saturday, July 27 and 28. Among other things each member of the State Association will receive a beautiful cloth bound souvenir book, containing many views of our city, a brief history and statement of facts that show Port Huron to be the ideal city for a permanent home or to spend the summer vacation. In addition, the book will also give a very complete history of the Michigan Knights of the Grip from the beginning down to the present—a record all can keep and one to be proud of. Owing to the limited number of copies, this book, with a handsome and novel badge, will be given only to members of the State Association on request at headquarters during the convention. We will, however, welcome any commercial travelers within the gates of our city who will make themselves known, and invite them to share in our pleasures. We will show them why, if they travel in Michigan or live in this State and travel in foreign countries, they should become members of our Association, for a careful study of what it has done for its members in relief for the needy, death losses, reasonable rates and accommodations from transportation companies, maintenance of good hotels, liverys, bus lines, etc., will show them that the Michigan Knights of the Grip leads them all.

Again we say, come one, come all! An don't forget to bring your wife to one of the best convention cities in the world. F. N. Mosher.

MAKE MONEY ON YOUR NEW POTATOES THIS YEAR

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



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.

Hot Weather Goods



We still have a good assortment of Organdies, Dimities and Lawns, ranging in width from 24 to 32 inches, in all the newest colors, such as light greys, cadets, bright pinks, etc, which are in great demand this season. Our line bears inspection.

P. Stekete & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

Store and Shop Lighting

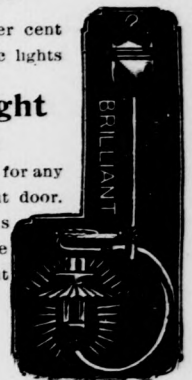


600 Candle Power Diamond Headlight Out Door Lamp

made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

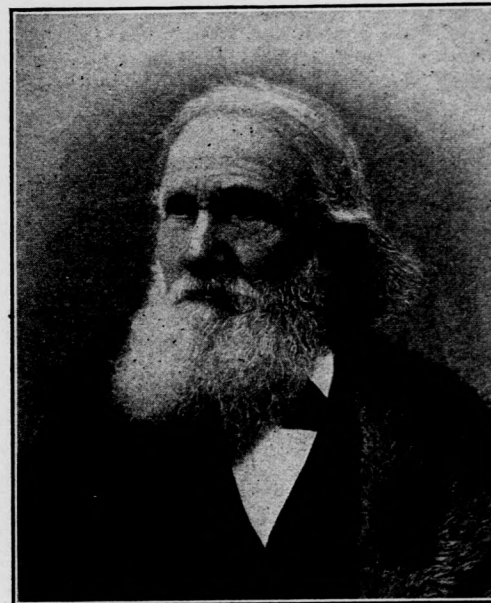
They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.



Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.

100 Candle Power



John Ball

Try a
John Ball
5c
Cigar

G. J. Johnson
Cigar Co.

Makers

Grand Rapids, Mich.

A GOOD INVESTMENT
THE CITIZENS TELEPHONE COMPANY

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

25,000 TELEPHONES

to which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange which now has 7,250 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.)

For further information call on or address the company at its office in Grand Rapids
E. B. FISHER, SECRETARY



Michigan Knights of the Grip.
President, H. C. Klockseim, Lansing;
Secretary, Frank L. Day, Jackson; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

How To Procure a Position as Salesman.

It ought to be the easiest thing in the world for a good salesman to secure the position he wants, because the task calls into play the same faculties he has to use in selling goods. In applying for a position a salesman's experience and ability are his line, his references and personality, his samples and prospective employers, his trade. Employers appreciate this fact, and when engaging salesmen are guided very largely by the impression a man makes on them, believing that if he sells his ability to them, he can sell their goods. However, many men with excellent selling records fall down miserably when it comes to selling their own ability. They may be able to get some sort of a position (in these days of prosperity any good salesman can), but they do not get the opportunity for which they are best fitted or which pays them all they are capable of earning.

Frequent change of their employers or lines is the most serious mistake any salesman can make. On the road to-day are many men who might be earning twice what they are if they had stuck to one line, but they allowed a slight increase in salary to tempt them to change, and have lived to rue the day. Acquaintance in a given territory, familiarity with some high grade line, and the confidence of the trade are a salesman's assets and every change lessens their value.

Of course times will come when changes are necessary, but they should be made only after the most careful deliberation and with a view to establishing a connection that will be permanent. In making a change the salesman will consider carefully the standing of firms, how they treat their customers, if their goods are well known, and how much advertising they are doing. No salary should be large enough to tempt him to take out through a territory where he is known a line of unreliable goods and thus destroy the confidence of his old customers in his good faith. It is better to stay where you are unless you can make a change that will result in your permanent betterment.

Having considered carefully the advisability of a change, every effort should be made to find a new position before resigning your present one. In the eyes of almost every employer the man at work has a value at least 25 per cent. higher than one out of a job. To be able

to say, "I am now employed and am giving satisfaction," supplementing this with good reasons for desiring a change, has proved the open sesame to many a first class opportunity.

Through their wide acquaintance-ship salesmen are in a better position to hear of opportunities than perhaps any other class of men. Then, too, they have open to them firms handling the same line as their own. Sales managers are always glad to consider men in the employ of their competitors, and if your work has been above the average you may be surprised to see how much they know about you.

A method for marketing ability is through one of the high grade agencies, especially if you are employed, as these organizations act confidentially until they have a new position ready. A brief statement of your qualifications in the want columns of the daily papers or trade publications will often bring good results. Unless you have unlimited time it will hardly pay you to follow up the "Salesman Wanted" advertisements, as so many of these are from small or unreliable firms not worth the consideration of a high grade man.

So much depends upon a salesman's personality that an interview is almost always necessary to secure a position. The way for this interview usually has to be paved by a written application, and here is another stumbling block. Salesmen are notoriously poor letter writers. All their force and fluency seem to vanish when they try to put ideas on paper. One Chicago sales manager who hires a number of men every year claims that no one salesman in a hundred knows how to write a proper letter. If more of them had this knowledge, he says, it would insure prompter consideration, and often save the expense of a trip to Chicago before being engaged.

Whether you use the machine yourself or not your applications should always be typewritten. A sales manager is a busy man, and is more apt to consider first letters printed in clear typewriter than those written in long hand.

To put your case clearly and concisely is not the easiest thing in the world, and you may have to re-write your application several times, but before it leaves your hand it should be in the best possible shape. It should be in the form of an abstract of your qualifications, and should above all things be brief, not spreading out over half a dozen pages what could be said just as well in as many lines. It should state your age, nationality, education, married or single, and give a concise record of your life and experience up to date.

The record of your experience is most important and should include a definite description of all the positions you have ever held with the names of firms, dates, duties performed, salaries received and reasons for each change. Any gaps in the records are sure to be disastrous, as if you do not say what you were doing from June, 1900, to December, 1901, the employer may think you were

out of a job or in jail during that period.

In stating your education you can be extremely brief. If you can sell goods the average firm does not care whether you are a university graduate or whether your training was limited to five or six years in a little red school house. The best education a man can get is that acquired on the road, and results achieved there are what count.

Testimonials and references are valuable only to back up a man's appearance, personality and statements. Too many testimonials are often ruinous. A salesman was being favorably considered by a large manufacturing concern when the President asked concerning his testimonials. He promptly pulled out nineteen letters, of which ten were from men for whom he had worked in the past five years. Although all spoke glowingly of him in general terms this settled the matter and negotiations were promptly called off. Always have copies of your testimonials typewritten (never printed, as this indicates that you are constantly applying for a position) and never allow the originals to leave your possession.

Letters of recommendation should be as brief as possible for one positive statement of what a man has done is worth a dozen glittering generalities. One of the best testimonials I ever saw read like this:

"Mr. Blank was in our employ three years, giving thorough satisfaction. He is one of the best salesmen we have ever known, and we were sorry to lose him."

It is often better merely to mention the names of firms from which you have letters and of other responsible persons to whom you can refer if desired. Former employers are the strongest references you can give, teachers are the next best, friends, relatives and acquaintances carry the least weight.

Once inside the employer's office you are face to face with the most difficult part of your task, and the part on which it is hardest to give advice. In order to win out you will have to keep cool, think quickly and bring your best judgment into action. Above all, talk on the subject, do not talk too much and do not introduce unnecessary personalities. The employer is considering you and he will not care to hear your wife's opinion of any other foreign matters. What you are expected to give is a frank, concise, conservative statement of your experience, education and ability—no more, no less.

To do this you can not prepare too carefully for the interview. You may not always be able to use the information you gather in advance, but you want to have it on tap for you can often appeal to a firm's pride by showing a knowledge of the business, and thus materially help your chances. Whenever possible learn something about the personality of the man you are to see, so that you can adapt yourself to his whims.

A young man, now advertising manager for one of the largest mer-

cantile concerns in the East, owes his position to thus priming himself in advance. On Monday morning he answered a want advertisement calling for a competent advertising writer, and an interview was appointed with the head of the firm for 9 o'clock the next day. The following twenty-four hours were strenuous ones for this young man. The afternoon he spent in looking up the firm's advertising matter; the evening in talking with friends about the firm's business; the wee small hours in thinking out ideas and catch phrases. He did not sleep at all, but when he went to his interview he had a good general knowledge of the firm's business, and as a result he landed the position.

Last, but not least, attend carefully to your personal appearance. This advice may sound childish, but hundreds of men have failed to secure good positions solely through neglect of it. A smoothly shaven face, clean nails, neat neckwear, fresh linen, well polished shoes—these are essentials, and are better than expensive clothing lacking them. If you can not go to an employer without the fumes of tobacco or liquor on your breath, you had better not go at all, for ninety-nine times out of a hundred they will prove fatal to your chances. With neatness in your dress, a cheerful face, and nothing about you to suggest the down-and-out man, you have the way well paved for a fair consideration of your merits.

You should have a definite idea as to what you are going to put on your services. There are two kinds of salesmen working on commission basis—those who are too capable to even consider a salary, and those who are not capable enough to be considered for one. By all odds the best method of remuneration, both for the salesman and employer, is salary and commission. Under this arrange-

Traveling Men Say!
After Stopping at
Hermitage European Hotel
In Grand Rapids, Mich.
that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night.
Try it the next time you are there.
J. MORAN, Mgr.
All Cars Pass Cor. E. Bridge and Canal

Livingston Hotel
Grand Rapids, Mich.
In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.
ERNEST McLEAN, Manager

ment a salesman is sure of enough income to tide him over while he is establishing a trade, while the commission offers an incentive to work hard and increase his earnings.

No matter how good your selling record may be a firm is taking some chance in hiring you, and it is only fair that you should share the risk. It is a poor firm that will not advance all a man's traveling expenses and part of his income for the first month or two, and it is also a poor man who is not willing to show what he can do by working on a straight commission basis or a small salary for a short time.

One of the best salesmen in the country secured his chance with his present employer to whom he had been persistently making applications for six months by saying: "See here, I know I can sell your goods, and to prove it I am willing to work a month for nothing. All I want is a sample case and my traveling expenses." This offer landed the job, and the first year this man sold more goods than any other salesman in the company's employ.

Over confidence often leads a man to say that he can fill a position before he knows what it really is. In fact, this is a trap frequently set by employers to catch the unwary applicant. The kind of man they want is one who says, "From what I know of the position I believe I can handle it, but I would not like to say so definitely until I know more about the work."

Do not be discouraged if you fail to secure the first position for which you apply. Employers are by no means infallible and often make serious mistakes in their judgment of men. Every application you make is giving you experience that is bound to increase your chance of success at the next trial. If you are persistent you will sooner or later surely find the place you want.—Chas. J. Hapgood in *Boot and Shoe Recorder*.

Butter, Eggs, Poultry, Beans and Potatoes at Buffalo.

Buffalo, June 6—Creamery fresh, 18@20½c; dairy, fresh, 15@17c; poor, 12@14c.

Eggs—Fresh candled, 18c; at mark, 16½@17½c.

Live Poultry—Broilers, 18@22c; fowls, 12@12½c; ducks, 11@14c; geese 10@11c; old cox, 8c.

Dressed Poultry—Fowls, iced, 13@14c; old cox, 10@10½c.

Beans—Pea, hand-picked, \$1.65; marrow, \$2.75@2.90; mediums, \$2@2.10; red kidney, \$2.60@2.75.

Rea & Witzig.

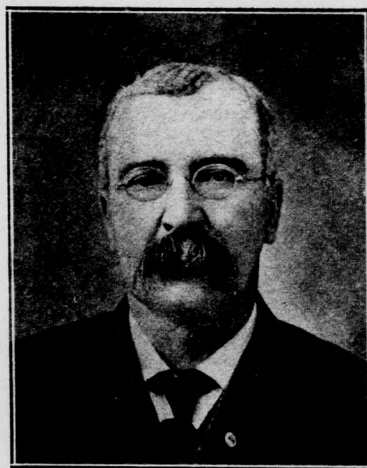
The nomination of Wm. J. Kling for Representative by a joint committee of the Retail Grocers' Association and Master Butchers' Association will meet with the hearty support of merchants generally, because there is a deep-seated feeling that there should be more merchants and fewer lawyers and professional men in the Legislature. Mr. Kling is honest and fearless and if he should receive the regular nomination and be elected, he will serve his constituents well and faithfully.

GONE BEYOND.

Sudden and Unexpected Death of T. B. Snyder.

T. B. Snyder, Secretary of the Brown & Sehler Co., died June 12, after an illness of only eight days.

Mr. Snyder was born Nov. 1, 1854, near the village of Freeport, Waterloo county, Ontario. He spent his boyhood on his father's farm, receiving his education in the public school, and afterward graduated from the Freeport Academy under Prof. Scott, who is now President of Otterbein University, Dayton, Ohio. At the age of 18 Mr. Snyder was converted and joined the United Brethren church, of which he was a faithful member until his death, at which time he was connected with the First United Brethren church of this city. In 1876 he came to Northern Michigan, tak-



ing up a homestead in Emmet county. The following year he returned to Canada, where he married Miss Mary Weaver on June 20, 1877. He returned with his bride to his farm in Emmet county, and in 1883 engaged in the mercantile business at Brutus, in which he continued until about twenty years ago, when he entered the employ of Brown & Sehler, of this city, as traveling salesman. He had a wide acquaintance among the merchants of Michigan, with whom he was very popular, and who will greatly miss his visits. He was a man of an exceedingly amiable disposition, and as one of his lifelong friends says, "To know him was to love him." In January, 1904, when the firm of Brown & Sehler was incorporated, Mr. Snyder purchased an interest in the business and was elected Vice-President. He held this office until January of the present year, when he was elected Secretary, which office he held at the time of his death.

Mr. Snyder was considered to be in the best of health until Saturday, June 2, when he was at the office attending to his duties, and complained of not feeling quite as well as usual. It was not until the last day of his illness that the physicians gave up hopes of his recovery; in spite of all that medical skill could offer he succumbed to heart disease. When it became evident early in the day that he could live but a short time he made every preparation to leave, such as arrangements for the distribution of his property. He passed

away peacefully about 5 o'clock in the evening, with his wife and daughter at his bedside. The funeral was held from the family residence at 1150 South Division street, on Friday, June 15, where a large circle of his friends and business associates assembled to pay a last tribute of respect to one who had endeared himself to them. The Rev. R. H. Turner, of Petoskey, officiated, and the interment was in the family lot at Garfield Park cemetery. The traveling staff of the Brown & Sehler Co. acted as pall bearers, having been summoned to attend the funeral by the house by telephone and telegraph as soon as death occurred.

In the death of Mr. Snyder the firm loses a faithful worker and the community a good citizen. He was possessed of those sterling qualities for which his forefathers were noted, and for which he was widely and favorably known.

Gripsack Brigade.

Allegan Press: Fred E. Tanner has resigned his position with J. E. Davis and will go on the road for the John Deere Plow Co. He has been an efficient salesman here the past two or three years, and will no doubt prove as successful on the road.

A vote of the patrons of the Baltimore & Ohio Railway is being taken to determine whether the majority of them prefer the present interchangeable form of mileage book at \$30, with a rebate of \$10, or a 1,000-mile book, not interchangeable, at a flat rate of \$20 without rebate. The road has signified its intention of governing the sale of tickets according to the expressed wish of the majority of its patrons.

E. V. Pattison, for the past nine years traveling representative for Armour & Co., died at his home at 214½ North College avenue last Saturday evening, at the age of 42 years. Mr. Pattison had not been well for six months before he left the road and was confined to his home for eight weeks prior to his death, which resulted from an affection of the stomach. He left a widow, who left Monday with his remains for the old home in Wilmington, Delaware, where the interment will take place. Mr. Pattison's genial manner had won for him many friends among the trade as well as among his fellow travelers. H. E. Case is temporarily covering Mr. Pattison's territory from Grand Rapids north on the G. R. & I.

Charles A. Hempsted is one of the veteran commercial travelers of Detroit and is too well known to the profession to require any extended introduction. For some time past he has covered Michigan for Felix Rothschild & Co., clothing manufacturers of Chicago, and he is a good salesman because patrons know him to be square. He pays close attention to keeping up customers' stocks, making special trips for the purpose during the season. Knowledge of this makes the dealers all the more willing to save their orders for him. In Detroit Mr. Hempsted makes his home with his sister, Mrs. Alexander Hendry, 153 Horton avenue. He has an office in the Kanter building "cas-

tle," and also enjoys a visit with H. Marks, Secretary of Detroit Council, U. C. T., at his cigar store on Woodward avenue. Few of the craft find as many glad hands extended when back from a trip as Charlie Hempsted.

AN EARLY SCARE.

It would be discreet to wager that a very large majority of the people of the United States firmly believe that Theodore Roosevelt was sincere when he declared that he would not be a candidate for re-election to the presidency of the United States; it is equally safe to wager that the President is still of the same mind.

But things have happened the past two years which have rendered Mr. Roosevelt's administration quite unique in the history of our land. His exploitation of his theory of publicity has been bold, unwavering and confident. In no instance has he feared to express his opinion candidly. He has demonstrated supreme skill and faith as a leader and, beyond all question, he has won the confidence and admiration of the people as has never before been accomplished by any citizen of the United States.

Just here Fate shuffles a card which, at first glance, suggests a topsy-turveying of all plans. William Jennings Bryan is completing a long-extended and somewhat triumphant tour of the world. As he nears our shores his admirers hold aloft his name and fame as the logical and only Democratic candidate for the presidency, and it is certain there is no one in any party to say them nay. More than that, certain results of President Roosevelt's administration may and doubtless will be used to strengthen the campaign for Bryan.

Republican principles are in no wise affected by the situation, whereas Republican principals are all at sea as to an opposing knight to enter the lists against Bryan. Taft has too much warm blood to make a popular and successful campaign; various of our present Senators are either too old, too rich, or too commonplace to provide the quality of timber required and so the G. O. P. elephant strides and sways around in vain trumpeting for a new and adequate leader.

As a natural result of careful observation and close study at first hand in all the leading countries of the earth, Bryan has broadened and is a stronger man in all respects than during his last venture toward the White House.

It seems ridiculous to assume that in all this great land there is no man left competent to take up President Roosevelt's work where he will put it down, and carry it forward successfully, but those who as bookies and bettors keep close tab on conditions are already laying large wagers that with Roosevelt out of the race, Bryan will be the next President elected by the American people and, strange to say, they are banking very largely on Theodore Roosevelt's desire to get into the United States Senate as the factor that will chiefly contribute toward Mr. Bryan's realization of his dreams.



Michigan Board of Pharmacy.
 President—Harry Helm, Saginaw.
 Secretary—Arthur H. Webber, Cadillac.
 Treasurer—Sid. A. Erwin, Battle Creek.
 J. D. Muir, Grand Rapids.
 W. E. Collins, Owosso.
 Meetings during 1906—Third Tuesday of
 January, March, June, August and No-
 vember.

Michigan State Pharmaceutical Associa-
 tion.

President—Prof. J. O. Schlotterbeck,
 Ann Arbor.
 First Vice-President—John L. Wallace,
 Kalamazoo.

Second Vice-President—G. W. Stevens,
 Detroit.
 Third Vice-President—Frank L. Shiley,
 Reading.

Secretary—E. E. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir,
 Grand Rapids; F. N. Maus, Kalamazoo;
 D. A. Hagans, Monroe; L. A. Seltzer, De-
 troit; S. A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Col-
 man, Kalamazoo; Charles F. Mar... De-
 troit; W. A. Hall, Detroit.

Spirit of Ionone, Terpineol and He- liotropin.

Ionone was first prepared by Tie-
 man and Kruger by the interaction
 of citral, acetone and barata-water
 forming a pseudo-ionone, which upon
 treatment with dilute sulphuric acid
 is converted into an isomeric ionone.
 We are under the impression that
 Schimmel has improved on the meth-
 od, and has succeeded in separating
 the ionone into an alpha and beta-
 ionone, the latter of a much finer
 odor than the other; but the brochure
 containing the report has been mis-
 laid, and we can not give the details.

Ionone is a liquid, and, because the
 odor is so very intense, it is marketed
 as a 10 per cent. solution in cologne
 spirit. Before used in perfumes it is
 again diluted one to a hundred. It is
 used in place of the violet essence
 prepared from pomades, in combina-
 tion odors or bouquets, and in
 strengthening natural violet extracts

Terpineol must not be confused
 with terpinol. When terpin hydrate
 is boiled with sulphuric, phosphoric or
 glacial acetic acid, a mixture of ter-
 pines is formed, together with an
 alcohol termed terpineol. The mixed
 product is called terpinol. The alco-
 hol terpineol, or hyacinthol, is sepa-
 rated by a complicated fractional dis-
 tillation, and is a heavy liquid, some-
 times called muguet, having a pow-
 erful odor resembling hyacinth and li-
 lac. It is used in solutions, 1 to 10,
 in perfumes on the lilac order, and in
 sachet powders and toilet soaps.

Heliotropin was first prepared from
 piperine, but is now made mostly
 from safrol, which in turn is obtained
 from camphor oil. It comes in the
 form of crystals and in powder, the
 latter having much the sweeter odor.
 This article is frequently adulterated
 with acetanilide.

While great advances have been
 made in the production of synthetic
 odors, and while the improvement is
 constant, there are very few of them
 that can be used with any degree of
 satisfaction. Perfumes made with
 synthetic products soon change by
 the action of light and air. Those
 who have tried them in a large way
 have abandoned their use entirely, or
 else use them very sparingly to brace

up natural odors. Terpineol seems
 to be one of the most satisfactory
 synthetic odors. Heliotropin forms
 with alcohol a colorless solution, but
 on exposure to strong light turns va-
 rious shades of brown. Ionone vio-
 let acquires an odor resembling fusel
 oil.

Axle Grease Made Without Machin- ery.

Neither hemp seed, linseed, nor
 any vegetable drying oils are suita-
 ble, as they have a tendency to gum
 up the bearings. The best lubricat-
 ing oil is that which has the greatest
 adhesion to metallic surfaces and the
 least cohesion to its own particles.
 In this respect fine mineral oils are
 first, sperm oil second, neatsfoot oil
 third, lard oil fourth.

Fraser's axle grease is said to be
 composed of, partially, saponified
 rosin oil, that is, a rosin soap and
 rosin oil. In its preparation ½ gal-
 lon of No. 1 and 2½ gallons of No.
 4 rosin oil are saponified with a
 solution of ½ lb. of sal soda dis-
 solved in 3 pts. of water and 10 lbs.
 of sifted lime. After standing for
 six hours or more this is drawn off
 from the sediment and thoroughly
 mixed with 1 gallon of No. 1, 3½
 gallons of No. 2 and 4 2-3 gallons
 of No. 3 rosin oil.

Munger's axle grease consists of:
 Petroleum 1 gal.
 Tallow 4 ozs.
 Plumbago 6 ozs.
 Palm oil 4 ozs.
 Soda 1 oz.

These are mixed and heated to
 180 deg. Fahrenheit for an hour or
 more, cooled, and after twenty-four
 hours, well stirred together. The
 druggist should have no difficulty
 in preparing these in small quanti-
 ties, although in larger amounts a
 paint mixing machine would be nec-
 essary. Martin Neuss.

Potassium Salts Better Than So- dium.

Prof. Distefano says it has always
 seemed folly to decry potassium and
 exalt sodium. To say that there was
 no difference in the action of these
 two salts is also another evidence
 of ignorance of therapeutics. It has
 been shown that potassium will sup-
 port the heart, while pseudo ther-
 apeutists claimed it was a heart de-
 pressant. The latter, however, has
 not been justified by scientific facts
 and clinical experience. Potassium
 makes the heart stronger and in
 every way is better than sodium. The
 claim that sodium acts more kindly
 upon the stomach is open to doubt.
 The author shows conclusively that
 some of the sodium salts remain in
 the blood and tissue spaces, while
 potassium enters the tissue itself and
 penetrates into the protoplasm. Be-
 ing compounds of a basic character,
 potassium salts combine with the
 proteids and protoplasmic compounds
 having an acid function. As the pro-
 teids become oxidized when they
 combine with alkalies, it is evident
 that potassium, when introduced in-
 to the cells in the proper amount,
 neutralizes the acid compounds and
 renders them fit to be decomposed
 and burnt up by the oxygen. The
 sodium compounds, on the other

hand, have the same effect, but only
 on acid substances circulating in the
 plasma. The physician should,
 therefore, prescribe the iodide or the
 bromide of potassium, in preference
 to the sodium salts.—Reform Med-
 ica.

The Drug Market.

Opium—Is unchanged, but very
 firm.

Morphine—Is steady.

Quinine—Is a little more firm.

Citric Acid—Is scarce and advanc-
 ing.

Phosphoric Acid—Has been ad-
 vanced 15 per cent. on account of
 small supplies.

Menthol—Is weak and tend-
 ing higher.

Roman Chamomile Flowers—Are
 very firm and advancing on account
 of short crop.

Buchu Leaves—Have advanced and
 are tending higher.

Goldenseal Root—On account of
 large export demand has advanced.

Gum Shellac—Is very firm and con-
 tinues to advance.

Linseed Oil—Is dull and slightly
 lower.

Wood Alcohol in Massachusetts.

In Massachusetts methyl spirit,
 when sold for a legitimate purpose,
 must be labeled "Wood Alcohol,
 Poison," in uncondensed gothic let-
 ters not less than one-fourth of an
 inch high, the penalty for a violation
 of the law being a fine of \$50. When
 used as an adulterant for food or
 drink, the penalty is a fine of not
 less than \$200, or imprisonment for
 thirty days, or both.

PILES

CURED

...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

A Delightful Perfume

Though people's tastes vary in
 regard to perfumes as in other
 things, we have one odor that
 seems to be a universal favorite.
 It is

Dorothy Vernon

It's as near a perfect perfume as
 we have ever seen and it's nothing
 strange that it pleases so many. It
 has an indescribable odor because
 there is nothing as delightful to
 compare it with. It is lasting but
 still delicate. You will like this
 perfume, we are sure. Price 50c
 oz.

FOX & TYLER
DRUGS AND BOOKS
 Coldwater, Mich.

The Jennings Perfumery Co. here-
 with reproduce an advertisement
 which appeared in the Coldwater
 Daily Reporter June 12th, and which
 was entirely voluntary on the part of
 Fox & Tyler.



Celebrate July 4th

Do you want a real

Fireworks Display

We make a specialty of selected
Exhibition Assortments

with program for firing, producing best possible effects.
 Complete displays for any amount on short notice from
 our own warehouse.

Best Values. Satisfaction Guaranteed.

Most complete line of celebration and decoration
 goods for the trade—over 400 items—at right prices.
 Send for order blank.

Fred Brundage, Muskegon, Mich.

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
 Highest Grade Extracts.

FOOTE & Jenks
 JACKSON, MICH.

COLEMAN'S
 HIGH CLASS
 FOOTE & JENKS
 EXTRACTS

QUALITY IS REMEMBERED

Long After Price is Forgotten
 We Have Both

Volk Stamp and Stencil Co

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

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

WHOLESALE DRUG PRICE CURRENT

Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum	Copaiba	1 15@1 25	Scillae Co	50
Aceticum	Cubebae	1 20@1 30	Tolutan	50
Benzolcum, Ger.	Evechthitos	1 00@1 10	Prunus virg	50
Boracic	Erigeron	1 00@1 10		
Carbolicum	Gaultheria	2 25@2 35	Tinctures	
Citricum	Geranium	oz 50@ 75	Anconitum Nap'sR	60
Hydrochlor	Gossippil Sem gal	50@ 60	Anconitum Nap'sF	50
Nitrocum	Hedeoma	2 25@2 50	Aloes	50
Oxalicum	Junipera	40@1 20	Arnica	50
Phosphorium, dil.	Lavendula	90@2 75	Aloes & Myrrh	50
Salicum	Limonis	1 00@1 10	Asafoetida	50
Sulphuricum	Mentha Piper	3 25@3 50	Atrope Belladonna	50
Tannicum	Mentha Verid	5 00@5 50	Aurant Cortex	50
Tartaricum	Morrhuae gal	1 25@1 50	Benzoin	50
	Myrrica	3 00@3 50	Benzoin Co	50
Ammonia	Olive	75@3 00	Barosma	50
Aqua, 18 deg.	Picis Liquida	10@ 12	Cantharides	75
Aqua, 20 deg.	Picis Liquida gal	2 35	Capiscum	50
Carbonas	Ricina	02@1 06	Cardamon	75
Chloridum	Rosmarini	01@ 00	Cardamon Co	75
	Rosae os	5 00@6 00	Castor	1 00
Aniline	Succini	40@ 45	Catechu	50
Black	Sabina	90@ 1 00	Cinchona	50
Brown	Santal	2 25@4 50	Cinchona Co	50
Red	Sassafras	75@ 80	Columbia	50
Yellow	Sinapis, ess, os	00@ 65	Cubebae	50
	Tigili	10@1 20	Cassia Acutifol	50
	Thyme	40@ 50	Cassia Acutifol Co	50
	Thyme, opt	01@ 60	Digitalis	50
	Theobromas	15@ 30	Ergot	50
			Ferri Chloridum	35
Bacca			Gentian	50
Cubebae	Bl-Carb	15@ 18	Gentian Co	50
Juniperus	Bichromate	13@ 15	Guilaca	80
Xanthoxylium	Bromide	25@ 30	Guilaca ammon	60
	Carb	12@ 15	Hyoscyamus	50
	Chlorate	12@ 14	Iodine	75
	Cyanide	24@ 38	Iodine, colorless	75
	Iodide	2 50@2 60	Kino	50
	Potassa, Bitart pr	30@ 32	Lobelia	50
	Potass Nitras opt	7@ 10	Myrrh	50
	Potass Nitras	6@ 8	Nux Vomica	50
	Prussiate	23@ 26	Opil	75
	Sulphate po	15@ 18	Opil, camphorated	50
			Opil, deodorized	1 50
	Potassium		Quassia	50
			Rhatany	50
			Rhel	50
			Sanguinaria	50
			Serpentaria	50
			Stromonium	60
			Tolutan	50
			Valerian	50
			Veratrum Veride	50
			Zingiber	20
			Miscellaneous	
			Aether, Spts Nit 3f	30@ 35
			Aether, Spts Nit 4f	34@ 38
			Alumen, grd po 7	3@ 4
			Annatto	40@ 50
			Antimoni, po	4@ 5
			Antimoni et po T	40@ 50
			Antipyrin	25@ 20
			Antifebrin	2@ 20
			Argenti Nitras oz	10@ 12
			Arsenicum	60@ 65
			Balm Gilead buds	60@ 65
			Bismuth S N	1 85@1 90
			Calcium Chlor, 1s	10@ 9
			Calcium Chlor, 1/2s	10@ 10
			Calcium Chlor 1/4s	12@ 12
			Cantharides, Rus	17@ 75
			Capisci Fruc's af	20@ 20
			Capisci Fruc's po	20@ 20
			Cap'i Fruc's B po	20@ 15
			Carphyllus	20@ 22
			Carmine, No. 40	4@ 25
			Cera Alba	50@ 55
			Cera Flava	40@ 42
			Crocus	1 75@1 80
			Cassia Fructus	35@ 35
			Centraria	10@ 10
			Cataceum	35@ 35
			Chloroform	32@ 52
			Chloro'm Squibbs	90@ 90
			Chloral Hyd Crs1	35@1 60
			Chondrus	20@ 25
			Cinchonidine P-W	38@ 48
			Cinchonid'e Germ	38@ 48
			Cocaine	3 80@4 00
			Corks list D P Ct.	75@ 75
			Creosotum	45@ 45
			Creta	75@ 2
			Creta, prep	9@ 5
			Creta, precip	9@ 11
			Creta, Rubra	8@ 8
			Crocus	1 15@1 20
			Cudbear	24@ 24
			Cupri Sulph	63@ 8
			Dextrine	7@ 10
			Emery, all Nos.	8@ 8
			Emery, po	8@ 8
			Ergota	60@ 65
			Ether Sulph	70@ 80
			Flake White	12@ 15
			Galla	23@ 23
			Gambler	8@ 9
			Gelatin, Cooper	60@ 60
			Gelatin, French	35@ 60
			Glassware, fit box	75@ 75
			Less than box	70@ 70
			Glue, brown	11@ 13
			Glue white	15@ 25
			Glycerina	121/2@ 16
			Grana Paradisi	25@ 25
			Humulus	35@ 60
			Hydrarg Ch..Mt	90@ 90
			Hydrarg Ch Cor	85@ 85
			Hydrarg Ox Ru'm	100@ 100
			Hydrarg Ammo'l	10@ 10
			Hydrarg Ungue'm	50@ 60
			Hydrargyrum	75@ 75
			Ichthyobolla, Am.	90@1 00
			Indigo	75@1 00
			Iodine, Resubi	3 85@3 90
			Iodoform	3 90@4 00
			Lupulin	7@ 90
			Lycopodium	85@ 90
			Macis	55@ 75

Liquor Arsen et Hydrarg Iod	25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Liq Potass Arsinit	10@ 12	Saccharum La's	22@ 25	Zinci Sulph	7@
Magnesia, Sulph	2@ 3	Salacin	50@4 75	Oils	
Magnesia, Sulph bbl	1 1/2	Sanguis Drac's	40@ 50	Whale, winter	bbl gal 70@ 70
Manna, S F	45@ 50	Sapo, W	12@ 14	Lard, extra	70@ 80
Menthol	3 30@3 40	Sapo, M	10@ 12	Lard, No. 1	60@ 85
Morphia, S P & W2	35@2 60	Sapo, G	15@ 15	Linseed, pure raw	40@ 43
Morphia, S N Y Q2	35@2 60	Seidlitz Mixture	20@ 22	Linseed, boiled	41@ 44
Morphia, Mal	2 35@2 60	Sinapis	18@ 18	Neat's-foot, w str	65@ 70
Moschus Canton	40	Sinapis, opt	30	Spts. Turpentine	Market
Myristica, No. 1	28@ 30	Snuff, Maccaboy	40	Paints	bbl. L.
Nux Vomica po 15	25@ 28	DeVoes	51	Red Venetian	1 1/2@ 2 3/4
Ox Sepia	25@ 28	Snuff, S'h DeVoes	51	Ochre, yel Mars	1 1/2@ 2 3/4
Pepsin Saac, H & P D Co	1 00	Soda, Boras	9@ 11	Ochre, yel Ber	1 1/2@ 2 3/4
Picis Liq N N 1/2 gal doz	2 00	Soda, Boras, po	9@ 11	Putty, commer'l	2 1/2@ 3
Picis Liq qts	1 00	Soda et Pot's Tart	25@ 28	Putty, strictly pr2 1/2	2 1/2@ 3
Picis Liq, pints	60	Soda, Carb	1 1/2@ 2	Vermillion, Prime	
Pil Hydrarg po 80	50	Soda, Bi-Carb	3@ 5	American	13@ 15
Piper Nigra po 23	13	Soda, Ash	3 1/2@ 4	Vermillion, Eng.	75@ 80
Pix Burgum	30	Soda, Sulphas	3@ 2	Green, Paris	24@ 30
Plumbi Acet	12@ 15	Spts, Cologne	2 50	Green, Pennsular	13@ 16
Pulvis Ip'c et Opil	1 30@1 50	Spts, Ether Co.	56@ 55	Lead, red	7 1/4@ 7 3/4
Pyrethrum, bxs H & P D Co, doz	25	Spts, Myrcia Dom	2 00	Lead, white	7 1/4@ 7 3/4
Pyrethrum, pv	20@ 25	Spts, Vini Rect bbl	4	Whiting, white S'n	90@ 90
Quassia	8@ 10	Spts, Vini Rect 1/2 gal	4	Whiting, white S'n	95@ 95
Quina, S P & W	20@ 30	Spts, Vini R't 10 gl	4	White, Paris Am'r	1@ 25
Quina, S Ger	20@ 30	Spts, Vini R't 5 gal	1 05@1 25	Whiting Paris Eng	cliff @1 40
Quina, N. Y.	20@ 30	Strychnia, Cryst'l	1 05@1 25	Universal Prep'd	1 10@1 20
		Sulphur Subl	2 1/2@ 4	Varnishes	
		Sulphur, Roll	2 1/2@ 3 1/2	No. 1 Turp Coachi	10@1 20
		Tamarinds	8@ 10	Extra Turp	1 50@1 70
		Terebenth Venice	28@ 30		
		Theobromae	45@ 50		

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

Hazeltine & Perkins
Drug Co.
 Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

A	Ammonia	1
B	Baked Beans	1
C	Candies	1
D	Dried Fruits	4
E	Electric Light	9 1/2
F	Farinaceous Goods	5
G	Grain Bags	5
H	Herbs	6
I	Ice	10
J	Jelly	6
K	Licorice	6
L	Meat Extracts	6
M	Mince Meat	6
N	Molasses	6
O	Mustard	6
P	Nuts	11
Q	Olive	6
R	Pipes	6
S	Pickles	6
T	Playing Cards	6
U	Potash	6
V	Provisions	6
W	Rice	7
X	Salad Dressing	7
Y	Saleratus	7
Z	Salt Soda	7
AA	Salt	7
AB	Salt Fish	7
AC	Seeds	7
AD	Shoe Blacking	7
AE	Snuff	7
AF	Soap	8
AG	Soda	8
AH	Soups	8
AI	Spices	8
AJ	Sugar	8
AK	Syrups	8
AL	Tea	8
AM	Tobacco	9
AN	Twine	9
AO	Vinegar	9
AP	Washing Powder	9
AQ	Wicking	9
AR	Woodenware	9
AS	Wrapping Paper	10
AT	Yeast Cake	10

1	ARCTIC AMMONIA	Doz.
	12 oz. ovals 2 doz. box	75
	AXLE GREASE	
	Frazer's	
	11b. wood boxes, 4 dz.	3 00
	11b. tin boxes, 3 doz.	2 35
	3 1/2 lb. tin boxes, 2 dz.	4 25
	10lb. pails, per doz.	6 00
	15lb. pails, per doz.	7 20
	25lb. pails, per doz.	12 00
	BAKED BEANS	
	Columbia Brand	
	11b. can, per doz.	90
	21b. can, per doz.	1 40
	31b. can, per doz.	1 80
	BATH BRICK	
	American	75
	English	85
	BLUING	
	Arctic Bluing	
	6 oz. ovals 3 doz. box	40
	16 oz. round 2 doz. box	75
	BROOMS	
	No. 1 Carpet	2 75
	No. 2 Carpet	2 35
	No. 3 Carpet	2 15
	No. 4 Carpet	1 75
	Parlor Gem	2 40
	Common Whisk	85
	Fancy Whisk	1 20
	Warehouse	3 00
	BRUSHES	
	Scrub	
	Solid Back 8 in.	75
	Solid Back, 11 in.	95
	Pointed Ends	85
	Stove	
	No. 2	75
	No. 3	1 10
	No. 1	1 75
	Shoe	
	No. 8	1 00
	No. 7	1 30
	No. 4	1 70
	No. 3	1 90
	BUTTER COLOR	
	W. R. & Co.'s, 15c size	25
	W. R. & Co.'s, 25c size	2 00
	CANDLES	
	Electric Light, 8s.	9 1/2
	Electric Light, 16s.	10
	Paraffine, 6s	9
	Paraffine, 12s	9 1/2
	Wicking	20
	CANNED GOODS	
	Apples	
	31b. Standards	1 00
	Gallon	3 50 @ 3 60
	Blackberries	
	21b.	90 @ 1 75
	Standards gallons	4 50
	Beans	
	Baked	80 @ 1 30
	Red Kidney	85 @ 95
	String	70 @ 1 15
	Wax	75 @ 1 25
	Blueberries	
	Standard	@ 1 40
	Gallon	@ 5 75
	Brook Trout	
	21b. cans, spiced	1 90
	Clams	
	Little Neck, 11b. 1 00 @ 1 25	
	Little Neck, 21b.	@ 1 50
	Clam Bouillon	
	Burnham's 1/2 pt.	1 90
	Burnham's pts.	3 60
	Burnham's qts.	7 20
	Cherries	
	Red Standards	1 30 @ 1 50
	White	1 50
	Corn	
	Fair	60 @ 75
	Good	85 @ 90
	Fancy	1 25
	French Peas	
	Sur Extra Fine	22
	Extra Fine	19
	Fine	15
	Moyen	11
	Gooseberries	
	Standard	90
	Standard	85
	Lobster	
	Star, 1/2 lb.	2 15
	Star, 1lb.	3 90
	Picnic Tails	2 60
	Mackerel	
	Mustard, 11b.	1 80
	Mustard, 21b.	2 80
	Soused, 1 1/2 lb.	1 80
	Soused, 21b.	2 80
	Soused, 1lb.	1 80
	Tomato, 11b.	1 80
	Tomato, 21b.	2 80
	Mushrooms	
	Hotels	15 @ 20
	Buttons	22 @ 25
	Oysters	
	Cove, 11b.	@ 90
	Cove, 21b.	@ 1 65
	Cove, 11b. Oval	@ 1 00

2	Plums	
	Plums	85
	Peas	
	Marrowfat	@ 1 00
	Early June	1 00 @ 1 60
	Early June Sifted	1 25 @ 1 65
	Peaches	
	Pie	1 00 @ 1 15
	Yellow	1 50 @ 2 25
	Pineapple	
	Grated	1 25 @ 2 75
	Sliced	1 35 @ 2 55
	Pumpkin	
	Fair	70
	Good	80
	Fancy	1 00
	Gallon	2 00
	Raspberries	
	Standard	@
	Russian Caviar	
	1/4 lb. cans	3 75
	1/2 lb. cans	7 00
	1 lb. cans	12 00
	Salmon	
	Col'a River, talls	1 80 @ 1 85
	Col'a River, flats	1 90 @ 1 95
	Red Alaska	1 20 @ 1 30
	Pink Alaska	@ 1 00
	Sardines	
	Domestic, 1/4s.	3 @ 3 1/2
	Domestic, 1/2s.	5
	Domestic, Must'd	5 1/2 @ 9
	California, 1/4s.	11 @ 14
	California, 1/2s.	17 @ 24
	French, 1/4s	7 @ 14
	French, 1/2s	18 @ 28
	Shrimps	
	Standard	1 20 @ 1 40
	Succotash	
	Fair	85
	Good	1 00
	Fancy	1 25 @ 1 40
	Strawberries	
	Standard	1 10
	Fancy	1 40 @ 2 00
	Tomatoes	
	Fair	@ 1 35
	Good	1 40
	Fancy	@ 1 50
	Gallons	@ 3 75
	CARBON OILS	
	Barrels	
	Perfection	@ 10 1/2
	Water White	@ 10
	D. S. Gasoline	@ 15
	76 Gasoline	@ 19
	87 Gasoline	@ 19
	Deodor'd Nap'a	@ 13 1/2
	Cylinder	@ 22 1/2
	Engine	@ 22 1/2
	Black, winter	9 @ 10 1/2
	CEREALS	
	Breakfast Foods	
	Bordeau Flakes, 36 11b.	2 50
	Cream of Wheat, 36 21b.	4 50
	Egg-O-See, 36 pkgs.	2 85
	Excello Flakes, 36 11b.	2 60
	Excello, large pkgs.	4 50
	Force, 36 2 lb.	4 50
	Grape Nuts, 2 doz.	2 70
	Malta Ceres, 24 11b.	2 40
	Malta Vita, 36 11b.	2 75
	Mapl-Flake, 36 11b.	4 05
	Pillsbury's Vitos, 3 dz.	4 25
	Ralston, 36 21b.	4 50
	Sunlight Flakes, 36 11b.	2 85
	Sunlight Flakes, 20 lgs	4 00
	Vigor, 36 pkgs.	2 75
	Zest, 20 21b.	4 10
	Zest, 36 small pkgs.	4 50
	Crescent Flakes	
	One case	2 50
	Five cases	2 40
	Special deal until July 1.	
	One case free with ten cases.	
	One-half case free with 5 1/2 cases.	
	One-fourth case free with 2 1/2 cases.	
	Freight allowed.	
	Rolled Oats	
	Rolled Avenna, bbl.	4 90
	Steel Cut, 104 lb. sacks	2 50
	Monarch, bbl.	4 65
	Monarch, 100 lb. sacks	2 25
	Quaker, cases	3 10
	Cracked Wheat	
	Bulk	3 1/2
	24 2 lb. packages	2 50
	CATSUP	
	Columbia, 25 pts.	4 50
	Columbia, 25 1/2 pts.	2 60
	Snider's quarts	3 25
	Snider's pints	2 25
	Snider's 1/2 pints	1 30
	CHEESE	
	Acme	@ 11
	Carson City	@ 11
	Peerless	@
	Elsie	@ 14 1/2
	Emblem	@ 11 1/2
	Gem	@ 15
	Jersey	@ 11 1/2

3	CHICORY	
	Bulk	5
	Red	7
	Eagle	4
	Franck's	7
	Schener's	6
	CHOCOLATE	
	Walter Baker & Co.'s	
	German Sweet	22
	Premium	28
	Vanilla	41
	Caracas	35
	Eagle	28
	COCOA	
	Baker's	35
	Cleveland	41
	Colonial, 1/4s	35
	Colonial, 1/2s	33
	Epps	42
	Huyler	45
	Van Houten, 1/4s	12
	Van Houten, 1/2s	20
	Van Houten, 1/4s	40
	Van Houten, 1s	72
	Webb	28
	Wilbur, 1/2s	41
	Wilbur, 1/4s	42
	COCOANUT	
	Dunham's 1/2s	26
	Dunham's 1/2s & 1/4s	26 1/2
	Dunham's 1/4s	27
	Dunham's 1/2s	28
	Bulk	13
	COCOA SHELLS	
	20lb. bags	2 1/2
	Less quantity	3
	Pound packages	4
	COFFEE	
	Rio	
	Common	13 1/2
	Fair	14 1/2
	Choice	16 1/2
	Fancy	20
	Santos	
	Common	13 1/2
	Fair	14 1/2
	Choice	16 1/2
	Fancy	19
	Peaberry	
	Maracaibo	
	Fair	16
	Choice	19
	Mexican	
	Choice	16 1/2
	Fancy	19
	Guatemala	
	Choice	15
	Java	
	African	12
	Fancy African	17
	O. G.	25
	P. G.	31
	Mocha	
	Arabian	21
	Package	
	New York Basis	
	Arbuckle	15 00
	Dilworth	15 00
	Jersey	15 00
	Lion	15 00
	McLaughlin's XXXX	
	McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
	Extract	
	Holland, 1/2 gro boxes	95
	Felix, 1/2 gross	1 15
	Hummel's foil, 1/2 gro.	85
	Hummel's tin, 1/2 gro.	1 43
	CRACKERS	
	National Biscuit Company	
	Brand	
	Butter	
	Seymour, Round	6
	New York, Square	6
	Family	6
	Salted, Hexagon	6
	Soda	
	N. B. C. Soda	6
	Select Soda	8
	Saratoga Flakes	13
	Zephyrettes	13
	Oyster	
	N. B. C. Round	6
	N. B. C. Square, Salted	6
	Faust, Shell	7 1/2
	Sweet Goods	
	Animals	10
	Atlantic, Assorted	10
	Bagley Gems	8
	Belle Isle Picnic	11
	Brittle	11
	Cartwheels, S & M.	8
	Currant Fruit	10
	Cracknels	16
	Coffee Cake, N. B. C.	10

Table 6: Meal, Oats, Corn, Hay, HERBS, JELLY, LICORICE, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Sausages, Headcheese.

Table 7: Beef, Pig's Feet, Tripe, Casings, Butterline, Canned Meats, RICE, SALAD DRESSING, SALT, Common Grades, SALT FISH, Trout, Mackerel, Common Corn, SYRUPS, Pure Cane, TEA, SEEDS, SHOE BLACKING.

Table 8: SNUFF, SOAP, Central City Soap Co., J. S. Kirk & Co., LAUTZ BROS. & CO., Soap Powders, Scouring, SODA, SOUPS, SPICES, Whole Spices, Pure Ground in Bulk, STARCH, Common Gloss, SYRUPS, Corn, Pure Cane, TEA, Japan, Sundried, Siftings, Fannings.

Table 9: Gunpowder, Young Hyson, Oolong, English Breakfast, India, TOBACCO, Fine Cut, Plug, Smoking, TWINE, WICKING, WOODENWARE, Baskets, BUTTER PLATES, Churns.

Table 10: Clothes Pins, Egg Crates, Faucets, Mop Sticks, Pails, Traps, Tubs, Window Cleaners, Wood Bowls, WRAPPING PAPER, FRESH FISH, YEAST CAKE, WICKING, WOODENWARE, Baskets, HIDES AND PELTS, Pelts, Tallow, Wool.

Table 11: CONFECTIONS, Stick Candy, Pails, Standard H H, Standard Twist, Jumbo, 32 lb., Boston Cream, Olde Time Sugar stick, Mixed Candy, Fancy-in Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Bias Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, 12, 13, 14, 15, 16, 17, 18, 19, 20, 21, 22, 23, 24, 25, 26, 27, 28, 29, 30, 31, 32, 33, 34, 35, 36, 37, 38, 39, 40, 41, 42, 43, 44, 45, 46, 47, 48, 49, 50, 51, 52, 53, 54, 55, 56, 57, 58, 59, 60, 61, 62, 63, 64, 65, 66, 67, 68, 69, 70, 71, 72, 73, 74, 75, 76, 77, 78, 79, 80, 81, 82, 83, 84, 85, 86, 87, 88, 89, 90, 91, 92, 93, 94, 95, 96, 97, 98, 99, 100.

A Season of Special Effort

With 5 and 10 cent goods as the things back of which to put your effort—make midsummer such a season and you'll not need to worry because trade's dull.

Left to themselves you know people will not buy. And dollar prices however deeply cut won't budge many of them from the belief that "it's too hot to go shopping."

But—talk to them in dimes about things now and always useful and you can tempt them in large numbers to end their "waiting for cooler weather."

That's a fact that can not be successfully denied so long as the syndicate 5 and 10 cent stores are making money every day of the year—in November and **also** in July.

You've must get people inside the store before you can sell anything at all. A 5 and 10 cent store "on the side"—no bigger than you yourself choose to make it—will get the people **inside**.

And our July catalogue (No. J580) contains not only the goods for the purpose but full directions for starting a 5 and 10 cent store on the side.

Shall we send you a copy?

In 5 and 10 Cent Goods

A season of special effort by our unique buying organization culminates in a 5 and 10 cent sale as the **big** feature of our July catalogue.

More Expansion

In Minneapolis early in 1907 we shall occupy a new building, construction of which is started and which will contain over 13 acres of floor space with a railroad track running through the property.

In Chicago we have added to our equipment another auxiliary warehouse containing 250,000 square feet of floor space, which makes our Chicago total of floor area now over 850,000 square feet.

In Baltimore, as soon after July 1st as possible, we shall occupy a new 6-story-and-basement building at the corner of Howard and W. Gorman Sts. with our complete line of samples, thereby making it easy for the Southern retailer "to see the goods," though he does not regularly come to the New York market.

In Dallas we have leased the entire building at 218 220 Commerce St. and will utilize every bit of its 42,000 square feet of floor area for the complete display of our samples, thus enabling the Southwestern retailer to test the convenience of The Butler Way of serving market buyers, though he does not regularly visit the St. Louis market.

Uniformly priced at 45c and 95c the dozen, we offer such window goods as 5 and 10 cent stores are always seeking—goods that look so big at a nickel or a dime as to **compel** the attention of passersby.

We began business with practically **nothing** but such goods, and today our catalogue—including as it does over twelve thousand 5 and 10 cent items—is the only complete list of 5 and 10 cent goods in existence.

Wholesale margins on 5 and 10 cent goods make them impracticable—to say the least—to roadmen. But our facilities for quantities and our comparatively inexpensive catalogue enable us to specialize in 5 and 10 cent goods.

We buy as **one** and distribute as many, and our corps of buyers reaches into every market of the world. In short, the only question is, How near in

our 5 and 10 cent sale have we come to fully realizing the possibilities which are ours alone?

The sale itself is the answer. Tell us to send you our July catalogue No. J580.

BUTLER BROTHERS

Wholesalers of General Merchandise—By Catalogue Only

New York

Chicago

St. Louis

And Minneapolis after Jan. 1, 1907

Business-Wants Department

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

Wanted—At Le Mars, Ia., an up-to-date business man to rent one of the best corners in the city; double storeroom, modern in every way, built for a department store; 75 feet plate glass show windows, a fine opening for a general store; will hold the building open until September for the right parties. Chas. E. Flaughner, owner, Le Mars, Ia. 851

For Sale—Stock general merchandise, invoicing \$6,000. Annual sales, \$24,000. Splendid country. Buildings for sale or rent. Located in Indian country. These people draw \$50,000 yearly from the government. Splendid opportunity. Good reason for selling. Steele Bros., Whiteagle, Okla. 849

\$9,000 stock of merchandise, 12,000 oil and gas town. Good location. Cheap rent. Doing good business. Must be quick. Will invoice. Address Box 72, Independence, Kan. 846

For Sale—Stock of staple dry goods, ladies' and men's furnishings, crockery, tinware, house furnishing goods. A clean stock of staple and salable merchandise; no stickers, corner store in a rapidly growing community. Modern steam heated building. Lowest cash price 80 cents on the dollar and only cash proposition considered. One of the most promising locations in Chicago. A. Koelsch & Co., 1155 Lincoln Ave., Chicago, Ill. 847

For Sale—Millinery and fancy goods establishment. Established 27 years. Doing prosperous business. Retiring from business. Frances L. Lewis, Stanton, Mich. 850

For Sale or will trade for stock of groceries; 90 acres heavy red and white oak saw timber land; 110 miles from St. Louis, Mo.; 10 miles from railroad; \$1,700; and 160 acre well-improved farm adjoining it, \$3,200. Write now. Address R. E. Ingraham, Council Bluffs, Ia. 852

For Sale—360 acres, three miles southwest of Spangle; 40 acres meadow land, balance wheat; plenty water; well-improved. For further particulars apply to owner, Andrew Patterson, Spangle, Wash. 853

Second-hand store fixtures, fine condition, very cheap. Address E. M. Smith, Cedar Springs, Mich. 854

Latest—Something every young lady over sixteen ought to have. Mailed postpaid. Send 10 cents silver to P. O. Box 985, Buffalo, N. Y. 855

Cheap Lands—Wild and improved; the garden spot of Minnesota; write for prices and terms. L. B. Branch, Round Prairie, Minn. 865

I have a good \$10,000 stock of dry goods. If you have a good location and will take an interest, will move stock anywhere. Address No. 857, care Michigan Tradesman 857

For Sale—New and modern complete soda fountain, with stools, chairs and tables. Cheap for cash. Address No. 858, care Michigan Tradesman. 858

European Hotel or Apartment House, for sale. House new with 45 rooms, all new furnishings and modern conveniences complete, with a profit of \$150 per month, net. Location, the finest in the best city of Michigan. Rent of building, cheap. Reasons for selling will be explained by correspondence. Sale on cash basis only. Don't correspond unless you mean business. \$4,500 will buy it. Address No. 859, care Michigan Tradesman. 859

Two new cottages for rent on Lake Michigan, within a mile of Lake Leelanaw. The best lake for fishing in Michigan. Address C. T. Grann, Mt. Pleasant, Mich. 864

For Sale At Once—Drug stock in Petoskey. A clean and complete stock. Must be sold on account of death of owner. Mrs. E. C. Marsh, Petoskey, Mich. 863

Hotel For Sale—Hotel Goldsmith, Ligonier, Ind.; 28 guests' rooms, bar, barber shop, pool room, bus and baggage line in connection. Address C. E. Benham, Prop., Ligonier, Ind. 862

For Sale or trade for clean stock of merchandise, a \$10,000 choice farm. Good soil, buildings and water, rolling land, suitable and used for fruit, dairy or stock. Only 3 1/2 miles from Grand Rapids. John P. Oosting, 128 Cass Ave., Grand Rapids, Michigan. 822

For Sale—A stock of general merchandise, inventories about \$5,000, either for cash or on time to a responsible party. Also store building 62x24 and large dwelling with all conveniences, 4 lots and large orchard, either to sell or for rent. Terms and prices reasonable. An old-established trade and moneymaking business. Good reasons for selling. Only reliable parties with at least \$2,000 in cash need apply. For particulars address No. 865, care Michigan Tradesman. 865

For Sale For Cash—Best established general merchandise business in best location in town, doing strictly cash business. 1905 sales, \$27,500. Stock about \$8,000. Can reduce to suit. For particulars address B. M. Salisbury, Shelby, Mich. 860

Executor's Sale—A fine brick store, location on the best business corner in this hustling town of thirty-five hundred people. Address H. P. Pettit, Executor, Fort Atkinson, Wis. 844

Business For Sale—Long-established, good-paying dry goods, shoes and carpet business in Shelbyville, Ky.; long lease; sales \$80,000, which can be increased; cleanest stock of merchandise in the State. Shelbyville is the best town in the Bluegrass region, rapidly increasing in population; supported by large territory tributary to Shelbyville; reason for selling is that proprietor will engage in wholesale business; anyone looking for a moneymaking business has an opportunity seldom offered. For particulars write to B. Engle, Shelbyville, Ky. 833

For Sale—Practically new Burroughs Adding Machine. Smith Young & Co., Lansing, Mich. 841

For Sale or trade for village property, grocery stock or a farm, a 30 bbl. flouring mill located in good farming country, thriving town and water to develop 300 horse power. Address Box 238, Petersburg, Mich. 840

For Sale—Wholesale bakery. Good paying business. Owner wishes to retire. For particulars address H. M., care Michigan Tradesman. 839

For Sale—Clean, up-to-date stock of groceries; fine fruit country; pure water; a bargain if taken soon. Box 326, Siloam Springs, Ark. 838

For Sale—Dry goods store to be sold on account of poor health; invoices \$9,000; annual sales, \$20,000; good profits; cash trade. Best location in first-class town of 3,000 population. Rich country. Address W. D. Pearce, Clyde, Ohio. 836

For Sale—Shoe stock at a bargain; location fine; only store within 8 blocks; in best part of city. Will invoice about \$2,000; will sell at 1,200 cash; reason, old age. 83. Address Gustave Spiegel, 1168 Broadway, Fort Wayne, Ind. 834

For Sale—\$8,000 stock of general hardware in an 8,000 county seat town in Southern Kansas. Best county in the State. Crop good. Stock clean and modern. Address Good Investment, care Michigan Tradesman. 832

Hardware—Owing to other business here, demanding my entire attention, I offer for sale my stock of hardware, crockery and small implements, all in good condition and up-to-date. Inventorying about \$3,000. Will rent building, 30x72, which is an excellent location. Best of farming land and a small manufacturing town. Good grain and produce market. Interested parties invited to investigate at once. Will Isham, Butternut, Mich. 817

Timber—A person controlling large tracts of timber would like to meet with mill man to operate same on shares or on stumpage basis. Good opening also for sash, doors and shingles. Apply No. 821, care Michigan Tradesman. 821

Will exchange my farm, near town, for good business, describe fully with price. Jas. P. Phillips, Manchester, Tenn. 816

For Sale—Store with or without stock. Good farming section, only store. Kendall & Slade, Sylvester, Mich. 819

We Have Ore—Have expended about \$20,000 for machinery and in development work and need about \$15,000 more. The mine is fully equipped with machinery, and will be a sure dividend payer. Write for full description and particulars. The Apex Copper Co., Colorado Springs, Colo. 820

For Sale—160 acres 3 miles from town; clean title; house, barn, implements, household goods, and some stock. Fine chance for homeseeker to get started in growing country. \$3,500. James E. Free, Billings, Mont. 861

For Sale—Grain elevator at Hudsonville, Mich., on tracks of P. M. Ry., near main street, \$700. Good chance for live man to make some money. Valley City Milling Co., Grand Rapids, Mich. 825

For Sale—Stock groceries, shoes and notions. Good town, good trade. Owner retiring. Village and farm properties. J. G. Jennings & Co., Lawrence, Mich. 827

For Rent—Dry goods and grocery stores; old-established trade, 9,300 feet floor space; best corner in town of 5,000; receipts \$115,000 to \$125,000; vacant Aug. 1. A. D. Smith, Morris, Ill

Want ads. continued on next page.

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00


BAKING POWDER

JAXON

1/4 lb. cans, 4 doz. case.. 45
1/2 lb. cans, 4 doz. case.. 85
1 lb. cans, 2 doz. case 1 60

Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50




BLUING



C. P. Bluing

Small size, 1 doz. box..40
Large size, 1 doz. box..75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritanos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 9 1/2
Loins9 @ 13
Ribs8 @ 12
Rounds7 @ 8
Chucks7 @ 6
Plates7 @ 4
Livers7 @ 3

Pork

Loins@ 1 1/4
Dressed@ 1 1/2
Boston Butts@ 9/4
Shoulders@ 9
Leaf Lard@ 9

Mutton

Carcass @ 9
Lambs @ 12 1/2
Spring Lambs .. @ 14

Veal

Carcass 7 @ 9

CLOTHES LINES

Sisal

60ft. 3 thread, extra..1 00
72ft. 3 thread, extra..1 40
90ft. 3 thread, extra..1 70
60ft. 6 thread, extra..1 29
72ft. 6 thread, extra..

Jute

60ft. 75
72ft. 90
90ft.1 05
120ft.1 50

Cotton Victor

50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor

50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided

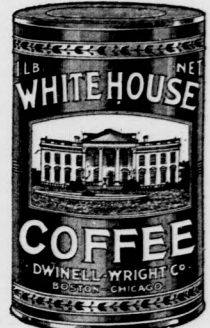
40ft. 95
50ft.1 35
60ft.1 65

Galvanized Wire

No. 20, each 100ft long 1 99
No. 19, each 100ft long 2 10

COFFEE


Roasted
Dwinell-Wright Co.'s. B'ds.



White House, 1lb.
White House, 2lb.
Excelsior, M & J, 1lb.
Excelsior, M & J, 2lb.
Tip Top, M & J, 1lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination

Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Symons Bros. & Co., Saginaw;
Brown, Davis & Warner, Jackson; Godsmark, Durand & Co., Battle Creek; Fielbach Co., Toledo.

CONDENSED MILK



4 doz. in case

Gail Borden Eagle6 40
Crown5 90
Champion4 52
Daisy4 70
Magnolia4 00
Challenge4 40
Dime3 85
Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in..... 6
1 1/4 to 2 in..... 7
1 1/2 to 2 in..... 9
1 3/4 to 2 in..... 11
2 in. 15
3 in. 20

Cotton Lines

No. 1, 10 feet 5
No. 2, 15 feet 7
No. 3, 15 feet 9
No. 4, 15 feet 10
No. 5, 15 feet 11
No. 6, 15 feet 12
No. 7, 15 feet 15
No. 8, 15 feet 18
No. 9, 15 feet 20

Linen Lines

Small 20
Medium 26
Large 34

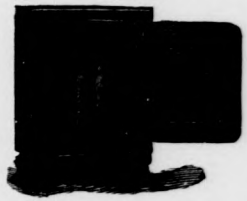
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro.14 00
Knox's Acidu'd. doz..1 20
Knox's Acidu'd. gro..14 00
Nelson's1 50
Oxford 75
Plymouth Rock1 25


SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.


SOAP

Beaver Soap Co.'s Brands



100 cakes, large size..6 50
50 cakes, large size..3 25
100 cakes, small size..3 85
50 cakes, small size..1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

NOT SO BAD.

Andre's Creditors Will Receive Good Dividend.

New York, June 18—To Jewell Bros. belongs the credit of saving the creditors of Wm. Andre over \$15,000. Had they not acted as promptly as they did, Andre would have gotten away with fully that much and the creditors would have been none the wiser. Jewell Bros. took a course that few firms would and deserve great credit.

It seems that shortly after he failed Andre left Grand Ledge and came to New York. He had been shipping a great many eggs to Jewell Bros. and had checks from them aggregating over \$15,300. He came here, bringing the checks for this amount with him and demanded the cash for the checks. He would take nothing but cash. His actions aroused the suspicion of Jewell Bros., and they telephoned to their attorneys, Marsh, Winslow & Wever, and asked what they should do. Mr. Wever had just come from Michigan and had heard of Andre's failure, although Jewell Bros. had not. He advised the firm that it looked very much as though Andre was trying to swindle his creditors and, despite the fact that it might cost them trouble and some money, he advised Jewell Bros. to refuse to honor the checks. This they did, and although Andre stormed around and made a big fuss the firm was determined in its stand and would not recede.

Andre then posted back to Grand Ledge and instead of sending the checks through the regular banking channels he deposited them with a Detroit savings bank for collection. When they came here Jewell Bros., notwithstanding the fact that it might hurt their credit, and having the interests of the Andre creditors at heart, allowed the checks to go to protest. Attorney Wever told Andre's attorneys that the firm was willing to pay the checks but that it wanted to be sure that the proceeds went to the creditors instead of to Andre. He was willing to deposit the cash for the checks with any trust company in New York, Grand Rapids, or any other place, subject to the orders of a court of competent jurisdiction. This did not suit Andre's attorney, and he would not agree to the proposition.

Wednesday morning Andre and his attorney arrived in New York. They had the protested checks with them and demanded payment. They wanted the cash or nothing. They were met with the same reply that they got before and after storming around a good deal they finally surrendered all the checks to Attorney Wever. On receipt of the checks the sum of \$15,376.12 was deposited with the New York Trust Co., subject only to the order of the Federal Court, which has charge of the bankruptcy proceedings.

It is stated that Andre some time ago made a proposition to his creditors to settle with them on the basis of 15 cents on the dollar. He had turned over about \$3,000 to be distributed among his creditors. Assuming that his liabilities are \$20,000, if he could have secured the \$15,000

on the Jewell Bros.' checks and he would have settled with his creditors on the 15 per cent. basis, he would have been about \$15,000 ahead of the game. Had it not been for the prompt and unusual action on the part of Jewell Bros., Andre would have gotten away with this money and none of the creditors would have been any the wiser. He had kept the fact very secret that he had these checks and there is no question but that he had intended to appropriate this money to his own use.

Attorney R. A. Latting, who was acting for Andre in this matter, was also attorney for one of Andre's creditors. Latting took out an attachment here on this claim and got \$2,750 through sheriff from Jewell Bros. Had it not been for this there would have been this much more to divide among the creditors. It is very probable that when the bankruptcy proceedings come up this matter will be brought before the court. It looks very much now as though Andre's creditors would get a very large proportion of their claims. There is something like \$18,000 at the disposition of the court and the largest estimate of the liabilities is \$25,000. The Michigan creditors should be under lasting obligations to Jewell Bros.

When Andre first failed he came to New York. He returned gave himself up and was arrested. It was then he secured an attorney, put the Jewell Bros. checks in a Detroit savings bank, believing he could settle and get away with a good roll of money.

Andre was certainly slow in handling the checks, for had he banked them at once he could have drawn against them.

REFORM IT ALTOGETHER.

The meat-eating world is going into convulsions over the report concerning certain packing houses. Let it be granted that the worst has not been told and let it also be conceded that nobody wants to hear the worst. Instead of stopping to hold up both hands in horror and of dilating upon the nauseating details, without any waste of time let there be a general move all along the line to stop the revolting practices and to clean things—all along the line be it repeated, for this deplorable result, like all others of its kind, has not taken place all at once. "Little by little the snowball grows," and this worst, which, it is suggested, has not yet been learned, has not been brought about in a day. Starting with indifference, which was closely followed by neglect, the evil has grown until it has become unbearable and lo! the inevitable explosion. With this over and with everybody asking what is to be done about it and with every other body answering the question it is not out of place to present one of these answers.

While the carbuncle came to a head in the packing house, let it be submitted that there would have been no coming to a head and there would have been no carbuncle if the body politic had been in a healthy sanitary condition; but it has not been in that condition. Beginning at the tip of the extremities, the consumer, what

has he cared about the methods of meat handling? If attention has been called to it, his idea has been that there is no need of being "finicky" about such things. Everybody has to eat his peck of dirt sooner or later, and this form is no more objectionable than any other. With that to comfort him why should the retailer trouble himself to keep clean if his customers are indifferent about it? With a "don't care" retailer is the wholesaler going to bother himself? And with that easy answer given why should the packer rise superior to the requirements any more than the dealer at any other distributing center? So the bad has become worse and lo! the lancet.

There is no use in denying that these things are so. There is not a city, large or small, free from stores and storekeepers whose establishments and—let the truth be spoken—whose persons are not giving every encouragement to the reputed practices of the packing house. Chicago has them; New York has them; Cincinnati has them, and—and has Grand Rapids profited by their example? "I pause for a reply." Now, then, with dirt—and not clean dirt—the generally conceded commercial article it is, is it at all strange that, in these packing houses where thousands of cattle are daily converted into meat, under these encouraging circumstances, the carelessness should develop into abomination? The answer is a tremendous No; and while the guilty packer should receive the full benefit of fall that is coming to him, it is at the same time submitted that it is hardly right to be the only sufferer.

It is respectfully suggested, then, that the indignant and outraged public who has had a hand in creating this abomination should also bear a hand in reforming it. With the individual doorstep taken care of, that of the meat market and of the grocery will soon be found in the same condition. There would be but one outcome to the communication from the butcher to the packer, stating that clean meat only is ordered and will be accepted. The fact is the meat consumer has not been true to himself. Here as in other lines of life he has reasoned himself into the belief that he in some way can break the law and escape being called to an account for it and, while heartily affirming that cleanliness is next to godliness, he wants it distinctly understood that that means the packer and not him. There is no doubt about the requirements meeting the demand, and with this admitted all that remains to be done is, recognizing the evil, "to reform it altogether"—a reform to be accomplished only by the hearty co-operation of all concerned.

BUSINESS CHANCES.

For Sale—A good stock of up-to-date merchandise in excellent condition. Will be sold cheap if taken at once. The Jones Dry Goods Co., Oshkosh, Wis. 868

Wanted—At once for cash, stock shoes, clothing or general stock. Address Lock Box 435, Galesburg, Ill. 866

For Sale—Hardware, plumbing and tin shop located in good thriving town of 5,500. Stock less than two years old; will invoice about \$3,000; will reduce to suit. Investigate if looking for a good business. Sickness, reason for selling. Address G. E. Blockie & Co., Idaho Falls, Idaho. 867

For Sale—Steam heated hotel, newly furnished; property of heirs; must be sold. Lock Box 23, Scottville, Mich. 763

For Sale—Stock of drugs and building. Store with rooms overhead, in village of Chippewa Lake. On account of ill health, proprietor wishes to go to warmer climate this fall. Am a practitioner of medicine with good practice in connection with store. Splendid opportunity for a physician who is a pharmacist, or a pharmacist alone can do well. Must be cash deal or merchantable paper. Price \$1,500. Address Dr. A. A. Patterson, Chippewa Lake, Mich. 830

For Sale—Drug and grocery stock, invoicing \$4,000. Annual business \$10,000 to \$12,000. Hustling town of 800. Best of locations. Will stand closest investigation. Sickness, must get out. Address XX, care Michigan Tradesman. 828

For Sale—New stock of dry goods and groceries, a little over one year old, will invoice about \$3,500 dry goods and \$1,000 groceries, dry goods over 75 per cent. domestics and staples; good paying business for a hustler; best and oldest location; too much other business, reason for selling. M. M. Hyman, Montpelier, O. 790

For Sale—All or part interest in new \$50,000 chair factory. Located in southern hardwoods on three trunk lines. Running on contract orders that will keep factory busy for 12 months. Experienced man with some capital needed. Address No. 803, care Michigan Tradesman. 803

1,200 shares of stock in a well-equipped property of merit. You can get this on the easiest kind of easy payments and a bonus of 800 shares free. Send \$2 a month for 6 months and the stock is yours. \$24 cash buys 4,500 shares. Our literature will interest you. Address J. D. Johnston, Secretary, Box 161, Newport, R. I. 773

For Sale—Splendid grocery business in one of the best cities of 14,000 inhabitants, in State; good reasons for selling. Box 252, Pontiac, Mich. 761

Haight's perfect egg tester. A great money-saver. Price \$1.50. Address Haight Egg Tester Co., Oswego, Ill. 759

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Martin, care Michigan Tradesman. 755

For Sale—Fine residence property, store and grocery stock located five blocks from center of business district in rapidly growing manufacturing city. Also barn lot beautifully shaded and paved street. Business established twenty years and a success in every particular. Splendid chance for an investment which will pay steady livelihood. City prosperous and growing. Splendid opportunity for a father to put a son in a good paying business. A special inducement to cash purchaser. Will retire to engage in manufacturing. Reference, E. A. Stowe. Address No. 678, care Michigan Tradesman. 678

For Sale—First-class drug stock. Stock and fixtures inventory about \$3,000. Rent and insurance cheap. Ill health cause for selling. H. S. Phillips, Crystal, Mich. 797

An ideal farm of 922 acres in Chehalis county; all good land for stock, grain and dairying; prices and terms on application; with or without stock and tools; will sell all or part. I have other lands. J. E. Calder, Montesano, Wash. 800

For Sale—Lumber, wood and coal yard. Only coal and wood yard in town. Good business. Address No. 709, care Michigan Tradesman. 709

For Sale—Drug stock and building. Stock and fixtures, \$2,000, time on building. Sales last year, \$7,002. Address No. 621, care Tradesman. 621

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

Best cash prices paid for coffee sacks, sugar sacks, flour sacks, burlap in pieces, etc. William Ross & Co., 59 S. Water St., Chicago, Ill. 457

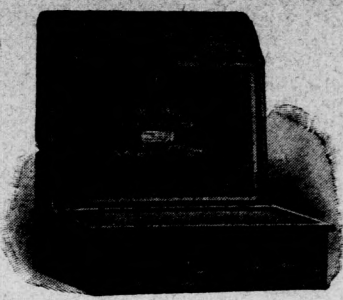
POSITIONS WANTED

Wanted—A position as pharmacist. Short time engagements. The northern part of the State preferred. Address Lock Box No. 85, Chesaning, Mich. 843

HELP WANTED.

Wanted—Gentleman or lady with good reference to travel by rail or with a rig, for a firm of \$250,000 capital. Salary \$1,072 per year and expenses; salary paid weekly and expenses advanced. Address, with stamp, Jos. A. Alexander, Grand Rapids, Mich. 869

Wanted—Registered drug clerk or assistant for steady permanent position. W. C. Wheelock, Kalamazoo, Mich. 848



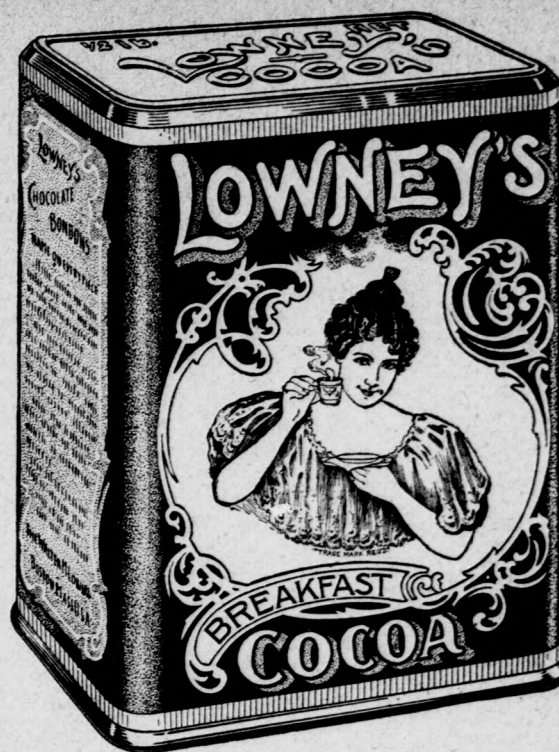
Multiplex

The name MULTIPLEX stands for SPEED.
 MULTIPLEX is the Best Duplicating Order Pad made.
 It's the PAD that's made of Multiplex Paper.
 Every Other Sheet has a Carbon Back.
 Every Copy is a Good One.
 Every Pad 100 per cent. Good Copies.

There are no LOOSE carbons to become torn, worn or wrinkled.
 The clerks do not throw the pad away because the carbon is torn or worn out before the pad is half used.
 Write for a FREE Sample Pad.

The McCaskey Register Co.
 Alliance, Ohio

AGENCIES IN ALL PRINCIPAL CITIES



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.

Stop That Leak!

Do you know that users of old types of scales sustain an average annual loss on **overweight** alone, of over \$85 for each clerk employed?

And that is saying nothing about time lost in figuring the money value of weights and money and customers lost through errors.

Stop That Leak!

Use **MONEYWEIGHT** Automatic Computing Scales.

They prevent overweight.

They will weigh 400 quarter-pound draughts from 100 lbs. of merchandise.

No other grocers and butchers scales in the world are so sensitive and accurate.

They save all of the time you now lose in figuring.

The correct value of any draught at any price per pound within the capacity of the scale appears in plain view automatically as the correct weight is registered.

No weights to lift, no poises to adjust, **no chance or possibility of a mistake.**

If you don't use **MONEYWEIGHT** Scales, you don't know how much you are **losing** every day in overweight and errors.

MONEYWEIGHT SCALES are the **only** scales that will positively **stop the leak.**

You are making a serious mistake and losing money every day of your life if you are not using **MONEYWEIGHT** Scales.

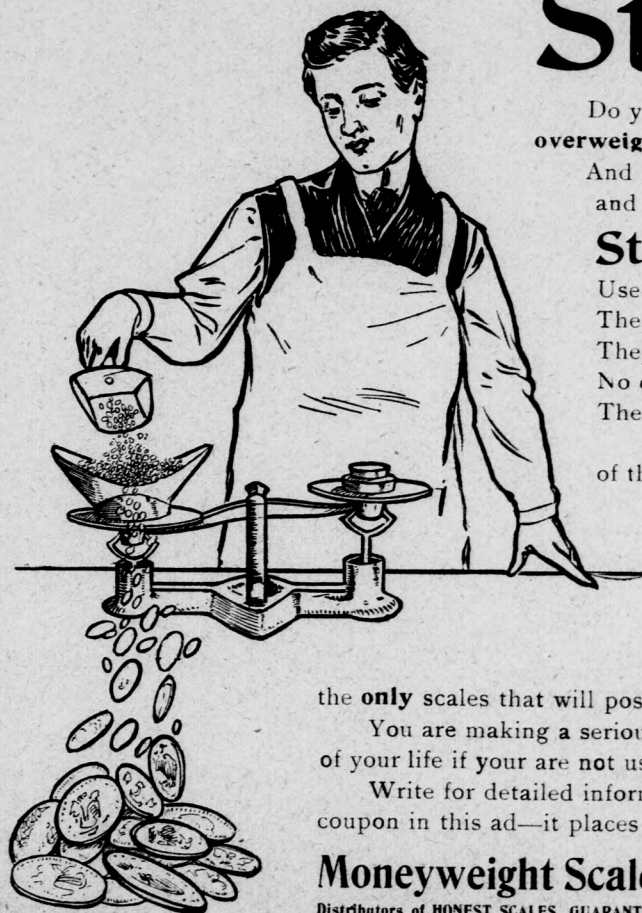
Write for detailed information and prices. Just mail us the coupon in this ad—it places you under no obligations whatever.

Moneyweight Scale Company
 Distributors of HONEST SCALES, GUARANTEED Commercially Correct
 58 State Street - - - CHICAGO

The Computing Scale Company.
 MANUFACTURERS
 DAYTON, OHIO.

COUPON

NAME.....
 TOWN..... STATE.....
 BUSINESS.....
 NO. OF CLERKS.....
 DATE.....
 MONEYWEIGHT SCALE CO., 58 State St., CHICAGO
 I would be glad to know more about the advantages of Money Scales in my store.



Grand Rapids Bargain House

Keeps Business Booming. Not One Dull Day.

You can always find bargains to attract and please your trade by taking advantage of the constant offering selected from our stock. Our salesrooms are replete with the best bargains produced by the mills and factories of the country.

Ask for Our Catalogue. A Post Card will Bring It.

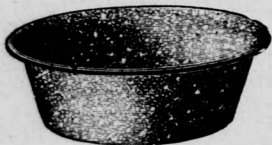
These Matchless Bargain Day Specials

Are the best trade attractions ever offered and will please and satisfy your customers.

Spartan

Triple Coated Enameled Steel Ware is stamped from heavy steel and finished with three coats of enamel in mottled white and purple inside and out.

Selected Run of the Kiln and Each Piece Labeled



Puttiding Pans

No. 19. 3 quart size. Per dozen..... 98c

Wash Basins

No. 28. Diameter 11 1/4 in. Per dozen..... 99c

Dish Pans

No. 8. 14 quart. Deep, seamless. Per dozen..... \$3 15



Seamless Water Pails

No. 110. 10 quart size. Per dozen..... \$3 15

Tea Kettles

No. 8. Hold 7 quarts. Per dozen..... \$5 20



Preserving Kettles

No. 240. 5 quart size. Per dozen..... \$1 88

No. 260. 6 quart size. Per dozen..... 2 10

No. 280. 8 quart size. Per dozen..... 2 50

No. 300. 10 quart size. Per dozen..... 3 50

Duchess Kettles

Self draining with retinned lock covers.

No. 50. 5 quart size. Per dozen.....\$3 15

Decorated Parlor Lamps

Now is the time to make your selections for the coming season. Our lines are ready and make a most beautiful display in our salesroom.

All Previous Efforts Are Outdone

both in style and artistic decorations. Our display presents a most brilliant arrangement of exceedingly rich and beautiful colorings, and there is enough variety to suit every taste, even the most fastidious. All our lamps are put in popular assortments and cover every range of price from the cheapest to the more expensive.

"Leonard"

43 Piece Decorated Porcelain

Dinner Set

\$2.75 per set



This is one of our greatest specials, exceedingly low in price and admirably suited for cottage use or wedding present and also for use in connection with a premium scheme.

Each set consists of

- 6 Fancy Cups and Saucers
- 6 5-inch Plates 6 7-inch Plates
- 6 Butter Pads 6 Fruit Saucers 1 7-inch Salad
- 1 Covered Dish 1 9-inch Platter
- 1 Creamer 1 Covered Sugar Bowl

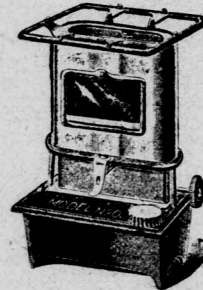
The decorations are three flower sprays in natural colors and three gold stamps between. Each set is packed in box.

Shipped from Factory

No Orders for Less than 10 Sets Accepted

"Brightest and Best" Oil Stoves

Made of iron, japanned and with nickeled swinging doors.

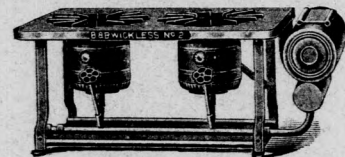


No. 01.—One 4 inch brass burner, 1/2 dozen in case. Per case..... \$1 86

No. 02.—Two 4 inch brass burners, 1/2 dozen in case. Per case..... \$3 72

No. 03.—Three 4 inch brass burners, 1/4 dozen in case. Per case... \$2 52

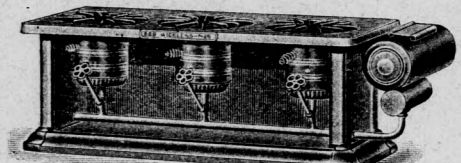
Wickless Blue Flame Oil Stove



The Wickless Blue Flame Stoves are **Economical, Safe and Perfectly Reliable.** They burn kerosene, which is much less liable to explode than gasoline, and is much cheaper because evaporation is slower. A ring of asbestos takes the place of the ordinary cotton wick, thus assuring a clean flame surface always. No burnt crisps to trim off wicks. The lower oil tank is made of brass.

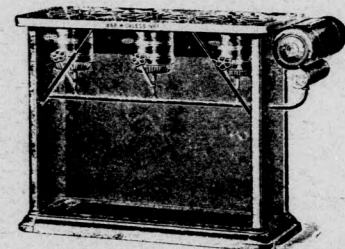
No. 2 Wickless Blue Flame Oil Stove has 2 burners, is 11 inches high and the dimensions of top are 15 x 23 in. Price each..... \$2 50

No. 3 Wickless Blue Flame Oil Stove—Three burners, 11 inches high; dimensions of top 15 x 34 inches. Shipping weight 35 lbs. List price each..... \$3 50



No. 4 Cabinet Wickless Blue Flame Oil Stove—Elegantly japanned. Two burners. Height 13 inches. Size of top 15 x 23 inches. List price..... \$3 15

No. 5 High Cabinet Wickless Blue Flame Oil Stove—Three burners. Height 23 inches. Size of top 15 x 34 inches. List price..... \$4 40



No. 7 High Cabinet Wickless Blue Flame Stove—Three burners. Height 27 inches. Size of top 15 x 34 inches. Securely braced so they will carry heavy loads. List price..... \$5 65

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