

# MICHIGAN TRADESMAN

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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JULY 11, 1906

Number 1190

## *The MAN WHO CAN'T TAKE a VACATION*

**W**E have no right to live only to do business. Business is a means, not an end. If a business man does not early cultivate a taste for the higher things in life he becomes so absorbed in the game of business that later on he cannot be happy without it. After he has a competence he continues in trade, like the squirrel going around the wheel, for lack of something better to do. He cannot enjoy leisure, though he has fairly earned it.

Many an old merchant has told me with pride that he "never took a vacation in his life." I could not understand his pride. Vacations are the coupons on the bonds of industry that mature semi-annually. Cut these coupons regularly, so that they in their turn may be vitalized and earn interest.

It may seem to some that vacations are a loss, an extravagance. Quite the contrary; they are economically a profit. As a man can in the long run do better work in six days than in seven, so he can do better work in eleven months than in twelve. Some merchants have the conceit that they cannot be spared. Let them go away and their vanity will receive a shock. They will in most cases discover that the machine will move smoothly without their presence. If a man's idea of his indispensability is really well founded his business organization is a failure.

Aside with conceit! Out with greed! Away with soul-shriveling absorption! Let us enjoy life reasonably while we have it. We are not put on earth simply to make money or do business! Our neighbor pines for our friendship; let us give it to him freely! The unfortunate wanders hopelessly about; let us help to cheer him! Our Government needs the assistance of its citizens to conserve civic virtue; let us not be "too busy."—*Marcus M. Marks.*



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POWDER.

GOOD GOODS — GOOD PROFITS.



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## GRAND RAPIDS FIRE INSURANCE AGENCY

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## ELLIOT O. GROSVENOR

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## ELECTROTYPES

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ENGRAVINGS & TYPE FORMS  
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TRADESMAN CO. GRAND RAPIDS, MICH.

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## THE GRAND TRUNK YIELDS.

Last Tuesday Mr. Charles Clarke, District Freight Agent for the Grand Trunk Railway, met in this city with representatives of the Grand Rapids & Lake Michigan Transportation Co. and the Board of Trade; and, after a pleasant session, an amicable agreement was reached in regard to freight shipments from and to Grand Rapids to Milwaukee and points west of that lake port, so that now and hereafter the steamers of the Crosby Transportation Co. may receive and deliver to the boats of the Grand River Line such freight billed in either direction.

The agreement is a fair one to all parties concerned, and not only that, but it places the Grand Trunk in a more agreeable light in the eyes of the people of Grand Rapids, while it bestows an advantage which is, according to all laws of inter-state traffic, the just right of our river line.

Doubtless there are people who have felt that the Tradesman's observations as to the Grand Trunk and its management have been ill advised and unnecessarily harsh and point blank. The Tradesman supports its action in the faith born of long experience and observation as to the company in question, that the officers, who are non-residents, and their policy, which is so alien to the spirit of American progress and co-operation, can be reached in no other way than by the use of a club—and it must be a big stick at that. It would be a benefit to that company and a great pleasure for the Tradesman if those officers could leave their English homes long enough to visit Michigan and Grand Rapids; long enough to know some of the generous, fair-minded people over here and so find out that we are not only not hogs but that we detest and are bound to resent displays of pigishness.

## A PEACEFUL TRIUMPH.

Just about now, if all has gone well, the native Filipinos and their new neighbors from all quarters of the globe are being treated to a new

and novel naval demonstration in the historic Bay of Manila, a splendid foil to the warlike demonstration of a decade ago—a victory of Peace and a triumph which may prove as important in the annals of the nations as was the other one when shot and shell, destruction and death were the immediate results.

After covering a 12,000 mile voyage on three oceans and as many seas, the American steel floating dry dock, Dewey, is closing her six months' trip as she sails past Cavite and up to the ancient city, showing a record of having made a trifle over sixty-one miles a day during the 196 days in service.

The Dewey left Solomon's Island December 28, convoyed by the colliers Glacier, Brutus and Caesar and the ocean tug Wompatuck—all under the control and direction of Commander Harry H. Hosley. Without serious mishap and far within the period allotted for the accomplishment of the transfer, the credit of the achievement belongs alike to officers and men, to those who designed and constructed the Dewey and her consorts and to those who studied out and planned the almost innumerable details of the adventure. For it was an adventure. Such a trip had never before been accomplished over the route selected. There was no precedent; it was absolutely an exhibition of faith and confidence in the correctness of scientific analyses, human estimates and the loyalty of men. As such it will go into history as an exploit depending upon bravery, skill and perfect patriotism. Commander Hosley is the man who would have suffered greatest in case of failure and he is the man to whom will be awarded the greatest praise bestowed in consideration of merit. It is fairly safe to say that that officer will be moved up a notch or two in rank and every loyal American will say Amen to the promotion.

Prince Henry of Prussia, who was sent to this country by Emperor William a few years ago to cultivate the friendship of Americans and succeeded so admirably, has lately been gazetted commander-in-chief of the German navy. Prince Henry is a prime favorite with his imperial brother, whose life he saved in 1874, when they were swimming in the Havel, near the so-called marble palace. He is a brother-in-law of the Czar, their wives being sisters, and he is a nephew of King Edward of England.

The fanatic would rather see the race go to the pit than that any should reach heaven unlabeled with his fad.

No man who loves his fellowman can be mean.

## Propose To Monopolize the Business.

Saginaw, July 10—The Eben F. Dudley Co., of Owosso, which has a branch in this city on Tilden street, near Johnson, is one of the parties to the new process butter trust and a building of considerable size and importance will be erected this fall on Tilden street. The entire space between the building and the Smart & Fox Co. and that occupied by the Glass cheese factory has been purchased by Mr. Dudley in anticipation of the building. Whether the building will be erected in the name of the trust or in that of Mr. Dudley is uncertain; the title to the land rests in the name of Mr. Dudley himself. In any case, however, the building will be practically a station of the American Farm Product Co. The local establishment will be one of considerable importance, being used in connection with the dairy business and as a cold storage plant. The details of its construction are not yet decided on.

The trust itself is not strictly new, although its present scope has just been completed. It was originally organized last fall by Thomas F. Ryan, of Equitable Life Insurance fame. At that time it was merely to control the butter renovation of the country. Mr. Dudley was running the most extensive establishment of this kind in this part of the country at Owosso, and overtures were made to him, which he accepted. His Owosso plant was put in at a valuation of \$300,000, and it was further stipulated that he was to receive \$10,000 per annum for managing it.

Eben F. Dudley will manage the affairs of the trust in this part of the country. His own system already includes plants at Owosso, Clare, Bad Axe, Gladwin, etc., and receiving stations all over this part of the State. The trust has not yet begun to absorb the smaller dairies, but the work will begin in the near future. It is expected to gain control of every dairy.

## Holland Merchants To Co-operate.

Holland, July 10—Business men here intend to form an organization for the promotion of their commercial interests and also to promote a social business spirit. A preliminary meeting was held last Friday evening and over twenty of the leading business men were present. Jacob Lokker was chosen Chairman, and Bert Slagh Secretary, and a committee consisting of L. Vissers, E. B. Standart and Bert Slagh was appointed to canvass the business men and interest them in the organization. A meeting will be held tomorrow evening to perfect the plans of the Association.



## PERSONAL INJURY LAWS.

## Some Reasons Why They Are Not Needed.

The present problem with peculiar force demonstrates the validity of the old axiom that: Every truth is overshadowed by a sophism more like truth than the truth itself. The American accident rate is measured not by mileage and engineering difficulties but by passenger traffic. The fallacious nature of this test is evident at first sight. A small, thickly populated, flat country inevitably has a small accident rate, since everything is favorable to railroad operation. Even this low rate enormously is diminished if measured by the passenger traffic test. Tried by the mileage test the much denounced American accident rate, as Slason Thompson lately has shown, shrinks far behind that of Europe. The American, moreover, has a great tendency to wash dirty linen in public, which greatly increases the effect of reported facts.

As a result of Government ownership, particularly in Germany, a bureaucracy usually develops. This is freed from criticism by an "insult to authority" law. Even the German telephone exchange girl is protected by this. An ordinary citizen is fined for insulting authorities if he ask her insolent majesty whether she be asleep. One result of this is the paucity of German newspaper accident reports as compared with the tremendous richness of German medico-legal accident literature. Government ownership in the United States inevitably would result in the same state of things. The courts would protect the Government as they now protect city corporations.

The city of Chicago thus enjoys practical immunity for accidents consequent on carelessness of street officials. Under snow and ice decisions it is immune from the consequences of nonremoval of accident causes which would be adjudged willful and wanton negligence in other corporations. Juries practically are so packed in favor of the city that reputable lawyers often waive jury trials. The average judgment against the city is but \$125. The city authorities virtuously denounce "unscrupulous experts" while employing medical appointees of plug ugly coroners, who run primaries by fist right. One of these sent an unsealed cut up stomach (in defiance of all legal principles of evidence) in the Ketchum case for chemical analysis. In the Unger-Defebaugh insurance fraud case this "expert" swore that chemical analysis was useless and that he never employed it, since he could detect poisoning by ocular inspection of the stomach and intestines.

This kind of expert testimony is a favorite with a certain class of corporations which loudly denounces the experts for the plaintiff. Magazine muckrakers for corporations luridly depict "the profession of getting hurt" in a style tinted strongly with a suggestion of the false by suppression of the true. Still, people are injured and even killed by accident. This occasionally happens, strange as it may seem, through defective side-

walks, although the magazines in question would lead one to believe that it never occurred. There are, it is true, simulators and even self-producers of accidents. These are infrequent. More often occur ascribers of old disorders to recent accidents; still more frequently appear victims of nerve disorder consequent on the worry of litigation. Mental defects are discovered by relatives which were not suspected until after an accident. The mental backwardness of a boy who remains until 11 in a primary grade passes unsuspected until close scrutiny for symptoms, after an accident at 21, reveals it. Insanity trials, however, show that relatives and friends often fail to recognize anything as insanity except raving mania or stupor.

The much abused corporation claim agent for these reasons has a delicate task. He has to weigh at the outset the liability of the corporation. The claimant may have severe injuries due to his own carelessness. The claim agent's duty here is so to settle as to avoid at once expense and encouragement of litigation. Juries sometimes, although more rarely than is claimed, mulct corporations for injuries due to the plaintiff's carelessness. While Appellate and Supreme courts cure much damage, still appeals come high. An error of the claim agent as to liability often is costly.

A man thrown from his wagon by collision with a street car fractured his skull. A square inch of forehead had to be removed. Several weeks' illness and permanent nervous disorder resulted. Relying on the emphatic statements of the motorman and conductor the claim agent offered \$25 in settlement. The experienced accident lawyer retained by the plaintiff had the statements of every witness of the accident taken in shorthand and signed by their makers. He offered to settle for \$1,500. The corporation insisted on trial. The jury awarded \$7,500, which verdict the Appellate Court affirmed, whereupon the company paid \$6,750 to avoid further litigation expenses.

The claim agent, unfortunately, has a surgical tendency to ignore nervous injuries—the most serious consequences of accident. In justice it will be remembered, however, that nervous injuries are of two types. One merely is the mental impression produced by the accident and the unfavorable environment which results from popular belief in the seriousness of railroad accidents. This class of cases, unless unfavorably influenced by a protracted litigation, often recovers so rapidly after judgment that they are said to have been cured by a greenback plaster. In the other type of cases the constitution is so shocked that a soil for chronic nervous disease, insanity, diabetes and kidney disease often results. In the first type of cases remote consequences justly can be ignored. The second class of cases demonstrates the rank injustice of recent acts limiting time of bringing suit against the city. The difficulties of a conscientious claim agent can not well be overestimated. He is not justified, however, in de-

nouncing reputable attorneys as "ambulance chasers," nor in paying family physicians to spy on injured patients, nor in fixing juries. His employment of clothes line quarrels to secure evidence favorable to his employers is a legitimate legal stratagem.

The personal injury problem is not, as usually is assumed, peculiar to the railroad age. Artemus Ward, while on a Cleveland journey by stage coach, liked to sit with the driver and talk. Finding their road went along a precipice he asked if accidents were not frequent. "Yes" being the reply, he asked further: "Does that not cost your company a good deal?" The reply was: "Yes, it used to, because the jury were always ag'in us, but them things don't happen no more." Artemus asked how this could be, and the driver closed the conversation by informing him that dead men could not sue, and that when an accident happened nowadays and the passenger was not killed outright the driver "finished" him. This charge was soberly made against railroads before the New York Society of Medical Jurisprudence in 1884 ament the Ashtabula disaster. The charge arose largely from the limitation of death losses by statute. This, clearly a matter of evidence for the jury, not a subject of legislation, has been the source of considerable lobbying in legislatures. An attempt to leave the matter to the jury in Illinois resulted in a statutory limitation of \$10,000, an increase of \$5,000 over the previous limit.

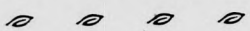
The injustice of this limitation is

shown in the jury findings in a New York tunnel case.

A merchant, aged 35, who had been for five years in receipt of an income exceeding \$15,000 per year, was killed. The jury awarded his family \$75,000. The enormity and injustice of their verdict have been much denounced by railroad, medical and other claim agents. That the damages awarded legally were far below what should have been given is apparent on the slightest calculation. The man at least had twenty years of life, his income certainly would increase rather than decrease with time, therefore, at the lowest calculation, abstract justice would give his family for his life at least \$300,000.

The attitude of the corporation in this particular is an unwise attempt to limit the field of the jury and of evidence. The corporations do not come to the matter with clean hands. Granting all that has been said about attempts at fraud, the fact remains that corporations corrupt legislatures and fix juries and judges (as witness the Cardezo-McCunn-Barnard impeachment proceedings.) Furthermore, hospital staffs and state boards of health not rarely are packed with corporation adherents and state boards of charity with "embalmed" beef advocates. The ambulance chasing lawyer can not catch up with the railroad in its packing of medical evidence. At one time the practice was universal among corporations of excluding from the witness stand medical witnesses who held certain views as to results of injuries. Con-

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scientific men holding these views could not take the stand for a corporation. The conception of the expert in the minds of the corporation was that of a hired swearer, to support not the view as to a particular case but certain alleged scientific principles laid down for him by non-medical special pleaders.

That this type of special pleaders still exists singularly is evident in a recent address before the New York and New England Association of Railway Surgeons by W. C. Wilson, chief claims attorney of the Delaware and Lackawanna Railroad. "I have been," he remarks, "sometimes astonished and disgusted to hear a medical witness under cross examination practically admit the possibility of the correctness of the far fetched conclusions of the plaintiff, when in conversation before trial he had been uncompromising in his denunciation of the case as a fraud, or at least largely so. The lawyer knows as he sits at the trial table that any admission he makes to the other side presents the danger of weakening his own case, and likewise the medical witnesses should understand thoroughly that concessions to mere abstract scientific possibilities are dangerous and really are unfair to their clients." Mr. Wilson is of the school of "Divine Right" Baer, his coal trust superior. Providence, for some inscrutable reason, makes whatever is done in the interest of the coal trust road right, even although it be subornation of perjury, which, by suppressing the true, suggests the false. The claims attorney clearly has no conception of the judicial functions of the expert, or of the scope of the hypothetical case now playing an important much needed role in litigation involving expert testimony.

The medical man in his relations to legal questions has, under the law, two functions: It is his duty as medical counsel to point out the truth in regard to the claim presented by the side which summoned him and to aid in the logical presentation of the evidence for that claim. As medical expert, it is his duty to pass on the question presented purely from a judicial standpoint and to answer all questions from the like judicial standpoint. Under the rulings of the Supreme Court of Illinois in regard to subjective symptoms (that is, symptoms which depend in whole or in part on the patient's statements and hence are in the nature of hearsay), the expert in a civil case requires a hypothetical question which embraces all the evidence presented by one side or the other for a decision in the matter. It is possible, and I have done it far from infrequently, to answer the plaintiff's hypothetical question favorable to the plaintiff and the defendant's favorable to the defense, leaving the jury to determine as its function which hypothetical question represents the evidence in the case. Where the expert balks at a hypothetical question he has ceased to be judicial and has become a special pleader. The practice of the trial lawyers of the Chicago City Railway, of the Chicago Union Traction Company, of the Calumet Electric, of the B. and O., and of the Pennsylvania

reverses that adopted by the coal trust adherent. Under present conditions the expert who is called by the corporations just mentioned has a free field for his judicial functions.

The decisions of the Supreme Court as to subjective symptoms, while decidedly in the right direction of separating fact from opinion evidence, which when mingled confuse and bewilder the jury, make examination by the expert valueless, as a rule, for testimony. Subjective symptoms embrace the history as well as the replies made to certain tests and include the great mass of information needed from a patient. The difficulty, however, is met by the Supreme Court permitting the attending physician to testify to replies made for purpose of treatment. It is amusing, however, to find medical articles advocating tests for fraud, none of which could be employed legally in evidence where the rule as to subjective symptoms obtains. While in the Inga Hansen case such tests were employed, they were of little value as evidence, since the question of perjury did not turn on simulation, but upon the truth of the statement that health prior to the accident was excellent. The evidence in this case showed that the woman, years before the accident, had charged the alleged results of the accident to gas asphyxiation. Had she obtained the hysterical constitution from the accident and had she simulated in consequence of this constitution, the legal liability of the company for the simulation would have been as indubitable as its liability for other mental disorders. While hysteria is a source of simulation, the hysteria itself is as grave a nervous disorder as epilepsy, and liability for hysteria due to accident is as valid as that for epilepsy from the same cause.

The plaintiff in a damage case is at a decided disadvantage in litigation compared with the defendant corporation. Corporations have a well organized system for securing witnesses. They influence witnesses while the defendant has to rely merely on good will. They can pay for the time of witnesses, a thing the plaintiff usually is unable to do. Furthermore, if litigation be protracted, the plaintiff is unable to keep his witnesses together and often loses track of them. This difficulty tremendously is increased when after a somewhat protracted period the Appellate or the Supreme Court reverses and remands the case. A disagreement of a jury, the granting of a new trial by a trial judge, the reversal and remanding of a case by the Appellate and Supreme courts, are practical victories for a defendant corporation that more than offset an alleged bias of jurors, which is much less frequent than usually is believed.

These difficulties are increased by the presence on the bench of judges who legislate rather than decide judicially. One judge, not now on the bench, to whom the Supreme Court paid the dubious compliment of saying that his falling asleep did not affect the result of a trial, openly de-

clared his disbelief in neurasthenia, setting at complete defiance not merely all the neurologists of the world but the laws of evidence. While usurping the jury's function this same judge denounced experts for testifying that an insane man could go through a marriage ceremony, although from time immemorial courts, in the English speaking countries, have been called on to annul such marriages, and courts of ultimate appeal have held such annulment legal. In other cases judges in insanity cases have decided that the loss of earning capacity due to insanity is not a matter to be brought before the jury, although Supreme courts in their decisions repeatedly have passed upon loss of earning capacity as a standard by which to judge excessive damages. While the personal injury problem presents many difficulties, there is none which requires legislation for remedy. Proper obedience to the laws of evidence, proper regard for the functions of the jury, proper expert testimony confined entirely to the field of opinion, evidence by use of the hypothetical case and avoidance of judges of legislation will solve this problem.

James G. Kiernan.

#### Difference in Methods.

The conversation in the smoking room of the sleeping car had drifted around to the characteristics of the races.

"I like your people," said a German, who had been listening "I have been in this country for thirty years, acting as an immigration agent for my people, and assisting them to settle here when they come to this country.

"Now, take a party of Americans when a new territory is opened or some public land thrown open for settlement. They ride or drive in, get their land, select a place for the village, stake out the streets and then somebody gets up on a stump, calls a meeting and nominates John Jones for mayor. In ten minutes they have a municipality, and everything is going along all right.

"If a party of Germans were in the same place, what would they do? When it came time to organize their village they would stand around for three hours, and then somebody would ask: 'Where is Bismarck?'"

#### The Sardine Situation.

The domestic sardine situation is very unsatisfactory on new pack, and quarter oils have been advanced 10 cents per case. The reason assigned is the short run of fish on the Maine coast. It is declared by packing interests that the run is practically nothing and there are no indications of improvement. Meanwhile jobbers are asking for stock. Whether this means that they are already short, or that they want new goods, it is impossible to say. But the fact remains, whatever may be the influence that causes it, that dealers are asking constantly for stock. This has assisted in stimulating the market so that the advance has been made. Domestic packers are helped somewhat by the foreign situation. Substantially the same conditions prevail abroad. The pack is very light in both Portuguese and French quarters, and all stocks are held much firmer, pending the outcome of the present unsatisfactory season. It is understood that jobbers' stocks are low, which partially accounts for the increased prices and which probably has had something to do with the persistent demand that has been received for the past week or two.

#### Large Demand for Hard and Soft Shell Crabs.

Both hard and soft shell crabs are much wanted at this season, and the supply is on the whole much larger than it was a year ago. A year ago dealers experienced difficulty in obtaining crabs sufficient to supply the demand, but this year the supply about equals the demand and dealers have no difficulty in filling orders. The great demand for crabs has been of great advantage to those engaged in the crab industry along the Potomac River and Chesapeake Bay. Where a few barrels were enough to supply the trade several years ago, hundreds of barrels are now needed. The soft crab trade is supplied by shippers down the Potomac, along the bay and by dealers on the eastern shore of Maryland. It is said that the best soft crabs that are to be had come from the vicinity of Crisfield and Oxford. The crabs from that section are better than those caught in the Potomac, the dealers say, and they bring better prices.

True religion nourishes the roots of right doing.



## Why It Sells

Because, in the manufacture of Crescent Wheat Flakes, we retain all the nutritive parts of the wheat.

Because it is more palatable than others. Because the package is a large one, and filled.

Because it sells at 3 for 25c and gives you 25 per cent. profit, when sold at 10c it pays you 50 per cent. profit.

\* Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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



## AROUND THE STATE

### Movements of Merchants.

Lansing—M. C. Spaniolo has opened a fruit store here.

Port Huron—A new grocery will soon be opened by C. B. Hubbard.

Iron Mountain—Charles E. Parent will soon engage in the clothing business.

Sandusky—W. A. Jennings, of Park Hill, Ontario, will succeed H. O. Babcock in the harness business.

Lansing—Everett Bros., grocers, have dissolved partnership. John R. Everett will continue the business.

Lyons—Hatch & Baker, hardware dealers, have dissolved partnership. C. M. Hatch continuing the business.

Albion—Callahan & McAuliff are succeeded in the bakery business by M. A. Holt, who has taken possession.

Hemlock—The general stock of Kostoff & Goodman was destroyed by fire July 4. The loss on building and contents is estimated at \$8,000.

Allegan—Austin J. Colburn has sold his interest in the Allegan Hardware Supply Co. He has not as yet announced his plans for the future.

Union City—Sol. G. Newman, for the past fifteen years engaged in the grocery business, is closing out his stock preparatory to indulging in a long vacation.

Jackson—E. S. Stone, for the past year engaged as head baker for the Carmichael Baking Co., has leased a store and will soon embark in the baking business.

Yuma—Geo. M. Beemer has retired from the general merchandise and hay and feed business, being succeeded by Gail Hamilton, who formerly managed the business.

Howard City—David W. Clapp, formerly manager of the general store of Thurston & Co., at Central Lake, has leased a store building here and will soon engage in the grocery business.

Allegan—P. M. Grice has sold his interest in the drug stock of Thompson & Grice to Mr. Thompson, who will continue the business. Mr. Grice will travel for Parke, Davis & Co., of Detroit.

Gross Isle—F. E. & M. Gray have sold their stock of groceries to the Sibley Quarry Co., which will continue the business under the management of J. Harris, formerly of South Rockford.

Sunfield—The store building of the Sunfield Mercantile Co., which was recently nearly destroyed by fire, is being repaired and restocked. The company will probably be ready for business in a few days.

Pontiac—Gaulker Bros. have closed out their feed business to Richmond & Baker, who have been competitors heretofore. Gaulker Bros. will hereafter devote their entire attention to the coal and ice business.

Sturgis—S. Roat has retired from the wood, coal and ice business on account of illness and is succeeded by H. W. Godfrey, of Elkhart, Ind. J. W. Montieth, of Elkhart, will take

charge of Mr. Godfrey's interests here.

Bay City—A corporation has been formed under the style of the Seitner Dry Goods Co. for the purpose of dealing in dry goods. The company has an authorized capital stock of \$30,000, of which amount \$30,000 has been subscribed and \$7,400 paid in in cash.

Petoskey—Friend & Clark, who formerly conducted a music and art store, have dissolved partnership, Mr. Clark and S. L. Wixson having formed a copartnership. The new firm will conduct two music stores, one in this city and one in Cheboygan, Miss Anna King assisting Mr. Clark in the Petoskey store.

Shepherd—J. Major Lemen has sold his drug stock to T. W. Creech and Edward Creech, who will continue the business under the style of the Creech Drug Co. T. W. Creech, who will have the management of the store, is a graduate pharmacist, and has been employed some time in the A. E. Mulholland drug store at Hastings. Edward Creech, the senior member of the firm, lives at Forest Hill and is well known in that locality. Major Lemen will give his entire attention to the Alma Chemical Co., of which he is general manager, but will make his home here, as before.

### Manufacturing Matters.

Otsego—The Otsego Chair Co. has increased its capital stock from \$60,000 to \$100,000.

Iron Mountain—D. M. Laing, has contracted with the Sagola Lumber Co., to saw and load 10,000 cords of slabwood to be shipped to Chicago parties. He has ten men and three teams at work.

Sterling—The Sterling Elevator Co. has been incorporated to deal in grain and produce with an authorized capital stock of \$5,000, all of which has been subscribed, \$1,000 being paid in in cash and \$1,500 in property.

Pellston—C. S. Comstock has sold his interest in the general stock of Comstock, Herren & Co. to Neal A. Herren. The business will be continued by Mr. Herren and A. F. Petrie under the style of Herren & Petrie.

Port Huron—The Dr. Perkins Sanitary Refrigerator Co. will remove from Battle Creek to this place. The Chamber of Commerce has loaned the company \$15,000 for ten years, conditional on its employing 100 men on an average of eleven months every year.

Marshall—A corporation has been formed under the style of the New Process Steel Co. which will engage in the business of manufacturing steel castings. The company has an authorized capital stock of \$7,500, all of which has been subscribed and paid in in cash.

Rapid River—The Jerry Madden Shingle Co. will at once begin the erection of a lumber mill at this place. The site was bought from the Dausey estate. It is reported that the Madden company intends to buy or has already bought the Mason mill at Gladstone.

Ypsilanti—The Elk-Skin Athletic Moccasin Manufacturing Co. has

merged its business into a stock company under the style of the Elk-Skin Moccasin Manufacturing Co. with an authorized capital stock of \$10,000, of which \$5,000 has been subscribed and \$500 paid in in cash and \$2,000 in property.

Garth—C. A. Barker, who has conducted a lumber and shingle business at this place, has merged his business into a stock company under the style of the Garth Lumber and Shingle Co. The new corporation has an authorized capital stock of \$100,000, all of which has been subscribed and paid in in property.

Detroit—A corporation has been formed under the style of the Annable Pneumatic Spring Co., for the purpose of manufacturing pneumatic springs. The authorized capital stock of the company is \$60,000 common and \$15,000 preferred, all of which has been subscribed, \$7,000 being paid in in cash and \$60,000 in property.

Saginaw—The J. T. Wylie & Co. cooperage plants have been making some records lately. This company operates four plants, one at Interlochen, one at Boyne City, one at Gaylord and the fourth at Saginaw. There has been some rivalry between first two named plants. The Interlochen first established a record of 105,000 hoops in ten hours. Later the Boyne City plant raised the figures to 110,500 in nine hours and thirty minutes. The Interlochen plant came back with a score of 119,500. This is a side issue, the stockholders being the same as those of the Batchelor Timber Co., manufacturing hard and soft timber and owning vast bodies of timber in northern Michigan.

Bay City—Some lumbermen say the trade is not as snappy as a year ago, yet the volume of business is as large and prices have not weakened; in fact, they show no indications of a decline. Lumber dealers can not very well tolerate a decline at the prices they are paying for the lumber they handle. At the manufacturing points from which comes the large portion of the lumber handled here the prices are in most instances higher than a year ago and it makes the cost of lumber laid down here unable to stand any decline in the selling price here. Certain grades of pine are scarce, especially the coarser qualities, and dealers appear to be unable to get in enough to supply the requirements. Dry hemlock is also exceedingly hard to get, as the demand is such that lumbermen have not been able to accumulate stock. Then, too, a number of concerns contracted large lots during the winter and early spring for summer delivery and this is out of the market.

### Propose To Secure a Shoe Factory.

Plainwell, July 10—At a last meeting of the Plainwell Business Men's Association W. G. Eady, President of the Eady Shoe Co., of Otsego, presented a proposition to establish a factory here for the manufacture of boys' and misses' shoes, the factory to be known as the Eady Shoe Co., No. 2.

Mr. Eady's proposition is as follows: For a payment of \$2,500 in stock the Eady Shoe Co. will sell the

new company the machinery necessary for the factory, the foreman to take \$2,000 worth of stock in addition. This place must raise the sum of \$15,000. From this amount a factory site will be purchased, a factory 50x100 feet erected, two stories high with basement. The remainder of the money will be used in operating the business. About forty persons will be employed at first and the number will be steadily increased. Mr. Eady will act as general manager and receive no salary.

Mr. Eady reviewed the progress of the business in Otsego, giving a very practical and favorable showing and several Plainwell men, who had visited the Otsego plant, confirmed the report and spoke decidedly in favor of the proposition.

The meeting was well attended and the vote, among members who had any stock that might be offered, was previously subscribed to a fund for any stock that might be offered, was unanimously in favor of the proposition. J. W. Gilkey, F. F. Patterson, F. P. Heath, J. F. Eesley and J. H. Hitchcock were appointed a committee to solicit stock for the enterprise.

### Seeks an Injunction Against Food Commissioner.

Lansing, July 9—The case of the Pratt Food Co., of Philadelphia, against State Dairy and Food Commissioner Bird to restrain him from making reference to its product in bulletins, was begun in the Circuit Court to-day.

The company claims that it should not be brought under the law of the last Legislature regulating the sale of commercial feeding stuffs, and alleges that its product is a medicine and not a food.

Depositions of officials of the company, showing the medicinal value of the product, were read at the beginning of the case to-day. Other stock food companies are allied with the company in the contest.

July 10—Horsemen and feed dealers of Lansing and nearby towns have appeared as witnesses in the case of the Pratt Food Co. against Dairy and Food Commissioner Bird.

From them the attorneys for the company have obtained the testimony that the Pratt stock foods were bought as regulators or tonics, rather than as food, supporting the contention that the company's products do not come within the meaning of the law for the regulation of the sale of commercial feeding stuffs.

### Proposed Chair Factory at Manistee.

Manistee, July 10—James Barber, a practical man in the chair manufacturing industry, now located at Hastings, was in the city recently on the personal solicitation of J. O. Nessen, President of the Manistee Development Association, to look over the ground with an idea to the establishment here of a chair manufactory. Mr. Barber was firmly impressed with the many advantages which the city has to offer manufacturing enterprises, and expressed himself as convinced that a better location could not be asked for.





### The Grocery Market.

**Sugar**—Last weeks' large transactions in Cubas will reduce the quantity of unsold sugars in the island to about 150,000 tons, mainly lying in Havana, Matanzas and Cardenas, where there are storage facilities. Such small unsold stocks in Cuba can not fail to give strength to the market. On the other hand, it must not be forgotten that refiners at the Atlantic ports have stocks amounting to 302,000 tons and fully 100,000 tons Cubas and Porto Ricos, either already afloat or bought for shipment, and that with such large supplies immediately available, they are in a position to await developments, particularly as Cubas at  $2\frac{1}{4}$  c. c. and f. 94 deg. are practically on a parity with beets at today's price of 8s 3d f. o. b. A healthy feature of the situation is the enlarged consumptive demand both here and in Europe. This is shown here by refiners' meltings, which, at the Atlantic ports, are 100,000 tons more at this date than they were up to the same date last year. Java has participated in the improvement in prices of other cane sugars, and there are now no sellers at less than 9s 6d c. f. This price is so much above both Cubas and beets that refiners are not inclined to pay it.

**Tea**—There has been no change in the situation, except a slightly easier feeling in Ping Sueys, due to the same condition on the other side. All other grades and varieties are unchanged. The demand for tea is light.

**Coffee**—In view of the fact that plantations in Brazil of late years have not been in good condition compared with what they were ten years ago and that there has been considerable neglect in many quarters owing to the low prices that prevailed, it would be very strange indeed if the coming crop should be a large one and at the same time, good quality. The information from the majority of Brazilian firms regarding the crop possesses no real value. On the contrary year after year, results have been quite opposite to the majority of the reports. It proves that they are poorly informed themselves or otherwise influenced by their feeling and interest in the market. During the past two years Brazilian firms have been very bearish and it is well known that their predictions in the direction of large crops have not been verified, estimating deliberately some 20 per cent. too high, without even retracting their statements at any time, notwithstanding the outturn. The coffee world has discounted large crops as a certainty, without having any assurance of such a certainty, but with the new crop turning out a small bean, the chances are that the final outturn will upset previous calculations as to a large crop. There is another important feature connected with this, for if the bean is small and the quality poor, the large stocks of high grade coffee in New York would soon at-

tract attention of the dealers throughout the country.

**Canned Goods**—The peas crop up to this date promises to be very satisfactory, and the buying of all grades for shipment when packed is increasing each week. The unfavorable crop reports from other sections doubtless cause the buyers to turn to this market for supplies. There was less activity this week in small fruits, but pineapples and pears were fairly active. Future corn is attracting more attention, and some good-sized sales have been made recently at a shade higher prices. Spot corn is in good demand and is worth attention. New string beans are active. Spinach, sweet potatoes and peas are firm because of the small stocks here. Monday of last week the market in Baltimore opened at \$1.10 for standard quality No. 3 tomatoes, with a fair demand at that price, and no visible signs of a squall coming. On reasonable concessions jobbers were willing to anticipate their wants for a month or more, and, outwardly at least, the big syndicate operators were not worrying about their position. It appears, however, that some bankers and money lenders had been getting restless, and certain requirements or demands, not being complied with, they poured on an unwilling market blocks of tomatoes which they had been holding as collateral against loans made to large operators. The prices melted away like a snowball in hades. Before sunset of the same day, or within a half dozen hours, the price of that staple article had declined to 90c a dozen, and the next day touched 85c, a sheer drop of 50c per case. Never before in the history of the canned goods market has such a thing occurred, and it may never occur again, because the conditions and circumstances that formed the underlying basis of it all may never have an existence, and, if they ever exist, may not culminate at the psychological moment to produce the worst results. A reaction in the market has already set in. Arrangements have been made to handle and sell the remaining stocks of tomatoes under different auspices, and a price of 95c a dozen, less  $1\frac{1}{2}$  per cent. f. o. b. Baltimore and Philadelphia, has been made by the present managers for the syndicate. "Future" tomatoes were not affected by the weakness in the spot goods. The demand was larger the past week than at any time this season so far, and the smallest concessions or inducements find ready buyers for round lots. The main strength lies in the increased cost of the raw material for canning purposes the coming season, which causes the canners to exercise unusual caution about committing themselves too heavily at this time.

**Dried Fruit**—Apricots are slow, both spot and future. The supply of both is light. Coast holders are quoting  $14\frac{1}{2}$ c for standards and 15c for choice in a large way, f. o. b. Raisins are selling fairly well, both seeded and loose. Prices are low. Currants are steady and in light demand. Nothing new has transpired in the spot prune market. Prices are unchanged and the demand is light.

Futures are nominally unchanged on a  $2\frac{3}{4}$ c basis, though some packers are offering at  $\frac{1}{4}$ c less, on a gamble, it is understood. The demand for futures is light. Future peaches are very high, but unchanged in the main, though some packers have advanced their prices  $\frac{1}{2}$ c during the week. The cause of the high prices is the demand of the California growers for very high rates for their fresh fruit. Buyers and sellers of future peaches are very far apart and sales are few.

**Syrup and Molasses**—Glucose has advanced 10 points and compound syrup 10c per gallon. The scarcity of corn is given as a reason. There is no demand to speak of, and will be little during the warm season. Sugar syrup is selling as fast as made—not for present, but for the fall trade. Prices are unchanged. Molasses is quiet and strong.

**Rice**—Supplies continued to diminish steadily under the demand, which is largely of the hand-to-mouth order. Rice which may be had at prices interesting to the retail trade is in very small supply, and stocks are continually diminishing.

**Fish**—Mackerel are still strong, but unchanged. The shore catch continues disappointing. Sardines are unchanged at the recently-quoted advance. The demand is good. Salmon is in good demand at firm prices. Cod hake and haddock are dull and unchanged in price.

### The Produce Market.

**Bananas**—\$1 for small bunches, \$1.25 for large and  $2.25@2.50$  for Jumbos. Receipts continue heavy and large quantities are moving all the time. The warm weather helps consumption.

**Beets**—15c per doz.

**Butter**—Creamery is in strong demand and large supply at 21c for extra and 20c for No. 1. Dairy grades are in active demand at 17c for No. 1 and 15c for packing stock. The only change in the market, either in supply or demand, is a shade firmer feeling on dairy extras. Receipts continue heavy and the demand is about normal for this season of the year. Large quantities of butter are still going into storage and the quality of receipts holds up well.

**Cabbage**—Home grown fetch 60c per doz. Kentucky stock is in good supply and demand at \$1.50 per crate.

**Carrots**—15c per doz.

**Celery**—Home grown commands 20c per bunch.

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

**Cocoanuts**—\$3.50 per bag of about 90.

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

**Eggs**—Local dealers pay  $15\frac{1}{2}$ c case count delivered for all offerings which bear indications of being fresh. The receipts are falling off and the demand is increasing, which noticeably causes a firm condition of the market.

**Green Onions**—15c for Silver Skins.

**Green Peas**—Telephones and Marrowfats command \$1@1.25 per bu. The crop is large, but the demand is strong, owing to the superior quality of the crop.

**Honey**—13@14c per lb. for white clover. Both comb and extract are moving unusually well for this season of the year. Comb honey is in better supply than several months ago and good extract is plentiful.

**Lemons**—The market is strong at \$5@5.50 for either Messians or Californias. Lemons are moving in large quantities, but the price remains unchanged.

**Lettuce**—60c per bu. box.

**Musk Mellon**—California Rockfords fetch \$3.50@4.50 per crate of 45 to 54.

**Onions**—Texas Bernudas are still in strong demand at \$1.50 per crate for yellow and \$1.75 for Silver Skins.

**Oranges**—California navels, \$5@5.25; Mediterranean Sweets, \$4.25@4.50; Late Valencias, \$5@5.25. Oranges are rather inactive just at present, with prices unchanged.

**Parsley**—30c per doz. bunches.

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

**Pineapples**—Cubans are now out of market. Floridas have advanced to \$3 for 42s and \$3.25 for 36s, 30s and 24s.

**Potatoes**—Old stock is slow at 60c. New is in strong demand at 90c.

**Poultry**—Business is dull and there are no price changes or new features. Demand is just about equal to the supply, both being light.

**Radishes**—12c per doz.

**Raspberries**—Both red and black cap are beginning to come in freely, commanding \$1.90 per 16 qt. case.

**Tomatoes**—\$1 for 4 basket crate.

**Turnips**—15c per doz.

**Water Melons**—20@25c apiece. They are of unusually good quality and are being picked up better by the trade every day. With continued warm weather the demand should increase materially.

**Wax Beans**—Home grown command 90c per bu.

### Commend the Candidacy of Mr. Kling.

Grand Rapids, July 10—At the last regular meeting of the Grand Rapids Retail Grocers' Association, a resolution was adopted endorsing W. J. Kling as a candidate for the nomination as Representative to the State Legislature. Mr. Kling is one of our local meat dealers and President of the Meat Dealers' Association. He is a man who in our judgment has executive ability to warrant this action on our part. He is gifted with every talent necessary to give the people, especially business men, a Representative who will always be there with the goods.

Our Association believes there are too few business men in the State Legislature and, while Mr. Kling hesitated about permitting his name to be used in this connection, we are pleased to be able to convey the information to you of his agreement to make the run.

It is now up to us to see him through and, with that object in view, we write asking your co-operation and support in Mr. Kling's behalf.

Fred W. Fuller, Pres.  
Homer Klapp, Sec'y.

Sometimes hiding another's faults heals our own.





### Resort and Camping Life Is Being Catered To.

Midsummer dulness is creeping on apace and stores are making an effort to get rid of all their spring and early summer stock. All sorts of "reductions" are ticketing goods in the windows, but they are not as yet so startling as to tempt buyers overly much, although this may not be strictly true of embroideries, which seem to be quite a bit lower. Spring & Company are showing a pretty line of these latter in one of their big window sections.

\* \* \*

There is a decided catering to the going-away trade. Special dealers in trunks and bags and general merchants carrying the same are placing these advantageously before public eyes. As a rule, there seems to be a tendency to make these much stronger than formerly, and they will need all the bracing that can go on them to stand the rough handling of the "baggage smashers" into whose tender mercies they fall.

\* \* \*

Also druggists—those who come in the category of "enterprising"—are bidding for the patronage of those leaving their comfortable homes for the uncertain delights of resorting.

Berand Schrouder's windows on Monroe street are generally interesting, and it is noticeable that this result is often arrived at by very simple means, many times no other expense being gone to than the employment of crinkly paper. This is always of a shade or color to harmonize with the cartons or bottles displayed, and then odd arrangement "does the rest," plus unique phrasing on the placards. The east window now has two tall tiers of oval shelves, and these are entirely covered with crepe paper of a light orange tint, on which stand purple cartons of rice powder and Schrouder's own borated talcum powder. A card reads:

The Latest  
Violets of Sicily  
Rice Powder  
For the Toilet  
Chafing, Sunburn  
and  
Shiny Skin

It is a good idea to concentrate the buyer's mind on one thing or set of allied things, and this thought always seems back of these particular drug trims.

The other window has in the center a long narrow placard calling attention to a number of articles one would have to take along for an outing in a cottage near the water:

Things You Need  
in  
Your Cottage  
Notice the Prices

And the eye then wanders from group to group, each of which has a

small card with the name and price of each sort. Among the conveniences I noted the following:

Japanese Incense  
2 Bunches for 5c  
Clears Out the  
Mosquitoes

Cottage Mirrors  
88c

Cottage Mirrors  
10c

Dusting Cloths  
Imported  
The Extra Large  
20c

Cottage Photo  
Frames  
25c

Cottage Combs  
With Chain  
25c

(No danger of these walking away from their owners.)

Cottage  
Hand Scrubs  
5c

Petrolatum  
10c  
Some Call it Vaseline

(Others, it might be said, spell the middle syllable with an e instead of an a!)

Cottage  
Wash Cloths  
5c

25c  
Bath Mitts

45c  
Bathing Caps  
The Best

A Quick Cure  
For Sunburn  
15c

Tetlow's  
Violette Powder  
7c

Amsterdam  
Cream  
For Chapped Hands  
Face, Lips  
Roughness of the Skin

For the outdoor life one is apt to forget many of the dozens of little things the lack of which spells decided discomfort for the forgetter; and if he is contemplating a trip and has not the above items already accumulated he would, in passing this store, be quite likely to step inside and make his purchases along this line at once, or at any rate make a memo of the same either on paper or in his cranium.

\* \* \*

Several of the stores are placing in sight such pretty chests made of Japanese matting, some figured, some

plain, trimmed with split bamboo. A few are strengthened with a framework of weathered oak. These make serviceable porch or bedroom seats for the cottage, with the added accommodation of providing storage room for books, magazines and papers or bedding and clothing. One such box seat is of a mottled leather resembling seal as to grain—dark red. The embellishings are of split bamboo. This is very fine looking but hardly so appropriate for a cottage as the matting furniture. Then there are smaller cretonne or chintz covered shirtwaist or shoe chests with a small strap to lift up the lid, which is beautified with flat brass hinges cut in a fancy shape. One charming box I saw was dainty enough for a bride—white damask with sprawly big red poppies and their dull green leaves. The lining was presumably red or white.

The ways of using matting are becoming numerous. The suit cases made of it are extremely fetching. It may also form a wearable covering for unplastered cottage walls. Fill in the panels with it and cover the raw edges with split bamboo such as is tacked on the chests. You will find it a wonderfully effective background for bright pictures; and there is the comfort of being able to stick any amount of pins in it without a particle of damage.

\* \* \*

If there is one thing more than another that the Ten Cent Store's windows accentuate it is that of cleanliness. The dishes on exhibit are always as clean as soap and water can make them and no dust is ever visible in Mr. V. S. Bond's exhibits. There is one fault I have to find with him, however, and that is he sometimes puts incongruous objects in too close juxtaposition. To illustrate: this week he has a lot of mussy old hair (placarded as genuine human hair, but which looks more as if it came off a nanny-goat) hanging almost over some round white enameled pudding pans, and one expects every moment to see a slight jar topple the frowzy-looking "switches" over on the cooking utensils! Then, also, some big bunches of tubular shoestrings are too near the cooking dishes to be exactly pleasant in thought. If Mr. Bond will eliminate this defect he will have much better trims. I realize, though, the difficulties that must beset him in finding a place to put all these articles I observed: Paper napkins, wooden plates, picnic baskets, shelf oilcloth, prepared paint, paint and scrubbing and vegetable brushes, stove hooks, enameline, picture wire, carpenters' spirit levels, chains, ice picks, dippers, stewpans, neckties, Jap fans and parasols and banners, flags, curling irons, door bolts, cuff holders, dolls' camp chairs, little frames, fancy stocks, ribbons, laces, ruchings, jewelry, cigar holders, soap, sponges, vases, patent gas mantles, stationery, hatpins, socks, ladies' underwear, boys' duck caps, suspenders, belts, souvenir postal cards, confectionery, pyramid of blue dishes, pyramid of rosebud-garlanded dishes—etc., etc., etc., "and then some!" I think many

of us would go crazy over such a multiplicity of things to find a place for—'twould be worse than moving.

\* \* \*

What person who loves The Open but is lost in admiration and secret longing in front of Foster, Stevens & Co.'s camping outfit! Everything needed for a good time on the bank of a good fishing stream greets the vision. At the right is an improvised tent, in the peak of which are hanging an electrically-lighted lantern and a papier mache ham. Inside one sees hip-high rubber boots and a fish basket. The entire floor is covered with dark green cotton cloth that looks like denim. If the one who arranged this fine window had gone to the trouble to have the floor covered with fresh green sod and had made a bed of pine or willow boughs inside the tent the picture would have been more complete. In the middle background is a sheet iron cooking stove with a high stovepipe of five lengths. There are three lids. One is partly off, and there is a warm glow inside coming from a deftly-concealed red electric bulb. On top stands a coffee pot, also an enameled kettle, in which is sticking quite a large papier mache fish. A pleasant-faced dummy boy, clad in a suit of canvas, stands in a natural attitude over the stove, with a small frying pan in his hand. His iron feet show! They should have been encased in lumberman's knee-high water-tight boots, to be sufficiently realistic. Near the stove rests a large telescope minnow bucket, gotten out by J. B. Hall & Co., St. Clair street, Cleveland. Strewn all around on the floor is about all the paraphernalia one could possibly wish for a really-truly camping-out. There are enameled plates and cups, kitchen knives, forks and spoons, a teapot, toaster, broiler, potato masher, various big and very stout knives, a combination knife, fork and spoon, a pail, rods and reels, three or four guns and a coil of wire. In the stove oven is seen a pan containing a browned and tempting(?) papier mache roast, and two large musk melons of the same material lay near the tent. Other necessities are a fish net, two lanterns of as many sorts, axe and several sizes of hatchets, while on a wooden box is a good-sized dishpan. The box must be a "combination" piece of camp furniture, for next the dishpan calmly sets the washbasin!

When I stopped to look at this entrancing window all ages stood rooted to the spot, from the five-year-old up to the one of "three score years and ten," demonstrating that they all heard "the call of the wild" and longed to answer it.

The patient man deserves a place on the rostrum with the princes of Paradise.

**Saves Oil, Time, Labor, Money**  
By using a  
**Bowser Self Measuring Oil Outfit**  
Full particulars free.  
Ask for Catalogue "M"  
**S. F. Bowser & Co. Ft. Wayne, Ind.**



**THE EMPLOYER.**

**Why He Is Not Always To Be Envied.**

Modern business life has had the tendency to impress the young man too strongly with the idea of entering business as an employer of men. In general the position of the young man of ambition seems to be to consider either a profession in which he may shine as an individual worker or a place in business through which the work of others may make him fortune. In calling attention to this tendency of the age, it wholly is unnecessary to suggest the position of the socialist and his philosophies. Men are working for men and no one yet has pointed with certainty to any practical remedy for the condition. So long as this is true, the idea that it is more desirable to be in the position of hiring men's labor than to do labor for hire will obtain. Once in the South the statement that a certain man owned 200 or 500 slaves carried social prestige with it, while the white farmer who tended his own acres was "poor white trash," even to the negroes in bondage. To-day in modern business it is not hard to find a spirit of at least commercial arrogance in the employer of many men. It is a position carrying a certain community distinction and in recognition of the fact the young man is inclined to overestimate his chances as an employer.

It requires no statistics in confirmation that the proportion of employers to the employed is less to-day than ever it has been in modern times. Great organizations of capital are putting more and more men every year into the ranks of employes. But in even the neighborhood groceries and markets of the cities it is marked that where twenty-five years ago there might have been three stores in the block, with three proprietors, three delivery wagons and six employes, the tendency now is for a single proprietor, with six wagons and twelve employes.

I know of one marked illustration of not only the tendency to centralizing the grocer's business but of proof that men who are incompetent of management of their own weekly salaries are nursing dreams of the impossible in business.

Seven or eight years ago an ambitious young fellow opened a grocery and market in Hyde Park in Chicago. It was opened on lines to attract a good class of custom and one of the first clerks employed was a little Irishman, who had the least noteworthy appearance and manner in a crowd. But he was a good salesman, and after he had impressed himself on a customer, the customer was likely to step into the shop and look past two or three other clerks to find him.

Four years ago or more this small Irish clerk bought out the owner of the first grocery and market and since then he has bought two other stores on the South Side, installing managers for them, and in the conduct of these places he is growing wealthy. But the oddest fact in connection with these stores is that the founder of the original store is an

employe of his own former employe and is a salesman only in the store that he founded eight years ago. He is on the best possible terms with this Irish salesman who bought him out, but the Irishman has not seen his way to making his former employer even a manager for one of his branch houses!

Talking with a man who knows both these individuals personally and in business capacities, I asked how the transformation came about. The original founder of the store had inherited several thousand dollars and with the idea of going into business where he might be the employer of men, the grocery store had appealed to him. In the conduct of the business he allowed a credit system to eat into his profits and involve him. The little Irishman—who entered the store as a clerk and without hope of ever aspiring to ownership—saw wherein the proprietor was failing and when he finally got money with which to buy out the shop, he began a cash business, wholly. He grew naturally into the still growing business of the branch houses.

The lesson of this little story is that the employer of men is not one to be elected by himself out of hand. It is recognized that some men naturally are leaders of men in whatever field attracts them. But it is a question if many of these leaders are discovered to themselves by their own ambitions to govern and manage others. No university course attempts to turn out a fullfledged manager of men. Even the graduate of the army and navy schools starts his military career low in the scale of commanding. His post-graduate school is experience and his future rests upon the practical application of this post-graduate knowledge.

Until the idealist has preached successfully the doctrine of a socialistic Utopia, in which every man shall labor for himself, the ambition to manage a business and command men will be commendable. But in a thousand businesses to-day the freest individual in the business world is the man who is employed by another man at a fair salary. His employer every day may be making individual concessions which the employe himself would not tolerate. His employer may have business anxieties under a fraction of which the employe would break down in a week.

These are things which must be weighed by the young man who is ambitious to enter a business of his own. To be a manager of men in its best sense the manager must think for himself and his interests and in addition think for the individuals in his organization. As to how closely some men must think, I know a building contractor who has issued orders to his carpenters never to stoop to pick up a fallen nail, for the reason that the time lost in the act is worth more than the nail.

John A. Howland.

Who could question the devotion of a man who doesn't wince when his wife calls him pet names in public.

The church that courts the rich loses its riches.

**Took His 'Roaches Alive.**

Most bakers think of a cockroach about the same way as the old western saying classified the Indians, "The only good Indian is a dead one." However, here's one man who thinks he can kill them in the mass more economically than one by one. This is how he tells it: "There's everything in knowing how. If every one knew as much about roaches as I do the vermin would soon become extinct. They were the pest of my life when I was in the restaurant business several years ago. There was nothing that disturbed my peace of mind like the sight of a roach walking leisurely across the table in plain view of my customers. I tried every means I could devise or hear of to get them out of my house; but everything was a dismal failure until finally an accident happened which gave me the idea I needed. One night some one happened to leave a cake box—one of those japanned tin affairs—standing open. Next morning about a pit of roaches were found in the box. They had been able to climb the outer surface and get inside, but the interior surface was too smooth for them to scale and they were corralled. Well, that put an idea in my head. I went to work next evening and steamed some cake so that the insects could smell it a long distance and put it in the box. Next morning I had about a half-peck of the vermin. I kept the thing going for a week and captured every roach in the house. This is something that a roach-ridden people should know about."

**Mexico's Soda Lakes.**

Under the blazing sun of the desert, surrounded by barren and bleak sand dunes, lie vast lakes of crystals of carbonate of soda, to all appearances great masses of snow and ice, but in reality a substance from which will be made millions of tons of soap and millions of panes of glass. At only one other place in the world is natural soda found under conditions which admit of industrial development, and at that place it must be shipped several hundred miles by rail, and many tons of water must be evaporated by coal to obtain a ton of the product.

The Mexican lakes are within 3,000 yards of the sea, and the fierce sun and heat of the desert attend to the evaporation. The world's consumption is very large, amounting to several hundred thousand tons annually, and at present nearly all of it is manufactured from common salt with the use of expensive machinery. At Adair Bay, when the temperature is right, the water of the lake crystallizes into pure carbonate of soda, nature doing what man requires ex-

pensive machinery and vast amounts of coal to do.

The Mexican government declines to dispose of these lakes to anyone, President Diaz believing that they may become sources of enormous income to the country, just as the nitrate of soda beds are to Chili. What it may mean to the soap and glass industry of Mexico may be judged when it is stated that at present manufactured soda, one of the principal items of cost, sells for \$75 per ton in parts of the country, while the same article from Adair Bay may be delivered for less than one-third of that price. An estimate of an engineer is to the effect that there is enough soda on top of the ground to produce 100 tons daily for seventy-five years.

**His Idea of an Anonymous Letter.**

A certain Virginia printer has long retained in his employ a colored porter by the name of Ezekiel. One evening the printer left the office, leaving behind him a letter he had forgotten. Some time later he remembered the communication, and, as it was of some importance, he hastened back to the office, only to find that the letter was nowhere to be seen. He had a distinct recollection that the letter had been left on a flat top desk. He summoned Ezekiel and asked if he had seen the letter.

"Yessah, yo' lef' it on yo' desk."  
 "Then where is it now?"  
 "I mailed it, sah."  
 "You mailed it! Why, Zeke, I had not put the name and address on the envelope!"  
 "Jes' so, sah! I thought it was one of dem anonymous letters."

**Husband's Retort.**

A man, accompanied by his wife, visited a merchant tailor to order a suit of clothes. The couple differed as to the material, and the manner of making and the wife lost her temper.

"Oh, well," she said, turning away, "please yourself; I suppose you are the one who will wear the clothes."  
 "Well," observed the husband, meekly, "I didn't suppose you'd want to wear the coat and waistcoat."

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E. A. STOWE, Editor.

Wednesday, July 11, 1906

### GERMAN DIPLOMACY.

The avenue of approach to the American diplomatic service is for the most part political. There will be less politics in it than previously if Secretary Root has his way and his way is a good one. It is interesting to note the amount of preparation that is necessary to get into the German diplomatic service. The young man who has ambitions in that direction must first study jurisprudence three years and then serve two years as an assistant in some court of justice. All this is only preliminary and when this much has been accomplished the foreign office will look the young man over and determine whether he appears to have the requisite qualifications for diplomatic service. If the authorities like his looks he will be taken into the foreign office and allowed to work a year without compensation, during which time he is expected to learn a great deal. Thus far the ambitious youth has put in six years studying and getting ready to be a diplomat, but to suppose that he is counted fit to begin is a mistake, for according to German ideas his education is only fairly commenced.

Bear in mind that through all this six years the aspirant has not been getting rich out of the public treasury, but has practically been going to school. Having passed the preliminary stages he is then appointed to some minor position in connection with a foreign mission, where he remains for a year or two, with the privilege of working for his board. Having added experience to the book-learning he is permitted to go back to Berlin and is there required to write three papers, one on political science, another on constitutional law and the third on international law, and one of these papers must be in French. The authorities read them over carefully and mark them as college professors would in a written examination. Then the candidate has to stand for an oral examination in commerce, political economy, geography, law and history, a part of which examination is also in French. If all these tests and trials are successfully passed the aspirant is eligible to appointment as secretary of a legation at a salary. If he makes good in that

position he may be appointed consul somewhere, then minister and perhaps later on an ambassador, but whatever position he gets it can be depended upon that he is thoroughly qualified to fill it acceptably. So much time and work will hardly ever be required to get into the American diplomatic service, but if something of the same plan were pursued our service would be a great deal better and abler than it is, and goodness knows that though under Secretary Root it is better than it used to be, there is still room for improvement.

### HAS HAD HIS DAY.

"Yes, the road is to be built. The surveys are completed, the line has been, practically, located, our village franchises are assured and we know the cost of our right of way. All we need now is the placing of a million dollars of bonds."

The foregoing outline was enthusiastically voiced the other day in relation to an interurban electric railway which, it is promised, will soon be in operation between certain Michigan cities. And the man was in earnest. "All we need is to sell a million dollars of bonds."

That isn't a very great problem. The land is full of anxious capitalists fatigued to the last limit with the onerous duty of receipting for interest and dividends and who know not what to do with their idle surplus. And what better than electric interurban railway bonds?

That is to say, the cash end of the problem is an easy one, provided.

Provided what?

Provided the proposition is squarely and unquestionably tangible and right in all of its phases. Surveys do not, broadly speaking, cost very much, at least in this section of the country, and rights of way and franchises are essential. But there are other and more potent features. What are the possibilities for developing business? What is to be the cost of construction, equipment, operation and interest? Nail these latter facts first and without qualification and then go to any good, old fashioned financial institution and state your case. If you are right you will at once receive a forceful illustration of the value of Davy Crockett's homely old saw: "Be sure you're right, then go ahead."

This chasing around after village and city franchises, this eternal search after something for nothing, won't do. Neither will it do to coddle that threadbare delusion that you can fool all the people all the time. Municipalities, corporations and individuals have undergone a post graduate course in education as to such efforts the past few years, and under the terms of the diploma they have won; the large, pompous, loud-talking, money-spending and bejeweled promoter who has nothing but nerve to dispose of must go into permanent seclusion.

The most bitter feature of defeat is the sympathy that goes with it.

A man with a fiery temper is not necessarily warm-hearted.

### NEW GOVERNMENT BUILDING.

It is a far cry from the affixing of our President's signature to the enactment appropriating half a million dollars for a new Government building in Grand Rapids and the final verdict as to where such a structure shall be located.

It is no new thing for the Government to select sites and construct costly edifices for its own use, and so thoroughly accustomed to such duties are the Supervising Architect and other Treasury Department officials that they are entirely immune in the presence of local throes, convulsions and disruptions over the relative values of local conditions, rights and sites. The representatives of the General Government are expected to build for a lifetime at least, and then, too, there is now, thanks to the National Association of Architects, a professional pride which must be considered.

Accordingly, all other things being equal, the cost of respective sites enters largely into the problem, so that the donated site—again all other things being equal—has a very pronounced advantage over those for which the Government is asked to pay a price.

All of these things combine to make the Government building process a slow one; more often than otherwise, a tedious one. And so it isn't worth while to throw fits over the present situation. The Supervising Architect may accept the invitation of the Board of Trade—extended by our thoughtful Congressman—to visit the city as the guest of our active and exceptionally strong public welfare organization and he may not. He may visit us or it may be that he will send a deputy. Whichever gentleman comes he will be most hospitably received and will be "loaded to the gunwale" with facts, statistics and suggestions as to our city.

And he will need all we can give him. The banks might prepare a statement, accompanied by fair, conservative conclusions, based upon the statement as to the probable commercial and industrial development of our city during the next twenty-five years; the city departments should, each one of them, prepare its similar presentation in regard to probable necessary improvements, aggregate assessed valuations, rates of taxation, annual expenses, and so on; our local Real Estate Exchange might, with profit to our city and to the great advantage of the Government officials, prepare a rational, fair exhibit as to real estate values, the various rental fluctuations and standards; then, too, our Board of Trade might obtain from the railway companies facts and figures illustrating the development of the freight and passenger traffic originating in this city. All these things, and more of a similar character, might and possibly will be done and, if done, will be of value; but altogether they will not touch the key-note of the problem.

Under present Postal Department regulations and resources and by virtue of present day urban and interurban transit facilities the geography of a city having a population of one

hundred thousand or upward has very little bearing upon the location of that city's postoffice. It is wholly safe to say that less than 5 per cent. of the residents of such a city ever visit the central postoffice; and that four of the 5 per cent. who do visit that establishment rarely do so except at noon Sundays and during the holiday season. And so a city's geography is hardly essential in consideration of the question.

Twenty-five years ago the cities of Cleveland, Pittsburg, Detroit and Milwaukee selected sites for their postoffices which to-day are "sore spots" because of the changes as to business trends which have developed since those selections were made. And one city, Cleveland, at very heavy expense, is developing a plan, an artistic entity, which is to include the postoffice and all municipal buildings. Detroit has a Municipal Art Commission which, penuriously supported, is doing as well as possible toward leading public opinion in the same direction. So, too, in a score of cities East and West, geography, indispensable in its sphere, is giving way to lines, perspective, light and shade, proportions and design. In a word, we are beginning—have barely begun—to learn how to build as though desirous, even affectionately anxious, that some one who may live in the next century can share the joy we feel when we do something really fine in an architectural way.

Topographically Grand Rapids is superior to the average city in its adaptability to artistic municipal architecture with right angles, acute angles, river, hills, valleys, forest trees and vistas in abundance. To make as much, even half as much, as is possible of these resources requires large outlays of money, of course, but much greater investments in the line of local loyalty, patriotism and public spirit. Incidentally, fine appreciation and taste must not be wanting, and withal must come a faith that any three men and two women or any three women and two men who have devoted their lives to the study of landscape architecture and are recognized as superior in that branch of mechanical art, can produce more permanent and more artistic results than any thousand or ten thousand dilettanti who are dreamy and in the thing for the fun of it.

Moreover, no group of skilled designers, however great they may be in their art, can accomplish even good results if hampered by politics, religion or personal interests.

Such enterprises, developed to the limit of the best possible results, must be made up chiefly of broad, generous and harmonious citizenship with united faith in the city's possession of the natural essentials, and with coordinate confidence in the judgment, rectitude and skill of those selected by such a community to carry out the undertaking.

At the end of the road of Wisdom stands the Temple of Silence.

Lots of times it is safest to smile in your sleeve.



## GOLDEN HARVEST.

## The Good Barker Can Always Make Money.

In their own language, Behold the spielers! They know no trade, neither are they proficient in any of the professions, yet nowhere may be found any class of workers so entirely congenial with their work, and at the same time drawing good salaries and having many opportunities.

A good spielers with a reputation can earn \$75 a week. A poor one will make less, but the best in the business earn more. The average pay for the good ones is \$50; the minimum around \$40. Their work is seasonable, although now, with the prevalence of open air shows all over the country, the spielers, by moving about, can keep himself employed the year round. His opportunities for securing an amusement enterprise of his own, however, constitute his chief good fortune, and many of the most prosperous showmen of to-day once made their living by spieling.

One of these is a young man who gives his age as 26 and who lives in Chicago. Four years ago this young man had a position as spielers for one of the cheap shows at Ferris Wheel Park. He drew \$20 a week for his services. One day he found himself the possessor of \$200. On this same day the manager of the show by which he was employed skipped for parts unknown, leaving the usual company of unpaid performers, unpaid royalties, rents, etc.

The young man saw an opportunity. He announced himself as the new manager. No one disputed his word. He spent every cent of his \$200 in the next two days. Most of it went for current expenses and salaries. Local papers had a story about the incident, and other papers took it up. The little show had more advertising in the next week than all the rest of the park. It began to prosper. The young man wound up his affairs that autumn with \$10,000 in the bank. He never stopped going up after that. He is now Secretary and Treasurer of one of the largest amusement parks in the country and is worth \$300,000 to \$400,000.

It is not to be supposed, however, that the way of the spielers always is like this. But it often is profitable. His work is not easy. In fact, it is impossible to the man not possessing a natural inclination and ability for it, although at the same time, it must be said that the spielers is free of many of the worries of the average worker.

He does not have to trouble his head with worries about the condition of the stock market, nor about the ordinary cares that beset the ordinary worker. His voice, his "luck," and the weather are the only things that ever worry him. If his voice gives out he is indeed in a bad way, for a spielers without a voice would be much like a sailor without water. His "luck," as he pleases to call it, by which he means "good business," is an intangible something which most workers get along with-

out. It is comparable, possibly, to the actors' superstitions. If the luck is in good working order there is no way for the crowds to escape the spielers. It is the luck that counts. Just what this luck is the spielers can not himself explain.

"But anyhow, whatever it is, when it's right you can pull 'em without bothering to notice what they look like or what you're saying," he says. "When it ain't right, shoot high, shoot low, go up amongst the clouds, or fish for minnows on the platform, hand 'em the bunk that makes the tear water come, or give 'em something that will make 'em 'tee hee,' you can't take down a handful. To be right with this game you've got to have that luck most of the time. You've got to have it with you when you're taking milk. Without it you are like a barkeep trying to sell ladies' handkerchiefs. And you don't hold your job long."

The spielers has a vocabulary that is all his own, and which is not to be understood by common mortals. Translated, the foregoing means that if the "luck" happens to favor one, the crowd can be handled in a manner highly profitable to the affair for which the spielers is spieling, and when it is not favorable one can rave from one side of the platform to the other, hop into the air, bend low, and speak confidentially to the audience, talk in a manner to make the listeners cry, or make them laugh, and it is all the same. Success will not crown the effort. To be successful as a spielers one must possess this peculiar quality; and lastly, but not least, spielers are born and not made.

If the spielers was knowing in the things that concern the world of letters he would know what this peculiar quality is. Manifesting itself in another form, it might make the man who makes the successful spielers a successful artist, actor or writer. For the spielers is an artist. His art is the art of the side show, its end is the "bunking" of the crowds into spending money where they have no intentions of spending it. But it is real art, for it has been demonstrated in a thousand instances that the man who is not born a spielers never will become one, and the finished product is as far removed from the crude specimen as is the work of the finished writer from that of the raw country journalist. Of course the spielers doesn't know this. He possibly would be insulted if he were informed of it. His ways are not the ways of other artists; and anything that approaches them he is pleased to include under the general term of "long hair." For all this it is necessary only to watch his work to be convinced of his superior tactics.

Those who know only the spielers attached to the dime museum or the cheap side show—the raucous voiced youth who comments upon the superior brand of tattooed man to be seen on the inside for the amazingly small sum of 10 cents—are no more familiar with the genus spielers than the person who only has seen the work of the sidewalk crayon artist

is familiar with art. The side show spielers was good and sufficient as a representative of his craft ten years ago. Since then several things have happened, prominent among them the Buffalo Exposition, the Louisiana Purchase Fair, and the fair at Portland, Ore., and the White City in Chicago. The result has been the development of a new style of spielers, the making of the specialist, the creation of artists in a new line.

The spielers of the old days usually was a graduate of the canvas wagons, or possibly an outcast of the ticket wagon. He had a voice, a certain kind of smoothness, which took well in the rural districts, and he dealt with people who were unsophisticated in the matter of spielers. When he mounted the red box beside the ticket seller he had one formula of speech. It began with "Now, ladies and gentlemen," and it ended with "you get back your money."

Witness the changes which time and specialization have wrought even in the talk of the side show spielers. He no longer mentions the fact that he is addressing an audience of ladies and gentlemen. Oh, no! His manner when he leans forward to speak implies all that and much more. The people know they are ladies and gentlemen before he opens his mouth. His first words are something like this: "To the vast concourse which has been assembled by the multitude of attractions presented by the management of this enterprise," and he ceases with something similar to: "For we want to make every person here a walking and talking advertisement for us."

There is none of the coarse work of the old man in these phrases. The significance and meaning are the same; but the rough corners have been smoothed off—the difference between art and crudity. And the audience, which stands silent and respectful throughout the address, knows that it has been favored in being permitted to listen. Just what percentage of the total attendance at the amusement enterprises that employ outside spielers is due to his blandishments it is difficult to estimate. However, this is certain: no such place can be run without one. This would seem to indicate that it is the spielers and not the show that counts. Such is not quite the case,

but there is no question that some of the best spielers in the profession could wring dimes out of a crowd's pocket with nothing but an empty tent behind them.

The spielers himself, like all artists, likes his work. If he did not he could not hope to be a success. He takes a most unholy joy in convincing people against their wills and when he forces a crowd of chilly listeners to enthuse and "loosen up" he is satisfied with the satisfaction of the true artist. To accomplish this is no small feat. A complete and ready knowledge of human nature, the ability to distinguish and grasp the psychological moment, a natural bent for acting, and years of experience on the platform are all necessary. Without either of these the spielers would be lost. The crowds that patronize cosmopolitan amusements nowadays are shrewd judges of the people whose business it is to amuse them. Let the spielers falter, let him show in any way that he is not the finished workman, and the crowd will recognize it in an instant. The result is disastrous to the spielers and the affair which he represents. A crowd which discovers that it has been "conned" is not nice.

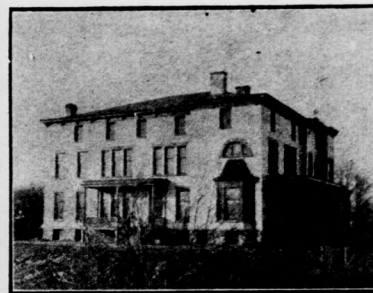
The extent to which a spielers may develop the ability to attract and hold a crowd's attention is illustrated by a yarn which comes from the St. Louis Fair of two years ago. It is a recommendation for the young man who "lectured" on the Johnstown flood spectacle. A newspaper sent a new reporter to describe the affair. The reporter went, sat through a performance, and came back to his desk to write. Before he could begin his story the city editor came over to him.

"Make this stuff an impressionistic sort of thing," said the city editor. "Tell exactly what you saw and heard, and what it all looked like to you."

The reporter bent to his machine and worked for half an hour. Then he turned in his work. It was as much as he remembered of the spielers' lecture. Thos. W. Prior.

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

#### Special Correspondence.

New York, July 7—Trade is fully up to the midsummer volume of previous seasons, and all hands look for a continuation of prosperity. Europe has within a few days taken a notion to sell coffee quite freely and, as a result, we have had a decided decline here, contrary to the general expectations. Jobbers generally report a fair demand, but with little or no invoice trading. At the close Rio No. 7 is quoted nominally at 73/4@77/8c. In store and afloat there are 3,285,477 bags, against 3,790,079 bags at the same time last year. While the feeling at the moment is not altogether cheerful, it is by no means depressed, and dealers all look for a better turn within a month. Mild coffees are unchanged and meeting with fair call. There is little change, if any, in East grades. Fancy Padang, 18@26c. Stocks of old mellowed coffees are light and quotations are firmly maintained.

There has been a heavy movement in refined sugar, so far as withdrawals under previous contracts are concerned. Orders have come by mail and wire from all sections and everybody wants the goods "rushed." The refineries are not reported as behind in filling orders as yet, but the usual experience will probably be repeated.

It is the same old story in the tea trade. It seems practically impossible to get up any enthusiasm among the people as to tea, and week after week the report is the same. Except for a fairly firm feeling in medium Congous the whole situation is one hardly worth talking about.

We have had a pretty good week for rice and orders have been for fair amounts, and they have come in quite freely. Reports as to the growing crops are more encouraging and dealers are looking forward with a good degree of confidence.

Spice quotations are pretty firmly maintained and the week has shown some improvement over its predecessors in the volume of business. Stocks are not overabundant and dealers seem to feel some encouragement that we will have a good fall and winter trade in spices. Singapore pepper, 11 1/2; white Penang, 14 1/2@14 3/4c; Zanzibar cloves, 15@15 1/4c; nutmegs, 16 1/2@18c, as to size.

The molasses market is notable for its continued strength and dealers will not be surprised to see a decided advance. The demand is sufficiently active to keep stocks very closely cleaned up, although, of course, the latter are not very abundant at this time of year. Syrups are steady and practically without change in any respect.

In canned goods there is simply an average midsummer trade going on and, except in the case of tomatoes, there is only a languid interest.

For the "love-apple," however, the condition is unsettled, to say the least. There are said to be no goods offering of the syndicate sort, which are now controlled by the banks. Some stock of the syndicate belonging to the "member from St. Louis" is reported for sale at 95c, delivered here. Outside stock can be picked up at 90c, but buyers are not falling over each other to gather in the goods, even at this figure, and their purchases are limited to about everyday wants. Futures are dull and hovering around 90c. For future Maine corn offers of 85c have been turned down and sellers would not be very eager to part with their goods, even at 90c. New York State futures are held at 70c, an advance of 5c from the opening. Other goods show little, if any, change in quotations.

The official figure for extra creamery butter remains at 21c, with occasional lots fetching a trifle more. There is a better demand than last week and the market is pretty well cleaned up. The under grades are in full supply. Seconds to firsts creamery, 19@20 1/2c; imitation creamery, 17@18 1/2c; factory, 15@16 1/2c; renovated, 16@18 1/2c.

Small sized full cream cheese is in very ample supply and prices are a trifle shaky—11c; large, fancy, 11c.

The better grades of eggs are firm and nearby stock is quotable at 22@23c; Western extra, firsts, 18@18 1/2c; firsts, 17c; seconds, 15 1/2@16 1/2c. The market, as a whole, is in better condition than a week ago and sellers are more confident.

### Opportunity for Advancement in Street Railroading.

Street railroading certainly is worthy of the boy's attention and his investigation. The work in every department, save the clerical, is much harder than is that of the mercantile business. The hours will be longer, and there is much exposure to weather, but no boy of character ever will refuse to enter a business solely because of the difficulties of the work chosen, provided he has the physical and mental strength to withstand the strain.

I would not advise any boy who has not a mechanical bent to consider street railroading as a business unless his ambition goes no farther than the position of motorman or the clerical side of the road. Without more than ordinary mechanical ability he will find it difficult to rise from the ranks. The operating department of a street railway requires a combination of mechanical and business ability; mechanical ability that one may understand the actual working side; business ability that one may be able to utilize profitably his mechanical capacity; and, further, the successful street railroader and operator must be a disciplinarian, be able to manage men successfully, and to meet quickly and yet with sound judgment the emergencies which continually are arising and which usually come without warning.

The street railway man, like the steam railway man, is said never to

sleep. He is a servant of activity and always is in motion. This business is one which the lazy boy and the boy without ambition will do well to avoid.

Mr. Herbert H. Vreeland, President of the New York City Street Railway Company, says:

"It long has been my opinion that most of the advice given by men of achieved careers to young people about how to start in life has been wasted. It has been addressed to the wrong party. Advice of that kind should be addressed to the guardians and not to the wards.

"Young men are without the experience necessary to estimate accurately either their capacities or their tendencies. An intelligent estimate of both, however, can be made by an observing, enlightened parent or guardian. To them, therefore, this advice is addressed concerning the choice of street railroading as a possible career.

"It goes without saying that no youth with strong literary and academical tendencies should be urged to this course. Such youths usually lack the physical as well as the mental temperament to make a success of it. The last thing this business tolerates is theorizing.

"Its basis is the ponderable and obvious, and it requires for its successful prosecution one whose temperament delights in the handling and adjustment of mechanical means and the solution of problems that arise out of physical conditions. If the youth under your charge shows an aptitude and inclination for practical work, if he wants to handle things, and displays an aptitude for making easy exit from his besetment, he is indicated as a developable street railroader.

"The work in a career of this kind forever is changing. Nothing remains settled. What you plan today for the use of all time is made obsolete to-morrow by a new invention, the completion of a new public work, such as a bridge, a tunnel, a terminal, or a highway. Where the crowds swarmed yesterday and clamored for accommodation now is a deserted square, and the quiet byway of yesterday is invaded by an army of men and women seeking means to get elsewhere. You must adjust what means you have to meet these sudden tidal changes with economy and effectiveness, and such a boy as I have indicated gives promise of being the man for such emergencies."

Mr. T. E. Mitten, First Vice-President of the Chicago City Railway Company, says:

"I might say that 'street railroading' means more and has a much wider scope than formerly. This is on account of the adoption of electricity as the motive power and the subsequent building of high speed, long distance interurban lines in connection therewith. The methods in vogue with steam railroads are followed closely by the electric street and interurban railroads, so that, perhaps, the qualifications necessary for a successful steam rail-

road man also are applicable to the street railroad man.

"To answer literally the query, 'Why would you advise a boy to take up street railroading as a means of livelihood?' is a difficult matter. As in other fields, there are arguments for and against it. I will say, however, that a boy entering the railroad field eventually may reach a high and influential position and be of great benefit to the community at large.

"The essential qualifications for a successful railroad career perhaps are the same as for any other—namely: good health, a willingness to work hard, with, of course, some natural ability. I would advise the boy who considers seriously taking up the work to start in at the bottom and learn the business in all its many branches in a thorough and practical manner. It is the practical man who is wanted at the top to-day. There are thousands of capable office men, but the number of really capable practical men is in the minority.

"Learning the business in the practical way may not be as pleasant as office work. At first the work would be hard, the hours long and the pay small; but unquestionably this is the proper way to begin."

Nathaniel C. Fowler, Jr.

### Requirements for Egg Grades in New York.

Extras—Free from dirty eggs; good uniform size, 80 per cent. fresh, reasonably full, strong bodied; 1 1/2 dozen maximum loss.

Extra Firsts—Reasonably clean and of good average size; 65 per cent. fresh, reasonably full, strong bodied; 2 dozen maximum loss.

Firsts—Reasonably clean and of good average size; 50 per cent. fresh, reasonably full, strong bodied; 3 dozen maximum loss.

Seconds—Reasonably clean and of fair average size; 40 per cent. fresh, reasonably full; 4 dozen maximum loss.

All must be in new cases of good quality, smooth and clean, with sweet, dry, substantial fillers with flats or suitable substitutes under bottoms and over tops.

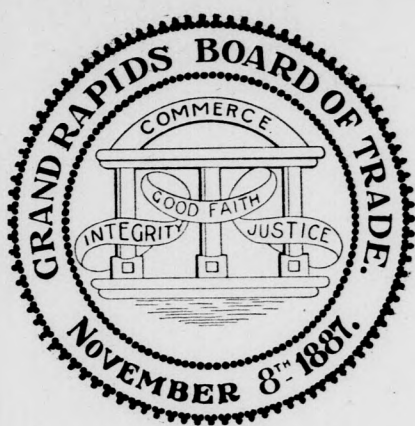
When sold "storage packed" all grades must be in new, 30-dozen, whitewood cases, well seasoned, smooth, clean and substantial; fillers dry, sweet, medium or No. 1 with flats under bottom layers and over tops; packing sweet, dry excelsior unless otherwise specified. Storage packed extras must not exceed 12, or firsts 18 checked eggs to the case.

There is not likely to be any further change in these requirements during the summer and fall.

### Striking a Snag.

A little boy, with an interest in the meaning of unfamiliar words, said to his mother, "What is the meaning of 'civil'?" "Kind and polite," answered his mother. A puzzled look brooded for a second on the boy's face. Then he said, "Was it a kind and polite war that was in this country once?"





# Perpetual Half Fare Trade Excursions To Grand Rapids, Mich.

-Good Every Day in the Week

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

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

### Amount of Purchases Required

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

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

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





### The Undersuit, Hosiery and Knit Goods Situation.

Existing conditions governing the Chemnitz situation make a seller's instead of a buyer's market. When opening prices on fall hosiery were quoted American importers, as a rule, refrained from placing substantial orders, thinking that perhaps the advances then asked would prove of short-lived duration. To-day indications are that far from being of temporary character, the increased cost will continue in force for at least a year. Meanwhile, a steadily rising market is among the probabilities that the trade may profitably consider. Prevailing circumstances are such that manufacturers have no alternative than to demand higher prices. The necessity of consumers paying more than heretofore for given grades of hosiery is obvious, inasmuch as the retailer will be charged in proportion to the additional outlay on the part of the wholesaler. The margin of profit does not admit of the dealer standing the extra expense alone. Discriminating customers in the average community will generally prefer to share the difference than to accept inferior qualities at prices heretofore ruling on better lines of merchandise. The bullish tendency of foreign hosiery producing districts illustrates the logical lesson of cause and effect. The outcome is not a case of "boom" market. On the contrary, primary handlers of hosiery are compelled to adopt the present course.

Latest advices from Chemnitz report that current advances on half-hose range from 10 to 20 per cent., according to cheap or fine grade of stock, and relatively higher figures on women's hosiery. Chemnitz being the largest and most important hosiery market in the world, popular attention is naturally directed thither. The consumption in the United States of hosiery made in Chemnitz, although both in volume and money measure quite extensive, is considerably smaller than that of any representative country abroad. Many producers give preference to buyers hailing from other parts of the world than America, because manufacturers are enabled to obtain better prices on given numbers. For instance, English trade is favored owing to the reason that the free-trade policy in vogue in that country allows of English firms paying more for stock in Chemnitz and still emerging from such transactions winners when the selections are disposed of over the counter. The statement is made that more German hosiery is now exported to London than has ever been known in the history of the knit goods industry.

"Cotton high and labor scarce," is a true summary of the state of trade in Chemnitz. Cotton is more generally employed nowadays in textiles and in other branches of manufactur-

ing than in previous years, and in consequence of this widespread utilization, hosiery interests are adversely affected to some extent. The introduction of extreme-length lisle and other kinds of fabric gloves serves as a direct cause of scarcity in labor among hosiery mills. These styles in handwear are scarcer than hosiery stocks at Chemnitz. Help is daily quitting employment in hosiery plants in that city to engage in the knitting of gloves, for which more attractive wages are offered than can be afforded in hosiery work. There is practically no limit to the fancy prices that can be readily obtained on elbow-length gloves, whereas the advances yielded from hosiery are not in such sharp contrast. Another drawback from which Chemnitz hosiery manufacturers suffer is that where, in preceding seasons, husband and wife worked together at the knitting frames, now a wide-awake husband is in position to earn a weekly amount equivalent to the sum that both used to make; hence, he elects to have his spouse remain at home. It is usually impossible in prosperous times to induce the day force to work at night, and sufficient help is not available to organize separate shifts of operators.

The greatest scarcity is on lisle hosiery. Only combed Maco yarn enters into the manufacture of these goods. Most of the hard-finished twist is applied by English work people. When the "doubblers," as this class of operators is termed, complete their treatment, the yarns are shipped to Chemnitz ready to be made up into hosiery.

American importers who have paid increased prices for goods encounter still further trouble when liquidating customs duties at this side. The tariff being based upon "market value," instances are frequent where the same grade of goods, which were formerly brought in at a given rate, are now required to be entered under a different duty or higher classification because of the advances ruling at the Chemnitz end. Recently several protests filed by local importers from such decisions on the part of the appraiser's examiner have been sustained on appeal.

Domestic manufacturers claim that marked progress has been made in their output. Within the past few years. Of course, the matter of increased cost of yarns comparatively concerns producers of American-made hosiery equally with foreign manufacturers.

It is interesting to observe the close attention accorded athletic-shape undersuits this season. Last year the demand for these garments taxed supplying quarters acutely. Extended provision has been made for immediate delivery this summer by houses making a specialty of underwear, as well as by other firms that have lately been making a feature of these goods. The knitted knee-length, sleeveless union suit is a pronounced seller, dividing call with the two-piece woven underwear. The latter may be had in plain and fancy nainsook, madras, percale, pongee

and mercerized cloths. Separate knitted garments come in lisle mesh, silk and linen, Balbriggan, Sea Island, featherweight merino and cashmere. Coat-style shirts are approvingly regarded. Both fashioned and cut garments are rated excellent property.

In regular or ankle length underwear high colorings are in evidence, adapted to discerning patronage. These shades reflect European and Continental effects.

In novelty half-hose embroidered figures and clockings occupy prominent position. These are very effective on brilliant and silk lisle grounds: tan, helio, gray, Burgundy, cadet blue and lavender. Some new gray half-hose of French lisle are especially pleasing with delicately embroidered fronts. Plated or changeable effects in men's hosiery are shown in particularly artistic combinations. Mixed colorings in superior lisle half-hose are harmoniously relieved by satin stripes. Pure silk black hose are offered with either self or white embroidered insteps. White silk half-hose, enriched with self-embroidered fronts, are as high as \$5 per pair.

White lisle hose is receiving unusually active enquiry. The request for same, with contrasting geometrical designs, is also spirited. Drop-stitch fronts are among foremost movers in lace half-hose. The movement of tan stock is brisk in consequence of the widespread use of oxfords.—Haberdasher.

### Customers Should Keep Out of Clerks' Quarrels.

Written for the Tradesman.

When a customer sees two clerks quarreling he generally wants to run away from them as fast as his two leather soles can carry him. He seldom cares to take sides with either of the disputants, for he will be making an enemy, sure as preachin', of one of them. He is a "wise un" if he keeps out of the controversy and lets the members of it fight out the matter to suit themselves. He only gets "his trouble for his pains," with nothing to show for "buttin' in." He should keep out of clerks' quarrels as he would keep out of the fire. He will get scorched if he doesn't.

Jennie Alcott.

Because a woman is nervous is no sign that she is nery.

## 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.

**Hermanwile**  
GUARANTEED CLOTHING

"The Best Medium price  
Clothing in the United States"



A retailer in New  
York City told us  
the other day:

"There's no use talking about advertising your line for me—I haven't a dollar's worth of 'Hermanwile Guaranteed Clothing' left in my store, and I bought a good big bill for spring, too I'm loaded up with other lines, and I wish my whole stock had been 'Hermanwile Guaranteed Clothing.'"

And only clothing  
with style and fit  
will take in New  
York.

If you would like  
to see samples of  
"The Best Medium  
Price Clothing in the  
United States"—the  
line which sells—  
write us.

NEW YORK CHICAGO MINNEAPOLIS

**HERMAN WILE & CO.**  
BUFFALO, N. Y.



**Why Young Men Dread the Hazards of Business.**

Opportunity may knock at a man's door many times, despite the pessimistic poem of Senator Ingalls to the contrary; yet the guest is not recognized and embraced, but turned away. Sacrifice of some sort is demanded when opportunity is entertained and few are willing to accede to her demands.

"I have offered a chance to make a fortune to a number of young men," said a business man lately, "but because it came in a guise curtailing their spending money every one of them refused. My line is profitable and I need more help. I am getting old and want some one to share the responsibility. It only is a matter of a few years more when I shall have to retire. I would like to do so now, but I do not want to throw away my business and can not sell it to advantage. I want a young partner now to further develop it, to whom I may sell on easy terms later.

"I have given several of my employees a chance to buy a half interest, paying a certain percentage of their salaries each month as capital, but they shy like a colt at an old newspaper tossed by the wind.

"Truth to tell, although they know that the business is paying, they are willing to share all profits, but fear the risk of loss; then, too; it means some self-denial to curtail their income, even although they may have much more money a year or two later, they really prefer a certain amount of salary now to the possibility of having three times as much a few years hence, together with the present sensation of being their own boss.

"I have made this proposition a character test for several years and as yet have found no one who has the courage to accept my offer. Four bright young fellows are working for me now, content to make less than I would think of accepting for the work that they do, but when I ask them to put 25 per cent. of their wages into stock of an incorporated company which pays fair salaries and goodly dividends they decline.

"A few cigars the less and of a cheaper brand, a smaller room, not quite so much fancy haberdashery, and a general lessening of their luxuries would place them in an independent position, but they shrink from such self-denial; they lack will power to reduce expenses and they will remain salaried men to the end of their days, with a strong possibility of having to seek new positions every few years until at last they are declared too old to work and the almshouse or dependency upon others is their fate."

This man spoke strongly, for he was in earnest. Thirty years in business in a modest way had given him a wide and varied experience. Yet there is something to say for the other party. Probably he knows more of his own limitations than his employer. The percentage of failures in business against those who succeed is disproportionate.

Quite recently a bright young mar-

ried man refused an offer of capital to go into business for himself.

"Not for me," he said. "Now I know what I am to have Saturday night, and when I come home I leave my business shut up in the office. This eating and sleeping with the shop always for company is not to my taste. I like to see the ghost walk at regular intervals, but I would not like to do the spiritual act myself. If I don't like this boss I can get another one, and if I want to travel I can pack up and quit at short notice. Me go into business and be a slave? Not on your life."

This clearly phrases the idea of many who do not see beyond the pleasures of to-day. Youth ever is optimistic and oversanguine. It refuses to peer into the dim vista of the future. Of course it refuses to see the time when it may grow old and decrepit, and find a new man in its place, and a curt dismissal in its own pay envelope. Naturally it will not be young then, but it will have had lots of sport and many good times. "Let us eat, drink and be merry, for to-morrow we"—yes beyond a doubt—"we die," but that is the way of nature. Bah! Let us think of something more pleasant. Who wants to talk of the grave? We are young and must be gay and happy.

Elbert Hubbard Lashes Upton Sinclair.

The "Jungle Book," by Upton Sinclair, is a libel on the Western farmers who raise the hogs and cattle.

It is a libel on the United States inspectors who are employed in the packing houses and render sworn reports of their work to the Government.

It is a libel on the workers in the packing houses, many of whom are people of intelligence, thrift and genuine worth and merit, who own their own homes, educate their children and live lives that are above reproach.

It is a libel on the men of brain

and power who inaugurated these plants and who serve the public and give work to thousands.

In its constant statement and suggestion of scoundrelism on the part of employers and the suggestion that they be deposed and that socialists be put in instead, it is a travesty on business and on human nature. If Sinclair is an example of an honest and sincere and competent socialist, then his maudlin sympathy, his ignorance, prejudice, malice and

unreliableness impeach him as a person unfit and unworthy of confidence.

He conceals everything which does not bear upon his side of the case, and magnifies molehills into mountains.

No lawyer or judge would accept his biased statements as truth. He states everything in gross and you have to take off 50, 40 and 5 per cent. to get the net facts and then guess.

Elbert Hubbard.

**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.

**Brownie Overalls**

**The Same Old Reliable Sizes**

Age 4 to 15.....\$3.25  
Age 8 to 15..... 3.50  
Age 11 to 15..... 3.75

Orders shipped same day received.

**THE IDEAL CLOTHING CO.**  
**GRAND RAPIDS, MICH.**

Two Factories



## DRY GOODS

### Weekly Market Review of the Principal Staples.

**Carpets**—The general condition of the wholesale carpet business is good, especially on the better grades of three-quarter carpets. The road men have done a nice initial business, in some instances exceeding last year, notwithstanding the higher prices. This condition is especially true of the Western trade, which has been better than the Eastern for the past two years, due in large measure to the fact that the country generally is in a very prosperous condition, and buyers are willing to pay advanced prices more readily, as they see no prospect of lower values this season. In fact, the tendency is for higher prices on duplicate business later on. The outlook for a good fall business is favorable on three-quarter goods in Brussels, velvets and axminsters.

**Rugs**—Show an improvement over last season, particularly in the better grades, in carpet sizes, 9x12 feet.

**Bleached Goods**—The bleached goods market in general still holds very firm. It is said certain well-known ticketed lines are so well sold up that slight advances in price are quite possible. During the past week the buying done on bleached goods has been very general, so that the total has shown pleasing proportions. There is now no weakness to be noted in any of the bleached goods lines, and in some instances it is practically impossible to obtain goods in any sizable quantity for near-by delivery. Prices are much stronger than they were two weeks ago, being in some instances an eighth of a cent higher. Not only are the regular lines very firm, but also those of special construction are well sold up. While the buyers have not bought with the freedom that they did last year, they are asserting that they will do further buying in the future. Indeed, there seems to be every promise that the season will be the equal of the previous year.

**White Goods**—The prices on the white goods have during the past week shown no weakness, notwithstanding the fact that the staple and yarn markets have shown signs of weakening. On the fall deliveries the demand for the plain white goods in the medium and heavy weight grades is fully up to last year's, and the orders received compare very favorably with those of last year. This demand has had a steadying effect upon the market. In both the plain and fancy white fabrics the buyers have taken the spot goods in such volume that the prices have remained steady. The business consummated this summer has been very heavy, and there is every indication to warrant the belief that the same condition will prevail next spring. The fine lines of white goods that have been shown have received much

attention, and a fair volume of business has been done.

**Ginghams**—Fine dress gingham are now being selected for 1907, and the demand is fully up to that of the corresponding period of last year. Some seem to believe that last year's record will be broken. Many of the high-priced lines are being ordered, especially in the sheer fabrics. Besides these the other high-grade, ticketed goods are being moved quite freely. The Western buyers are demanding in greater volume than ever before the high-grade lines, which in conjunction with the usual volume of these goods taken by Eastern buyers gives every indication of a big business being done. High prices have, of course, caused a certain amount of conservatism in buying, yet despite this the demand is very strong. The attractiveness of many lines, both as regards the fair although higher prices asked, as well as the styles, is causing fairly full orders to be placed upon them. The cheaper lines of gingham continue to occupy their former favorable position as regards the late fall buying.

**Hosiery**—Never in the history of hosiery has the demand been so great and continued. All branches come in for their share of the prosperity at the appointed time, which shows that the state of the market is a normal one, removed to a higher altitude. Among the older element there is a disposition to believe that some of the houses may not be able to make good in deliveries. This is the reason why they advise caution and buying from the most reputable houses. The speculative spirit has taken a fairly strong hold of the market, and should things go the wrong way, there is a large volume of goods that stand a good chance of never being delivered, or if they are delivered they will not be up to the sample. This is not a new condition, for in this year's market goods have been delivered short of the sample, but have been kept rather than returned from a fear in the mind of the buyer that if returned he might fare worse or even might be without goods altogether. This condition of affairs is really unique, with the tables completely turned. Where in other years the goods would have been returned without ceremony, they are now kept and the buyer thinks again. To be sure, this state of affairs has its bad features, but time will bring about a medium between what used to be and what is that will be better for all concerned.

**Underwear**—That portion of the underwear market which two or three weeks ago experienced such a marvelous run of business as it had never before in its history seen has at last resumed its normal state and is operating on somewhat more conservative lines. There is, in fact, nothing else for it to do, unless, perhaps, it may be to worry about making the goods. In many instances the manufacturers spin their own yarns, so they have not this item to contend with, and in this manner they are to be congratulated. Two great features of the most progres-



## New and Complete

Lines of Underwear, Mackinaws, Shirts, Pants, Overalls, Caps, Mittens, Gloves, Socks, Hosiery, Blankets, Comfortables, Outing Flannels, Prints, etc., for the fall trade are now being shown by our salesmen.

### "Good Stuff for the Money"

has been our aim in selecting the above lines and we believe we have it. Look us over before placing your order.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

## For the Fall Trade

We're now ready to take orders for present or future delivery on

### Fall Gloves and Mittens Fall Hosiery and Underwear

If our agents don't call upon you, we will be glad to have them do so if you so wish, or write us and we will submit you lowest quotations on any or all of the undernoted items:

**Gloves and Mittens** Infants', Misses', Men's and Women's Golf Gloves and Mittens. Men's Canvas Gloves and Mittens. Leather Gloves and Mittens (lined and unlined.) Gauntlet Gloves.

**Underwear** Men's and Women's Fleeced and Wool Underwear. Men's and Women's Union Suits. Boys' and Misses' Fleeces. Infants' Wrappers. Ladies' Vests and pants.

**Hosiery** Men's ½ Hose all grades of quality in plain and fancy colors. Women's Fleeced Hose. Women's Wool Hose. Infants' Hose, in plain and fancy colors. Children's Fleece and Wool Hose. Infants' and Misses' Knit Skirts in black and fancy colors. Fascinators in black, white and plain colors and fancy mixtures.

The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan



sive mills may be quoted as the disposition to "sell direct" and to spin their own yarns. These two features make the manufacturer more perfectly the master of his situation. In support of this, there is the sentiment that as there is a time for all creation to creep, there is also a time for it to walk, and that the benefit of these methods is now and has been demonstrated. Not only does it mean greater availability, but also that a better grade of yarn is possible at much shorter notice. Where the margins of profit are as close as they are in some instances, this is a pronounced advantage. While the great rush of buying is over, such a thing as absolute cessation is altogether out of the question. Many buyers are still in the market. Western houses continue to be represented. The big houses are still looking for goods, and, to quote one salesman, goods never sold as easily before as they did this year. That better prices could have been had there is really no reason to doubt. As a matter of fact, some have already demanded an advance and experienced no trouble in getting it. It is merely a matter of showing the goods and taking the order. Buyers realize thoroughly that prices will not be any lower, if as low, so that there is nothing to be gained by waiting. This reason and the experience of being caught short the last season stimulated them to early buying. In the opinion of many it is the part of wisdom to act as early as possible this year in all respects. It not only assures the possibility of a more ready delivery, but obviates the possibility of being left behind by an advanced market. Such a thing is liable to occur any season, but much more so this season. If it should be found that an advanced price may be easily obtained, there is no reason to believe that such a thing will not be brought about. By this is meant all classes of goods. It is a well-known fact that throughout the West the prices on the cheaper grades of goods were cut and cut badly in an unreasonable rush to sell goods.

#### Prosperous Condition at Flint.

Flint, July 9—The Peerless Heater & Valve Co., late of Detroit, has completed the removal of its machinery and material from the latter city and is now doing business in the plant formerly occupied by the Auto Brass & Aluminum Company. The new industry is already employing thirty or forty hands and expects to give employment to as many more within the next three months. For the present the company will devote its attention exclusively to the manufacture of brass and metal valves of all kinds, and later will take up the heater department of its business.

A corporation to be known as the Dominion Carriage Co. is in process of organization, with Flint and Toronto persons as stockholders. The necessary papers are being prepared and a meeting for organization will be held in this city some time this month. The company will be capi-

talized at \$250,000 and its plant will be located at Toronto, Ont. It will take over the business of the Canadian plant of the Durant-Dort Carriage Co. at Sarnia, Ont.

A meeting of the stockholders of the Buick Motor Co. has been called for to-morrow in this city to vote on a proposition to sell the building at Jackson, soon to be vacated by the company, to the Whiting Motor Co., a new corporation which will shortly file articles of incorporation. With the removal of the Jackson department of the Buick Co.'s business to this city this summer the Whiting Co., in which Flint capital is interested, will take up the manufacture of four-cylinder cars for the Buick Co., which will manufacture only two-cylinder cars at its big new plant here.

The annual convention of the traveling salesmen of the Durant-Dort Carriage Co. will be held here this week, beginning to-day and continuing until Friday. A business session will be held each day and the remainder of the time will be devoted to banquets, boat rides and other forms of entertainment which have been arranged for the enjoyment of the visitors.

The Michigan Paint Co. has awarded the contract for a four-story factory building to be erected on Saginaw street, in the heart of the business section of the city, and expects to get settled in its new industrial home some time next fall. The company began business here in a small way in 1900, and under the efficient management of Irving B. Bates, its founder, present President and General Manager, has grown in dimensions and importance until to-day it is an established factor in the paint industry. In its present inadequate quarters the company gives employment to seventeen persons, and when the new factory building is ready for occupancy this force will be doubled. The work of erecting the new building will be in charge of E. J. Moore, of Cleveland, O., who has superintended the construction of some of the largest paint works in the United States.

#### Will Make Hosiery and Underwear.

Vassar, July 9—F. C. Hogle, proprietor of the Vassar knitting mills, was in Chicago last week and purchased a complete outfit for the manufacture of hosiery and underwear, which he will add to the equipment of his knitting works here. The new machinery is the very latest improved, and will increase the present knitting capacity of his plant very largely, being capable of turning out seventy-five dozens of hosiery, besides the underwear each day in addition to his present output. It will take some weeks for the machinery to be installed. A few years ago Mr. Hogle started in a small way the manufacture of fine woolen sweaters, cardigan coats, knit shirts, skirts, golf gloves and mittens. The addition of hosiery and underwear will give employment to fifty more girls.

#### Kept His Promise.

There lives in Kalamazoo a physician who has a ten-year-old son, a boy of great spirit, but with no overabundance of strength. Last summer the boy secured his father's permission to join a camping party, organized by boys in the neighborhood; but in the parting instructions there was one restriction.

"Now, my boy," said the father, "I don't wish you to go out in your cousin Bob's canoe. He and those other lads are quite used to the water, but you are not; and you haven't as yet learned to sit still anywhere. You'll be with them but a short time, and with the other amusements you'll have, you can afford to let the canoe alone this visit, so that

your mother will not be worrying all the while you're away."

The boy promptly gave the desired promise. On his return he was most enthusiastic with regard to the pleasures he had enjoyed.

"Didn't mind not canoeing a bit, father," said he. "The only time they used the canoe, anyway, was the last day, to go over to the other shore. But I remembered my promise and I wasn't going to break it at the last minute. So I swam across."

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**LARGE IDEAS.**

**They Are Usually Hard To Realize Upon.**

Commercialism just now is reiterating so persistently the statement that it is "always in the search of men of large ideas" that in behalf of the untried young man beginning the world I want to challenge the general utterance as untrue. Two of the best reasons in the world may be given as to why the statement is misleading.

In the first place the "men of large ideas" run so few in the 10,000 of the ranks that a business man of the largest ideas could not afford the time for such fruitless search; and as a second great reason, these men in the possible position of seeking the man of great ideas are themselves too narrow and complacent to feel the need. This is not discouragement for the young man, either. Rather it is intended to anticipate the young man's discouragements when in his exuberance of spirits he shall lay siege to the world.

This old "large ideas" utterance found expression from the sales end of business. There scarcely is an industry in the country whose responsible heads do not regard more highly the best salesmen of the establishments than they regard the designers and artificers who made a sales department practicable. Anybody in this age may manufacture goods or lay in stocks of goods at wholesale. But it is the selling of these goods at a profit which troubles the business world. It may appear simple for a man to take a case of shoes in assorted sizes and of standard material and machine make and sell it to a man who needs the shoes for the replenishment of his stock. But evidently it isn't a simple proposition when a good shoe salesman may command a salary of \$10,000 to \$15,000 a year. But will one admit that the shoe salesman is the ideal "man of large ideas" in business? If he is, why should it be said of the traveling salesman at large that when he has passed 45 years he grows stale?

In this eternal promise that men are seeking other men of large ideas, whatever of distinct truth is in it will be found under a cloud and mist of circumstances at best. It is one of the easiest of propositions that a man or a set of men, shouldering a profitless business, is in a position at once to accept a Moses who will lead him from the wilderness. But it must not be forgotten that in this emergency the head of such an establishment is likely to be too narrow to recognize this Moses when he sees him, or that this Moses himself is far too wise to try to lead him out.

I knew two men a few years ago, one of them the man in the business wilderness and the other his Moses. The man in the wilderness of an electrical business in the Central West had need of spreading out in his sales department, and his Moses was a young salesman in New York commissioned to open a city sales department there. But the New

York salesman had the large ideas of New York, while the employer had the smaller ideas of Ohio. This was the beginning.

In the first place there was a protest from the Ohio headquarters against the engraved announcement cards for the office opening. It was argued that printed lettering would have been sufficiently serviceable, that the managing salesman's cards need not have been engraved, and that in many ways the equipment of the office was extravagant. So it would have been in Ohio, but in New York the managing salesman for the territory knew that he was making the best possible expenditure of his employer's money in order to try to approach the richness of equipment shown by his competitors.

These were the criticisms of the employer. Those of the employe from the beginning were that in a hundred ways his employer was not rising to the line of competition. Slovenliness and inaccuracies in the products of the factory were intolerable in the metropolitan market for the goods. Back number methods in filling orders and billing and shipping could not touch the modern conditions under which his competitors worked.

In six months this employe who had been "seeking a man of large ideas" was reconciled to canceling the contract with his "large ideas" man and retreating from the metropolitan field of the East. In the first place the field was bigger than he had thought and more expensive; and in the second place he was too ignorant of possibilities to believe that this particular Moses ever could lead him out of his financial wilderness by any such route.

It is just here that the young man who has his experience yet to gain may be open to lifelong disappointment. Provided he has all the great business ideas possible in his field of work, what will they avail him as a prospective employe unless the prospective employer be of caliber to receive these ideas? One can not pour a gallon of water into a quart measure! And it need be no discouragement to the young men of the day to make the assertion that many of the alleged seekers after other men of "large ideas" are the quart measures of the business world who are seeking to have the gallon of business poured into them.

It is a rare thing that the young man without experience of the world can step into its untried mazes with the cherished "large ideas" that can be realized upon at once. Let him learn, evolve his ideas, grow them and perfect them. Then it may be that no one will seek him out. According to his sanity and judgment, he will have a commodity that should be available somewhere in the world.

But whether the man of the "large ideas" seeks out his employer, or whether his employer seeks him out, the proposition before the young man is: "Can this man see the possibilities as I do?" This is the all important question, for with ideas too big for their receptacle the com-

bination for either side is impossible. A man with a Kohinoor diamond would find an impossible market for the stone at a country jeweler's; the country jeweler having the stone as a gift would be long in marketing it as a setting for rings and studs!

Great ideas, for great results, must be revolutionary in character to mark modern conditions; and for availability a revolutionist must exploit them. And there are few leaders, economical or political, who lead revolutions to success. Evolving "large ideas" may be easier than the task of finding an employe who will exploit them. But if the ideas are good, that man can be found after patient search.

John A. Howland.

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**SERIOUSLY HANDICAPPED.****The Man Who Travels on His Shape.**

I heard an idiot say a curious thing the other day.

The idiot was a young fellow about 20 years old. He is at the present time holding down a position as clerk in a grocery store, but he burns to get out into the world and have a hen of a time.

"I'm only holding this job until I can strike something better," he observed to me, "and I'm going to strike something better pretty soon, too."

"What's the something better going to be?" I asked.

"I'm going to get a job as salesman on the road," he said.

"Sure you can make good?" I asked. "It's no cinch to sell goods. You can't go out and get a job and sell goods the next minute."

"Oh, I'll make good all right," said the idiot, confidently; "my shape will carry me through all right."

That is the curious remark I meant. If some fellows had made it I might have thought it an idle quip, with nothing behind it. Because I know this particular fellow I know that he meant it absolutely. Everybody guys him for the most conceited young animal alive. He is a good looker, there is no doubt about that—a great big Indian with good shoulders and a decent face. He thinks he is a peach and has stuffed himself so full of bright red novels with heroes built like he thinks he is, that in all seriousness and sincerity he expects his shape first to get him a salesman's job, and second to enable him to make good in it.

Far be it from me to run down a fine physique. I have one myself, if I do say that it shouldn't, and so I realize perfectly what a help it can be to a man in business.

I am considered by the inmates of the Blind Men's Home as the handsomest man in Pennsylvania. My strong points are my legs and my bust. You just ought to see my legs, fellers. Why, a warm friend of mine said only the other day that my legs were easier to pull than anybody's he'd ever seen.

And my bust—oh, gee! All students of physical beauty agree that the ideal bust is the low bust. That fits mine all right—mine's so low that most of it is below me belt.

But let us forget me for a time and pass on to my young friend who expects to travel through life on his shape.

I've never settled it in my own mind whether it pays in a business way for a man to have a fine physique or not. I heard a skinny little runt of a fellow, moderately successful as a broker, say not long ago that if he had So-and-So's looks he could have made out twice as well.

"So-and-So" was a mighty good-looking man.

Of course, a well-put-together body is a fine thing to have, there isn't any doubt about that, and we will all take one if we can get it.

That is not the point. The point

is, whether, given the brain and the same energy, a man can make more money if he is handsome than he can if he is not handsome.

Of course, I exclude the grotesquely homely fellow, who, of course, is badly handicapped.

(This is not a reflection on the editor, however much it may seem like it.)

I think it depends a good deal on what business a man is in whether his body is going to help him or not. If his customers are women, undoubtedly good looks will help him a good deal.

Most women are such fools over a well-built man. Now, in my own case—but let that pass.

And if he deals with men a good presence is going to do something. It is going to get him a hearing, for one thing, but when it has done that it has done all it can. No good shoulders or handsome face ever—alone—sold a bill of goods or got a contract. That is, not for a man.

I once asked a big city grocer who has employed a lot of clerks in his time which he preferred—good-looking ones or homely ones.

"Neither kind," he said. "I never had a pretty clerk yet who was any good. He is always stuck on himself, and always thinks the women who come to the store are stuck on him, too. I don't want ugly fellows either. The best clerk is the ordinary-looking clerk, neither handsome nor homely, provided he's clean. That is the only thing I absolutely insist on in a clerk—personal cleanliness. I do not care a hang whether he is a swell or not; in fact, I would rather he would not be."

Naturally you ask, if there is a prejudice among business men against hiring very handsome men, how it is I have been able to hold a job? I admit that is a natural en-

quiry; it may be that I married the daughter of a business man, who either had to give me a job or keep me.

I size up the future of my young friend the clerk, thus: If he has a good brain behind his good shoulders the good shoulders may be the entering wedge that will help him to do more business than he otherwise would.

But if he has no particular brain behind the fine body, the body is going to be a handicap, because it will arouse favorable expectations that are bound to be disappointed.

I always pity the man whose fine presence promises more than his real ability can perform.—Stroller in Grocery World.

**Chestnut and Rice Bread.**

In parts of Italy chestnuts are cooked, ground into meal, and used for making bread. Durra, a variety of the millet, is much used in the countries of India, Egypt, Arabia, and Asia Minor for making bread. Rice bread is the staple food of the Chinese, Japanese, and a large portion of the inhabitants of India. In Persia the bread is made from rice-flour and milk; it is called "lawash." The Persian oven is a hole in the ground. The sides are smooth masonry. The fire is built at the bottom, and kept burning until the walls are thoroughly heated. Enough dough to form a sheet about one foot wide and two feet long is thrown on the bench, and rolled until as thin as sole leather; then it is taken up and tossed and rolled from one arm to the other and flung on a board and slapped on the side of the oven. It takes only a few minutes to bake, and when baked it is spread out to cool. This bread is cheap, besides being sweet and nourishing.—Practical Confectioner and Baker.

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## RED-HEADED BOBBY.

## He Heard the Call of the City Slums.

Written for the Tradesman.

"Where's Bobby?" asked a customer of the grocer one morning. "I haven't seen the lad for a week."

The grocer looked grave.

"Bobby has gone back to the slums," he said. "You'll find him over on Clark street, south of Van Buren, Chicago, about this time of day."

"Why, I thought the boy was glad to get out of that old life," said the customer. "He used to talk to me about the misery of it and contrast it with the fine times he was having here."

"And he meant it," said the grocer, "but he heard the call of the slums and off he went. I think he must have left town on the rods."

"On the rods?"

"Oh, you don't know about the rods? Well, you know the long braces under freight cars, something like the supports to a suspension bridge? The boys get a plank that will reach from one side to the other and ride there. It is a noisy, dusty place, and sometimes the flying gravel ruins the eyes, but the discomfort and peril count for nothing. It is quicker and easier than walking. Yes, I rather think Bobby is in Chicago this morning. This life was too respectable for him."

"Didn't rob you, did he?"

"Certainly not! Bobby's got money coming to him here right now, and he can get in any old time. He's not a thief. He just ached for the shady, noisome alley, for the lawless freedom of the lake front, for the bare-legged urchins carrying tin pails of beer, for the rush and hurry of the streets, for the excitement of street fights, and arrests, and roaring conflagrations. Why, Bobby was sleeping in a stairway when I brought him over here, and he is probably sleeping in a stairway now, if he sleeps at all in the joy of getting back with the bunch."

"It's beyond my comprehension," said the customer.

"Like seeks like," replied the grocer, with a sigh. "You take a boy who has been reared in the slums and it's seldom that you get him to stay in a small town. Bobby knows Chicago as a boy knows the wood lots about the old farm. He knows where to find the people he feels like associating with. A city is not metropolitan until its population bunches. It is never interesting until the millionaires, and the thieves, and the bums, and the murderers flock together. When you go there you take a walk up the Lake Shore drive and then invade the viaduct district on Clark street and you will see what I mean. On the drive you will see palatial residences, in the viaduct district you will see negro women standing in open doorways waiting to steal a hat from the head of the first passer who comes near enough. If one gets your hat you go on and let her keep it. If you go into the house after it you will be robbed. A good way to do is to take out half a dollar and offer it for the hat. You

will usually get the hat and a rousing laugh.

"There is where Bobby is, probably—down there in the Bowery of Chicago. He's living on free lunches and carrying beer for the gang in the alley. He heard the call of the slums and could not resist it. It is in the blood. Why, the bum mob of the big city is a thing apart from humanity as you know it. The members of this modern phase of life speak a language you would not understand. Their point of view is different from the accepted point of view of society. The law of the slums is to get what you want if you can. No matter how, only get it.

"It is a strange, weird life those people live. Some of them marry and rear large families in three-room tenements. They buy their provisions in five-cent lots. For instance, a measure of potatoes is about two quarts and costs ordinarily six cents. The coal and wood they buy is counted by the pail and the bundle. A nickel's worth of butter is a common order, and seven cents' worth of pork chops is considered a feast. Many of the grocers sell stale bread at three loaves for a nickel, and they are well patronized. I had a little experience in a grocery in New York, and I know the game."

"And you say that people go back to this sort of life after once getting away from it—go back voluntarily?"

"Indeed they do. Look at Bobby. He might have made a man of himself over here, but he went back to the slums. He'll be tending bar over there in a few years, and that will be the limit of his ambition. Or he may get on the police force, although the social rank of a barkeep is rather above that of the patrolman. Bobby is a bright boy and might have become a prosperous merchant, but I guess he will never shake off the mantle of the slums. It covers him like a cloak. Still, some good people come up out of the alleys and off the water front. You would be surprised to see the handsome children in the foul tenements. The girls are especially pretty. But you know that the finest flowers grow from black earth.

"Poor Bobby! In a month he won't have clothes enough to flag a bicycle, but he will be active, alert, wise in the old way, and ready to fight for a chum or to knock the block off a policeman with a paving stone. He will be stealing rides out to the parks on Sunday, and if he gets a job sweeping out some resort or setting up ten-pins he will go to his hallway with a little bun on and wake up in the morning thinking he is getting to be quite a sport. In a week he will know where half the thieves in Chicago are hiding from the police, and will be taking messages from them to their lawyers. He will know 'Little Hell' again as he knew it before I brought him away. I have always believed that Bobby knew all about the old Market street gang—the crowd that committed so many murders in 'Little Hell' a year or two ago. 'Little Hell?' Oh, that is from Illinois street to Chicago avenue, and from

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Send us a postal for further particulars and price. It will pay you.

PUTNAM FACTORY, Mrs.  
Grand Rapids, Mich.



Wells street to the tracks. There is where the assassins and the porch-climbers hang out. You will find saloons there facing courts two hundred feet from any street. If you ever get into one of them you just glance over the crowd furtively, as if you were afraid an officer was after you. That is the way to get the confidence of that mob."

"This seems to be a fine course that Bobby has entered on," said the customer.

"It can't be helped. He was born in the slums, and they have claimed their own. He was a good delivery boy, and will make a good thief, or a good barkeep, or a good policeman. I mean to look him up when I go over to Chicago again."

"You seem to know all about the city."

"Yes," said the grocer, thoughtfully. "I was born and reared in Chicago—in the slums! Poor Bobby! I brought him away because I know!"

Alfred B. Tozer.

**Crying of the Customers' Children Drives Away Trade.**

Written for the Tradesman.

A merchant's patience must be sorely tried at times by the seemingly useless annoyance of crying infants brought in in the arms of mothers who, perhaps, have to do their shopping thus or not at all.

Generally speaking, it isn't the babies who are to blame for the little nuisances they make of themselves but their mothers. Maybe in dressing them a pin point has been left—inadvertently but none the less painfully—sticking into its tender little tumtum, and any one would howl under such torture. The suffering entailed by such reprehensible—you might almost call it criminal—carelessness is pathetic. It's a wonder that half the babies in Christendom don't set up a howl, under these circumstances, that shall be heard much farther and much wider than it is.

I saw an exhibition of meanness on the part of a mother, the other day, that made my fingers itch to slap her, just as she slapped the pretty little girl she was dragging around by an uplifted arm. It looked to me as if she would pull the child's arm out of its socket and I felt like calling to a policeman on the next block to come and stop the inhuman treatment. However, I controlled myself sufficiently to ask the mother, in a civil tone of voice, if there wasn't something I could do to relieve the little one of its apparent misery. She snapped out that she "didn't know's ther wuz anythin' th' matter with the little brat—it wuz allus a cryin' jest like that!"

I suggested to the hateful mother that the trouble might be that a pin was sticking into it from some of its apparel, and offered to help her take the little one to the Ladies' Rest Room of the store we were standing in front of and investigate.

Evidently glad to be rid of the responsibility of the crying baby—you could scarcely call her more than that—she gave me permission to try to find out what ailed it.

The tears stood on the little one's

chubby cheeks, but she looked up at me with a smile.

"Bless your dear heart, baby," I exclaimed, "doesn't Mama know what ails you? Let's see if your auntie can find out," and I took her gently on my lap and began to feel around her clothes.

I soon found where the difficulty lay: A big safety pin in her petticoat had become unclasped and the point was sticking itself cruelly into her flesh. No wonder she screamed.

One would think the woman would have had more sense than to yank the child around so without any thought, apparently, of looking up the reason of her loud cries, or at least attempting to do so. But the baby simply had to suffer through her unnatural mother, with no redress until I happened on the scene.

When I showed the latter the cause of the child's distress she unfeelingly said:

"Oh, well, she might's well be yelling fer that as fer anythin' else—ef 'twan't that 'twould be somethin' else."

It does no good to argue with such trash—they'd but be "of their own opinion still."

I was waiting for a lady to join me the other day. It was in the largest millinery store of our small town. As I sat waiting for my friend to put in an appearance who should come in but this same irritable young woman with the same little girl.

The woman was forging ahead as before, pulling the child along, who, as children are won't, had no special interest other than to lag behind and turn around to see things as she was being jerked forward.

Such treatment would be more than enough to make any grown-up nervous, let alone a sensitive little soul like this, and so she set up a cry with a decidedly resentful note in it.

One could see that the interruption was extremely displeasing to the lady who owned the store, and you could scarcely blame her, either; 'twas such a wail as "gets on the nerves" of people.

The owner of the "Emporium" got so wrought up she nearly "went up in the air" as the mother let the child keep up the dismal cry. Customers mostly are averse to such displays on the part of other people's progeny, and the store lady, recognizing this fact, was anxious; she was afraid she might lose some trade if patrons' attention were distracted by the yells of a discontented infant.

Said another lady who keeps a store largely catering to the women's trade:

"It drives me frantic almost, when any one brings in an infant whose screams can not, by any device, be pacified. I look upon it that no mother has a right to make any one else uncomfortable in public by the crying of her children. It's likely that she could leave them with some one else and why she wants to torment me and my clientage is more than I can tell. I consider it little short of imposition and sometimes I find it hard not to speak out my

mind on these screeching occasions. However, if I said all I think about the subject I wouldn't have some of my customers left—they'd never bring another dollar for me to bless myself with."

B. B.

**You Can Make Gas**  
100 Candle Power  
Strong at  
**15c a Month**  
by using our  
**Brilliant Gas Lamps**  
We guarantee every lamp  
Write for M. T. Catalog. It tells all about them and our gasoline system.  
Brilliant Gas Lamp Co.  
42 State St., Chicago




Get our prices and try our work when you need

**Rubber and Steel Stamps Seals, Etc.**

Send for Catalogue and see what we offer.

**Detroit Rubber Stamp Co.**

99 Griswold St. Detroit, Mich

**Sell**

Your Customers

**YEAST**

**FOAM**

It is a Little Thing,  
But Pays You

**A Big Profit**

**DO IT NOW**

Investigate the

**Kirkwood Short Credit System of Accounts**

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

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



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





### Why Men Do Not Like Foolish Women.

There are many sayings accepted as truth and gospel which, in fact, are half truths only; and of these is that which affirms that men do not like clever women but as a rule prefer fools. It depends. If the clever woman is aggressive as to manner and plain as to looks, while the fool is pretty and appealing, 999 men out of a thousand will give wisdom a wide berth and embrace folly, if they have the chance! Men, like women, are prone to judge by appearances; to think more of the exterior of the casket than the contents thereof.

In point of fact, the women who best succeed with men are those who are clever enough to conceal their cleverness, yet who never are silly enough to become bores, or lack sympathy. He, or perhaps she, was both wise and witty who said: "A man likes his wife to be just clever enough to comprehend his cleverness, and just stupid enough to admire it."

The day has gone by when the first duty of woman was to "stick to her thimble;" the second to echo all her husband's opinions and have none of her own. Men are growing more and more exacting in the demands they make upon women to be interesting and entertaining. They like to be amused, and the woman who fails to amuse them is apt to be regarded as a bore.

"There is a good deal, madam, in modern improvements," is what the artist, Whistler, once said to a great lady, who confided to him her intention to train her daughter to possess just the same accomplishments as she herself did. There is. Men are not half so simple as they used to be, and demand the latest improvements in all things before they find them satisfactory.

A pyrotechnical display of twenty years ago would be regarded as a poor thing nowadays. Not long since a writer in the London Times stated that "men who used to hold the House of Commons tremulous with eagerness to catch each word that fell from their lips have lived to find their rising the signal for a general echeme." History tells us that the elocution of the great Methodist preacher, Whitefield, was so wonderful that he could melt an audience to tears by his pronunciation of the word Mesopotamia. It may be taken for granted that he would have to say the word many times to any congregation of the present day before he achieved such a result; and the tears, if they came, would mean something more than a mere tribute to eloquence. "Mesopotamia" will not conjure with the present generation; and the young woman of the twentieth century who possesses intellectual attraction which might have sufficed to make her charming fifty

years ago will meet with much disappointment. The girl of the period must increase her stock of attractions just as she requires that her dressmaker shall keep step with the times.

It was Lord Beaconsfield who once remarked of a high and mighty court lady that it was "a hard task to be compelled to pass an hour in the company of a lady whose knowledge of current events ceased at the marriage of Queen Victoria" (something more than twenty years previous). There are other women of the same mental furnishing; women who are not clear as to the whereabouts of Port Arthur, who do not know the name of the Speaker of the House of Representatives, nor that of the Republican leader of the Senate.

Most men will agree with Mrs. Malaprop that it is not at all necessary that, in order to be entertaining a girl shall be "a progeny of learning." It is not usual for young men to present a dictionary to young women whom they admire; and if any one did, it is doubtful whether the token of esteem would be acceptable. But it is a fact that many men groan over the fact that girls, whom they admire otherwise, betray an ignorance of passing events astonishing in intelligent human beings who live in an era of telegraphs and daily newspapers.

The modern man not only asks that his wife shall be a good housekeeper, as his father and grandfather did; he demands also that she shall be companionable. When a man who takes a lively interest in the world's work finds his wife's conversation restricted chiefly to the shortcomings of servants and the petty gossip of the neighborhood, it scarcely is to be wondered at that he spends most of his evenings at the club. One man who seldom appears at that refuge of the bored was asked where he spent his evenings. He replied that he usually passed them at home.

"Don't you find it deadly dull?" "Not at all," he answered. "You see before I married I contemplated the possibility of spending my evenings at home with my wife, and chose her accordingly."

That man was as wise as his wife. There are thousands of women who are charming companions, thousands of young girls intellectually equipped to afford any save the most pedantic fool excellent and insipid comradeship. Nevertheless the number of ignorants is large.

It would be well if the women who are asking how to please men would but take a small part of the pains which society leaders lavish in becoming familiar with the affairs of the world.

One bright woman makes a respectable income by visiting society women for an hour each morning to coach them upon the topics of the day, especially upon subjects which they may be required to talk about while fulfilling their social engagements. If they expect to meet artistic people she informs them concerning matters artistic, if literary lights are the order of the day she

crams them accordingly. "A woman dresses suitably for the function she attends," said she. "Why should she not embellish her mind with mental graces suited to the company she will meet?"

The society woman recognizes the claim which society makes upon her for amusement, and exerts herself to supply it from one source or another. Why should not the girl who is desirous to shine in her own little corner, who wishes to be entertaining, proceed upon the same plan? She has to devote but half an hour daily to any good newspaper in order to keep in touch with current events, so that she will be able at least to listen intelligently to the man who wishes to talk with her. She need not trouble herself to form opinions, the average man will be pleased if she allows him to direct her therein; but she will prepare herself to be receptive and responsive, which is all that is needed.

Dorothy Dix.

### Very Rum Butter.

In the north of England and especially in Cumberland and Lancashire a large bowl of rum-butter is made before the birth of a child. It is made from brown sugar worked into as much butter as will absorb it, and flavored with rum and nutmeg. The mother of the child is allowed to partake of this dainty, but its chief use is for the entertainment of callers, who drink the health of the newcomer and eat biscuits spread with rum butter.—Food and Cookery.

## Get the Right One

A big and profitable cereal business is yours if you will handle the right goods. The best proposition in ready-to eat flaked wheat foods is

# ZEST

It is right all the time. It will be your best seller—from the time the first package goes over your counter. Zest is a food everybody likes. It is good to eat for every meal or between meals. The new standard size package retails for 10 cents. Try it.

Order a supply from your jobber today.

The American Cereal Company

Address—Chicago, U. S. A.

## A "Square Deal" In Life Insurance

Protection at Actual Cost

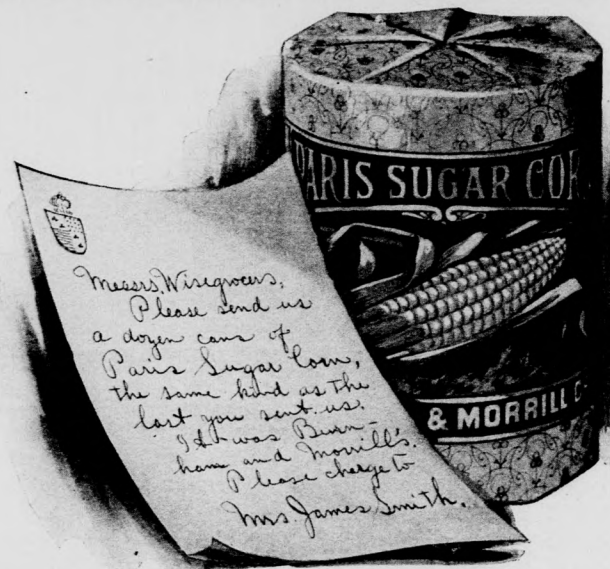
### The Bankers Life Association

Of Des Moines, Iowa

certainly has made a wonderful record. In 26 years of actual experience it has taken care of its contracts promptly at a cost to the members that seems remarkable. Highest cost age 30 per year per \$1,000, \$7.50; age 40, \$10; age 50, \$12.50. For full information phone or write

E. W. NOTHSTINE, 103 Monroe St.  
GRAND RAPIDS, MICHIGAN

# A PLEASED CUSTOMER



is the grocer's best advertisement, but the goods he sells must be of good quality, to please the customer—that's just where

## PARIS SUGAR CORN

comes in, because it is positively the finest quality of any goods the grocer handles. It has a flavor that never fails to please and every customer who buys it will come back for more. It is absolutely pure—the finest sugar corn in the world.

Your jobber has it. If not write us.

Paris corn will have large space each month beginning in September in the LADIES' HOME JOURNAL, SATURDAY EVENING POST, COLLIER'S, MUNSEY'S, EVERYBODY'S, SCRIBNER'S and other magazines. This publicity, backed up with such a superior product, is bound to maintain a consistent and steady demand. Satisfy and please your customers by having Paris Corn in stock. You will have many and repeated calls for it.

BURNHAM & MORRILL CO., Portland, Maine



**One of the Problems of Single Women.**

"No," she said, with a half-playful, half-sad little shake of her head, "I can't leave home. Mother would never hear to it. Oh, yes, Caroline left, but it was to marry; and in my mother's eyes matrimony is the one cause to justify a woman in forsaking the parental roof.

"It never occurs to the folks that I may have an ambition as dear to me as Caroline's ambition of a home was to her. I may want my own home quite as badly, and my own particular way of having things, and my own congenial friends about me; but the only entrance to all these things, it seems, is through a wedding ring. The mere accident of a suitable man's appearing on my horizon, or failing to appear, is made the hinge on which all my future prospects hang.

"I don't wonder," she said, a little bitterly, "that many girls marry unsuitably, since all hope of any individuality and freedom of existence is made to depend upon matrimony. Two of my sisters married, as it turned out, very unhappily. Yet no one said them nay. They were free to leave home, because of that magic open sesame—a wedding ring. I wish to leave and mark out my own life, happy in my work and my friends. No such catastrophes could possibly await me as awaited my sisters. I should be far happier and freer to live my best and do my best than I shall ever be at home. Yet I must not go. My people would be shocked, to put it in words, yet what they are actually saying in practice is that even a bad marriage is superior to a single and useful career.

"There are natures that grow up a perfect reflection of their surroundings. As a matter of course, they read the same books, think the same thoughts, and care for the same things their fathers and mothers do. I was never that kind. It is impossible that a woman like myself should live twenty-nine years without having strong individual tastes, which are for the most part as far from those of the rest of my family as is the North Pole from the South. I have longed with all my heart to form my own little home, if only a room or two somewhere near my work, where I could exercise the right of every normal being of mature age to live my own life and be free to think and do as I choose. 'Leave a luxurious home like this!' cry my people, where is every material comfort you need! You must be crazy!"

"They don't understand. Home is not a matter of walls and a roof, furniture and food. To me it is the place where I can express myself in everything about me, be happy in the way I can best be happy, and offer a refuge where the friends I love can come and be happy. It is the place where I should be able to be myself.

"One should be able to have this, if one can support it, even although one does not marry. No woman's right to happiness and freedom should be dependent on a man. There

will be fewer unhappy marriages when the wedding ring ceases to be the only door to freedom.

"No, I shall never have a home in the real sense. I never expect to marry, and although I have a legal right to desert my family roof-tree, I can't wound so bitterly those who can't and won't understand my motives and bid me godspeed. Isn't it funny, my folks would beam through their parting tears to see me walk down the pathway the bride of an unknown masculine quantity? But frowns and cold shoulders would follow my departure as a single woman, no matter how happily I proposed to set up for myself.

"Wasn't it Ibsen who said in his letters he must have no relatives around him who are intellectually his enemies? 'The costliness of keeping friends,' he wrote, 'does not lie in what one does for them, but in what one, out of consideration for them, refrains from doing. This means the crushing of many an intellectual germ.' So to conduct one's life as to realize one's self—this seemed to him, he wrote, the highest attainment possible to a human being.

"Happy Ibsen! That's the very thing our families are bent on preventing us from doing. You have to be a genius to be brutal enough to break the bonds and insist on realizing yourself."

**Phoenix Had Laid the Egg.**

They were talking about spelling reform and the idiosyncrasies of English spelling in general.

"There's that very word 'phonetic,'" said one of the men: "that's a sample of English spelling. The reformers call their system the 'phonetic system,' and yet they have to spell 'phonetic' with a 'pho' in order to let people know what they mean. The very word that means 'spelled as pronounced' is as far from it as possible."

"Now, now!" drawled his friend, "you're too hard on the good old English speller. You ought to be proud of 'phonetic.' Why, that word is so trimmed down and sawed off and cut short that I wouldn't know it was English if I met it alone on a blank page. You ought to thank the language for that word. It is a beautiful word. That 'pho' might have been spelled like 'dough,' and the 'net' like 'ette' in 'rosette,' and the 'ic' like the 'iq' in 'liquor.' That would be a good old-style English word—phoughnetteiq. But it is coming! Phonetic spelling is coming! Look at the word 'phenix.' It is spelled 'phenix' everywhere now, and I remember it always used to be 'phoenix.' That 'o' has gone. That shows—"

"Nothing!" said the objector. "What does it show? That the phenix is a bird. Isn't the phenix a bird? Yes! Well, that round thing you say was an 'o' was an egg. That's all. 'Twas just an egg and the phenix laid the egg. That's all."

He who cuts off his nose to spite his face can't very well blow about it.

The fellow who falls in love at first sight deserves another look.



**"The Elephant's Head!"**

**Tetley's Teas**

Are Known the World Over

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.



Russian de Luxe  
Gold Label  
Sunflower  
Green Label  
Yellow Label  
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.



**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.**

Rio De Janeiro

Chicago

Santos

\*Who else can do this?



## MAIL ORDER JOBS.

## Any Old Thing Promised for Ready Cash.

Written for the Tradesman.

The clothing merchant dropped the magazine with a grin. He had been reading the advertisements for an hour or more.

"I wonder if there is anything in the world one can not get by mail?" he asked.

"There's one thing a good many people are getting," said the clerk.

"What is that—clothing?"

"Experience."

"I see, but that is one of the things that is not advertised."

"Well, you send your good money to some of these advertisers, and you will get it," was the reply. "The experience may prove expensive, but that will pay in the end if one batch is enough."

"There seem to be a lot of clothing men who are anxious to sell \$30 suits for \$14," said the merchant. "I think there must be a little experience concealed in that proposition."

"That is not the worst part of the game," observed the clerk. "I presume you have noticed the correspondence advertisements? Mighty attractive, some of them. Why, they guarantee to teach you how to write advertisements, to teach you electrical engineering, to teach you how to write stories, to take photographs, to do a thousand and one things which require not only natural talent but months of hard, practical work. And I presume they catch plenty of suckers."

"If they did not they could not pay for such large advertisements in the high-priced magazines."

"About the biggest fake in the whole lot," continued the clerk, "is the claim that a course of study by mail will place a man or woman in position to earn \$25 a week in the advertisement writing business. Now, I have had a little experience in the newspaper business. I served as reporter and solicitor for several years. I had an idea that I could make a fortune writing advertisements. I worked at it for months. My copy was revised by experts, and I had just the best chance a man could have because I talked with merchants and got their ideas. Well, I gave it up. I found that I didn't have it in me. Successful advertisement writers are born, not created by mail order firms. Why, even if the advertisers could do all they promise to do, there wouldn't be a ghost of a show for their students to get a position after they got through the course. I know all about that part of it, for every newspaper reporter in the country is trying to get into the advertisement writing business, and they have exceptional opportunities to catch good jobs if they can make good."

"Yes," said the merchant. "I have numerous applications from reporters who want to try their hand at my advertisements. I have given several a chance, but they didn't catch on. It is a trick to write a good advertisement."

"And look at the men who offer to teach you how to write short stor-

ies," continue the clerk. "Story writing is another thing that can not be taught. Of course, if a person has natural ability in composition, has a large vocabulary, has a fine imagination, and has the talent of getting at the point and of seeing things, he may receive a good deal of help from an expert, but do these agencies employ experts?"

"I should think they could hardly afford that," was the reply.

"They can not afford it. Even the agencies which advertise that they will provide a market for manuscript if they are paid to revise them are mostly operated by men who can not sell their own stuff. They rope in a lot of country young men and girls who are ambitious and get their money. That is all there is to it."

"They are advertising big pay for songs now," said the merchant.

"And think of the professional musicians and actors who are in the market with their songs! Why, there are more men who have become United States Senators than there are who have made money out of musical compositions. Now and then these agencies may help a student by creating a desire for study, but I'm afraid that is about all the good they do."

"I should think the supply of suckers would become exhausted."

"Oh, there is always hope. When a man offers to get a \$25 a week job for a man who is working on a farm for \$16 a month, he's bound to get some coin from some one. Notice the advertisements offering good pay for newspaper correspondence. Why, there is an active rivalry always on among trained newspaper men for the correspondence of the big papers. If a student made good he couldn't get a job in a thousand years."

"One thing struck me as particularly funny yesterday," said the merchant, "and it was right in this line. I met Harvey Merritt on the corner, and he swelled up—got chesty, you know—and informed me that he was in the real estate, insurance and general brokerage business, and would be pleased to handle any deals I might have. It got me going at once, for Harvey is emphatically no good. He couldn't sell bread to a hungry man. Of course I asked him about his prospects, and got the reply that the agents who had graduated from his college were making from \$2,500 to \$10,000 a year, and that he was sure to do as well. Mind you, he talked about 'his college,' when I know that he hadn't been out of town in a year, for financial reasons, I guess. I kept at him until I learned that he had been taking a 'course' in some Chicago mail order real estate 'college.' These are the sort of people these mail order folks get. Perhaps the 'students' get the worth of their money. I don't know. If they get the habit of study perhaps they do, whether they ever make a dollar directly out of the 'course' or not."

The clerk laughed and pointed in the direction of the street, where an old man with flowing gray beard and keen eyes was hitching a horse.

## Too Valuable to Miss

Ariosa Coffee vouchers are the most valuable premium vouchers ever offered. The retail grocer should get one with every 20 pounds of Ariosa Coffee he buys. Each of these vouchers is worth about 20 cents in merchandise, and because it only requires a small number to entitle the grocer to a premium of **real** value, he should be sure to get all that's coming to him; we learn that this is not always the case.

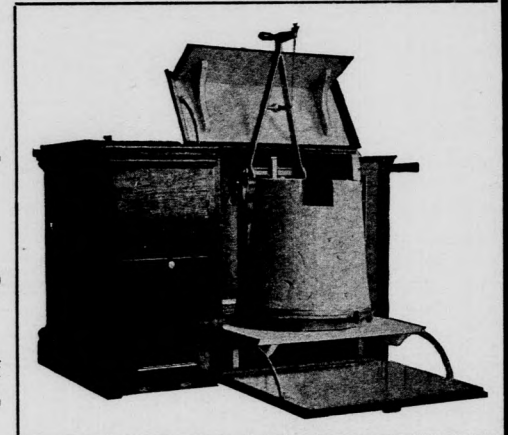
Our object in giving these vouchers to grocers is to insure them an additional profit on Ariosa which cannot be taken off the price, and we want each retail grocer to get what he is entitled to.

IF YOU DO NOT RECEIVE FIVE VOUCHERS WITH EACH 100-LB. CASE OF ARIOSA, DEMAND THEM FROM YOUR JOBBER, AND WRITE TO

ARBUCKLE BROTHERS  
NEW YORK

These Vouchers Are Only Redeemable  
From a Retail Grocer

## Mr. Grocer:—Have you investigated

The  
Kuttowait  
Butter Butter  
and  
Refrigerator?

Here's a sample of  
what men say who  
have investigated:

DETROIT, MICHIGAN, 5-26-'06.

"We hand you herewith our check for \$38 in full payment for the butter cutter. We are pleased to say the cutter is most satisfactory, as it is a saving to us both in time and money. We are making all our prints with it and sell them at the same price as those we formerly bought for a cent a pound more. This machine is also proof against down-weights and cuts all the butter from the tub that we pay the wholesaler for.

THE STRAND COMPANY,  
By Sidney R. Dixon."

## It Will Do As Much For You

Everybody buys butter and everybody is attracted by the Kuttowait outfit. It's a trade builder as well as a money saver. We can furnish you with cartons, with any advertising you wish printed on them, so that you may **sell your own brand of prints.** Let us show you.

## Kuttowait Butter Cutter Company

Agents wanted

68-70 North Jefferson St., Chicago, Ill.



"There's Tom Johnson," he said. "He can teach Harvey more about the real estate and brokerage business in ten minutes than he can learn of a mail order house in ten years. Why don't these fellows who want to get into the high-salary row go to local men who have been successful in the lines of business aspired to?"

"Because they can not learn the business there in 'ten easy lessons,'" was the reply.

"Yes, I guess it is the 'easy' part of the advertisements that catches hold of the suckers as much as anything else," said the merchant. "As if any information of value could be acquired in that way! Study and experience count, my son, and always will."

"Which cuts out instruction by mail," responded the clerk.

Alfred B. Tozer.

**The Retailer's Profit.**

During recent years the net profit of the larger retailers has been shrinking, due to growing expenses and intensified competition at large centers of distribution. The department and chain stores with their great expenditure for advertising, costly delivery service, displays and exhibits have forced the ratio of expense to gross profits up to 20 to 25 per cent., reducing the net profit so low that 2 per cent. in the total amount of sales is now deemed a very good net result.

Recently a statement made by a very large retail house, doing a considerable jobbing trade in specialties, shows that the net profit on a business aggregating millions was a little under 4 per cent. Probably this was equivalent to a return of 10 per cent. on the capital employed, but even then that is not up to the dividends declared by some banks and insurance companies.

Under such conditions the great army of small retailers ought to do well, for all the benefit received by the larger dealers through buying from first hands is more than offset by their heavier expense account. This condition is such as to give the single shops a continuous opportunity to demonstrate to consumers that on the general line of groceries they can undersell the department and chain stores.

**Bread From Wood.**

Science has already enabled man to extract fiery beverages and many other things of more or less value from wood, and it is now proposed to go a step further and produce bread from wood. It is announced "that we may reasonably hope that chemistry will teach us to make the fibre of wood the source of human food." What an enormous stock of food, then, would be found if this becomes possible in the wood of our forests, or even in grass and straw! The fibre of wood consists essentially of cellulin. Can this be made into starch? Starch has essentially the same percentage composition, but it differs very much in its properties, and the nature of its molecule is probably much more complex. Cellulin is of little or no dietetic value, and it is not altered, like starch, in boiling water. It really

gives glucose when treated with strong sulphuric acid, as is easily shown when cotton wool, which is practically pure cellulin, is merely immersed in it. Starch gives the same product when boiled with weak acid. The author further quotes the researches of Hellriegel, which go to show beyond dispute that certain plants transform atmospheric nitrogen into albumen, and that this process can be improved by suitable treatment. The production, therefore, of starch from cellulin, together with the enforced increase of albumen in plants, would, he adds, in reality signify the abolition of the bread question.

**Diseases Due To Worry.**

Suppose that a man has an uneasy sensation in the locality of his heart which is due, let us say, to overeating or to gas in the stomach. But he begins to think that he has heart disease. He reads the advertisements in the newspapers to learn about the symptoms and he learns about them.

"A sense of constriction about the chest." Yes, that is his difficulty exactly! "Slight pain on deep breathing, palpitation of the heart after vigorous exercise"—it is evidently a very serious case! He begins to worry about it. Worry interferes with his sleep. It interferes also with his digestion; he does not get well nourished.

Bad sleep and bad digestion make him worse and worse. Each one aggravates the other. And all the time he keeps thinking about his heart. In the end his thinking actually affects its condition until he succeeds in fastening on himself a functional difficulty which may be a really serious and permanent trouble—and the whole of it can be traced to his crooked thinking about that little pain in his chest.

This is no parable. It is the record of hundreds of actual cases. Every physician comes into contact with them.

A man who keeps worrying about the state of his liver will almost be sure to have trouble with it eventually. Indigestion can be brought on in the same way and a long list of other ailments.

**Don't Ignore the Money Side.**

No matter what your vocation may be, you must be a business man first or you will always be placed at a great disadvantage in the practical affairs of life. We can not entirely ignore the money side of existence any more than we can the food side, and the very foundation of a practical, successful life is the ability to know how to manage the money side effectively.

It is infinitely harder to save money and to invest it wisely than to make it, and, if even the most practical men, men who have had a long training in scientific business methods, find it a difficult thing to hold on to money after they make it, what is likely to happen to people who have had practically no training in business methods?

If every child in America had a thorough business training tens of

thousands of promoters, long-headed, cunning schemers, who have thrived on the people's ignorance, would be out of an occupation.

I believe that the business colleges are among the greatest blessings in American civilization to-day, because they have saved thousands of homes from being wrecked, and have made happy and comfortable tens of thousands of people who might otherwise be living in poverty and wretchedness.—Success Magazine.

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

**Walter Baker & Co.'s  
Chocolate  
& Cocoa**



Registered, U. S. Pat. Off.

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.

46 Highest Awards in Europe and America.

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Established 1780, DORCHESTER, MASS.



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The house of

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Manufacturers of pure

**Flavoring  
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**Terpeneless Lemon  
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Quality is Our First Motto.

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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

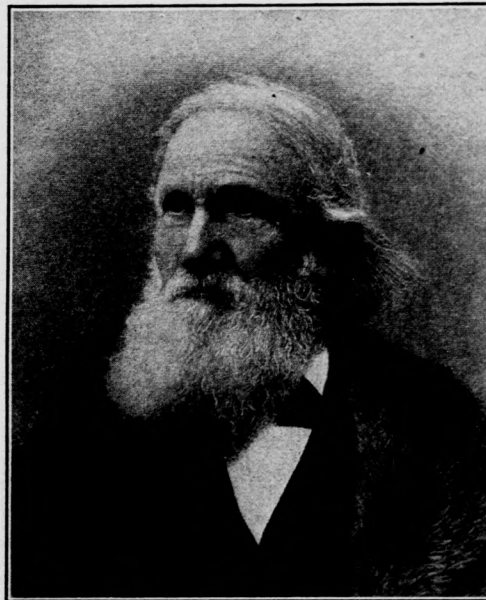
**25,000 TELEPHONES**

10 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**



*John Ball*

Try a  
**John Ball**  
5c  
Cigar

**G. J. Johnson  
Cigar Co.**

Makers

Grand Rapids, Mich.



## NATURAL ENVIRONMENT.

## Why We Should Utilize It To the Utmost.

I wish to first speak of a man who was born in this environment who spent his early boyhood days in traversing the woods on either side of Plaster Creek, who became acquainted with the plants, shrubs and trees which made the original environment of Grand Rapids so attractive. He planned to be an engineer, took his course in school and college with that intent, but afterward the old affection for the country and its attractions led him into the work of landscape gardening. His inspiration was in the early woodlands close to our city. To-day he is filling a most important place over a wide range of country and is making many cities beautiful through the touch of his wand. During the past few weeks his work has ranged from Bar Harbor in Maine to the Mississippi River, from Duluth on the north to Nashville on the south. He has left his touch in various places in our own city, and I am glad to call attention to him in connection with this word upon the topic which you have assigned me. You know already I refer to Mr. O. C. Simonds, of Chicago.

Among the advantages that cities have in various parts of the earth I mention first—the mountains. It is a very important fact in the life of anybody to be born and to spend a few years of early life in sight of a mountain or a chain of mountains. I never appreciated this so fully as I did one morning as I stood on a hill just outside Peterborough, New Hampshire, and saw what a flood of memories came in upon my aged mother in connection with the view of old Monadnock from the doorway of the home in which she was born. Other things everywhere had changed in the sixty years since she left there, but this one factor remained in its outline just the same as she saw it in her babyhood. This outline and these never failing facts grew into her childhood, were emphasized in her young womanhood and were fixed in her character. In all the years of her absence they had remained there to be brought back again with awakened emotions upon viewing once more that splendid dome silhouetted against the sky. Among the cities I know about there are several which stand out as peculiar with regard to this mountain legacy: Denver, with its wonderful peaks of the Rockies in the foreground and in the distance; Zurich, Switzerland, with its Uetleberg; Chattanooga, with its Lookout Mountain; Los Angeles, with its Mount Lowe; Jerusalem, with its Olivet. Moriah, Acra and Zion, and Nazareth, with its Tabor.

The accompaniment of the sea or a large body of water in connection with a city is vital in molding the character of the inhabitants. Boston, with its Chelsea Beach; New York, with its many splendid resorts which look out upon the sea; Lucerne, with its unequalled body of water surrounded by such peaks as

the Rigi and Palatus. The cities of Chicago and of Milwaukee have utilized the lake shore front in a splendid way to take the place of any other permanent attractions that are common to other cities. The beach at Daytona, one of the finest in America, and that famous watering place of The Hague at Scheveningen stand out among many as those which I have known more particularly about.

The forest cuts a very strong figure in connection with some cities and it is a pity in this land of forests that we could not learn the lessons from cities on the continent and preserve in our beautiful environment a native forest growth to give character and individuality to our cities. I mention first The Hague with its wonderful forest, which is more important by far to the people of that capital city than all its art galleries or masses of architecture, and the beauty of it all is that every inhabitant has a thorough appreciation of its influence. Zurich has the oldest city forest in the world. For eight hundred years it has been a source of large income and has been managed along the more improved forestry principles. The cities of Nuremberg and Frankfurt in Germany each have their municipal forests, which are sources of financial assistance and add greatly to the factor of beauty in connection with the municipalities. The Black Forest at Baden is at the back doors of several cities, and is a source of pride to all Germany. The forest of Fontainebleau, while it is not really in the environment of Paris, is a forest that Parisians utilize as a resort to very great advantage. This is the finest forest in France.

One city, however, that I recall as one of only a very few has the advantages of all three attributes which I have mentioned as important. From the city of Inter Lacken, in Switzerland, one has on either side a sea. Looking toward the south it has the magnificent icy dome of the Jungfrau as its one mountain standing out before all others in its white beauty, and in the immediate foreground it has its Kleine Rügen, upon which Kastover planted a century ago a forest which now covers the mountain and which is a source of great pride, not only to Inter Lacken, but to all Switzerland.

Then there are highways which, in connection with many cities, are of great value, and notable among them I mention the one from Warwick to Coventry. The other that is famous to the world is from Sorrento to Amalfi. In our own country is that splendid road from Sacramento to Nevada City, and in Switzerland the famous Axenstrasse running from Brunnen to Fluelin upon the border of Lake Lucerne.

Rivers fill a great place in connection with cities in the absence of the mountains, the sea, the forest and the highways. The cities of the Rhine are proud of that magnificent river, flowing from the glaciers of Switzerland to the sea; Geneva, although it is proud of its lake, is more proud of its Rhone, and in the

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100 . . . . .	\$3.00	400 . . . . .	\$7.00
200 . . . . .	4.50	500 . . . . .	8.00
300 . . . . .	5.75	1,000 . . . . .	15.00

We can fill your order on five hours' notice, if necessary, but don't ask us to fill an order on such short notice if you can avoid it.

## Tradesman Company

Grand Rapids, Mich.



junction of the Arve with the Rhone within its limits it forever presents to its citizens that unique spectacle of the glacier water coming direct from one body and flowing into the other after the glacier mud has been settled in Lake Geneva. For miles this division is discernible in the two waters as they come together. The Hudson River cities may well be as proud as any city of the Rhine, and Vienna in its Danube has no worthier appointment than Minneapolis in its Mississippi, and our own Detroit has for its main and important accompaniment that splendid river flowing by unvarying from century to century.

There are also other things in rural affairs as city accompaniments that are utilized to great advantage. The vineyards of Villeneuve and Bingen on the Rhine are of world-wide renown. The orchards near Weisbaden are talked about by tourists everywhere, that splendid farm environment of the city of Berne is one of its best advertisements and in our own country we can vie with any cities in the world with our orchards and vineyards and splendid agriculture as connected with such cities as Rochester, New York; Kalamazoo and St. Joseph, Michigan; Kansas City, Missouri; Des Moines, Iowa.

What have we in Grand Rapids that we can utilize as compared with these things that are a source of such great pride to other cities? We have our river, a splendid stream which we have neglected. Upon its borders are yet preserved some of the more perfect specimens of the native forest growth, which the Boulevard Association has rescued from the hands of vandals. We have highways that are as attractive in their accompaniments as that from Warwick to Coventry. I may mention incidentally the one which leads out Jefferson avenue to Burton, east to the Herd school house, north to the Masonic Home and into the city; another out Plainfield avenue to Knapp, east several miles and then south over to Leonard street and west to College avenue and into the city; another out through John Ball Park across to Bridge street and into the city; another leading out Alpine avenue, crossing the river at the Soldiers' Home and into the city on the east margin of the river; another still leaving Jefferson avenue at Burton avenue, going westward on the road to the Grandville school house and into the city by the way of the river drive. Wherever we go outside of our city we can find beautiful orchards and vineyards that are equal to any Bingen on the Rhine, and trees that are as beautiful as any in all England. All that we need to do is to make something of them and to teach the people to appreciate them. We have lost our most beautiful heritage—the woods, but we must save the individual trees that are left here and there and cling to them with the greatest tenacity, not allowing the hand of vandals to destroy. We have before us the magnificent example of Madison, Wisconsin, in utilizing an environment

something like our own. It stands out of all cities in the interior as the one which has done the most to utilize in an economical way its natural environment. Our plain duty is to save all these elements which are left to us and make the most of them in the interests of all our people.  
Chas. W. Garfield.

**Rice Flour in Wheat Bread.**

New combinations are continually made, in all lines of business, and a writer in the Forward Magazine tells of a combination of rice flour and wheat flour in bread-making, for which some good things are claimed. There's nothing new about the use of rice flour in bread; but possibly this new attention paid to it may work out something for the baker's benefit.

As far back as 1834 a French scientist submitted to the Academy of Medicine in Paris a bread made of two parts rice flour, thirteen parts of water, and thirteen of wheat flour, mixed with yeast, salt, etc., as usual. A commission appointed to report on this bread found that it was very palatable, whiter than wheat bread, and remained fresh much longer. Whether the number thirteen was a "hoodoo" or not, the new bread scheme went no further, however, at that time.

American enterprise has revived this French idea. The lower grades of rough or broken rice, after the full and perfect grains have been separated, have heretofore been used only as "brewer's rice" and sold far below the price of wheat. Yet this rough rice, ground up into flour, is light and palatable, and much whiter than wheat flour. The great problem of our flour makers, so far, has been to get the nutritious parts of the wheat into the flour, and yet not offend the consumer, who foolishly insists on white flour. By adding rice flour to a darker and more nutritious wheat flour than Americans generally can be induced to buy, a white flour can be made which is both good to look at and extremely nourishing. At the same time, such flour can be made more cheaply than the best—or rather the whitest—wheat flour.

A few rice mills in Louisiana and Texas are now "flourishing the 'brewer's rice,'" and trying to introduce it in the American market. Germany and Holland have been using it for years in large quantities. It will make pancakes, bread and even pies, as well, apparently, as the ordinary pastry flour. It is certainly a temperance movement to make rice into bread rather than beer; and it looks as if a novel and nutritious flour might soon take an important place in the American cuisine.

**Whitewashed by Motor Car.**

The Central London Railway has adopted an ingenious method of whitewashing and cleansing its tunnels. They have fitted a motor car with a tank of about 600 gallons capacity, from which whitewash is forced by an electrically driven pump through a series of pipes arranged upon a frame at the end of the car. As the car travels along the tunnel a spray of whitewash is driven upon the roof and sides.

**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.



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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:

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

Packard, Model L, 4 cylinders, shaft driver, with top, extra lamps, etc., in fine condition, cost new with extras \$3,300—now \$1,800.

Cadillac, 4 passengers, overhauled and refinished, a bargain at \$475.

Olds Touring Car, 10 H. P., overhauled and very cheap at \$525.

Olds Runabout, overhauled and refinished, at \$300, and 15 other bargains.

Write us or call.

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**Fast, Comfortable and Convenient**

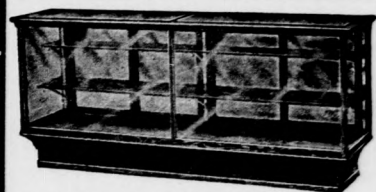
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The only road running directly by and in full view of Niagara Falls. All trains passing by day stop five minutes at Falls View Station. Ten days stopover allowed on through tickets. Ask about the Niagara Art Picture.

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## THEY BUY POLICIES.

## Insurance Brokers Who Gamble on the Future.

Do you know that if you are old and decrepit or are suffering from some apparently incurable malady, and have an insurance policy which you wish to realize upon, you are better off financially than if you were in the prime of life and enjoying perfect health?

Well, you are. You can sell an insurance policy for more cash when you are standing on the brink of the grave than at any other time in your life. It is sad but true. The nearer dead you are the more you are worth from the standpoint of the insurance broker. Rather, the less you are worth the more your policy is worth. It is a complicated situation and full of paradoxes, but this is the gist of the matter. The nearer the grave you are the bigger the price you can get for your insurance policy, if you have one. It is then that the insurance broker who buys life policies can make the most money on you.

That there is a number of men who make it their business to buy policies from their holders is a fact known to comparatively few people even among those who are paying premiums on policies.

Nevertheless there are several firms in this country that do an exceedingly prosperous business in this line, and anybody possessing a life policy upon which he wishes to realize without waiting until the same will mature or have a cash surrender value with the company issuing it will have no trouble in disposing of it, provided his policy is such that it can be assigned to a buyer.

The policy buying broker is a convenience to the "broke" policy holder, and in the parlance of the street he has a "cinch." Unless he is a fool, and it safely may be set down that no insurance broker is a fool in his line of business, he is sure to make money, whether the policy holder from whom he buys lives long or dies shortly afterwards. He knows exactly what he is buying, and unless he is willing to take a long speculative chance, he does not pay any more for a policy than its guaranteed value insures him. Sometimes he speculates, gambles, in other words, on the probable length of a man's life. Otherwise his business is as safe and sure as selling groceries, and infinitely more profitable.

The fact that a considerable proportion of policy holders at times are short of money is responsible for the policy broker's existence. If a man has a policy upon which he has paid several hundred dollars of premiums and is in serious need of money he naturally looks to the policy as one of his valuable assets upon which he should realize handsomely. While of recent years it has been a popular practice with many companies to write a clause permitting the holder to borrow on his policy money enough to prevent its lapsing, or even money for other purposes, in the past—fifteen or twenty years ago—perhaps the majority of contracts had

no such clause in them. In fact, today several of the old fashioned companies discourage any attempt of the policy holder to realize upon his contract until its maturity or his death.

Two companies, at least, positively refuse to issue policies that may be negotiated. But the majority of policies outstanding at the present time are so written that the holder can, after a few years of premium paying, transfer them to whom he pleases. This means that when he gets so hard up that he can not continue the payments on his policy, or when for any reason he needs money, he can go to a policy broker and turn his contract into cash. The broker is glad to see him. Every policy that he buys means money in his pocket.

The commonest form of policy selling is, of course, that where the holder is pressed for money and has a policy which represents hundreds of dollars of investment and no immediate prospect of any returns. There are many policies under which these circumstances may present themselves. For instance, the man who has a policy to which is attached a cash surrender value, payable at fifteen, twenty or twenty-five years, may have paid for sixteen years on his policy, be just past the fifteen year period of cash surrender value, and have four years' premiums to pay before he can realize the increased twenty year cash value.

If he happens to be hard up for money at this time he is in a dilemma. Shall he continue to pay, by borrowing and scraping for four more years, and get the twenty year value of his policy, or shall he sell it now at a fairly good figure? Sometimes there is no such alternative; he has to sell. Then it is that the policy broker is a convenience to the policy holder. The company at this time will not pay on the policy, but the broker can afford to buy the policy, pay the remaining four years' premiums and make money.

The straight life policy of the old days, the one that has been carried for thirty or forty years by a man, represents another phase of policy speculation. A man who has paid for this length of time upon an insurance usually is well along in years, with the best of his life behind him, and his death a matter of but a few years. On this class of policy the broker becomes speculator. How long will the old man live? That is the question he must ask himself before fixing the price that he is willing to pay for his paper. Will he die within a year? Then the price to be paid can be within a margin of the total value at time of death of the policy. Will he live ten years longer? Then the possibility of paying ten yearly premiums must be figured on to the price to be given.

Again, the broker is willing to take a policy off the hands of a young man who is suffering from an incurable malady and needs money. This manner of trading, however, is unreliable. A man with one lung gone and the other thoroughly infected with tuberculosis is apt to live on

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

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Veal, Hogs, Poultry and Eggs?

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## New Crop Turnip and Rutabaga Seed

All orders filled promptly the day received.

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



and on long beyond the period allotted to him by the medical examiner. A man with a heart that threatens to wipe him out every day may hang on long enough to make premium paying on his life policy unprofitable unless the purchase is made at an extremely low price. It is a gamble here altogether, and the broker is on the safe side of the counter.

The possibilities of fraud entering into a transaction of this nature apparently are unlimited, and it is only the shrewdness and business knowledge of the brokers that prevent the schemes of ambitious scoundrels from going through.

A man with chronic bronchitis may make himself out a hopeless consumptive; a victim of nervousness may show himself to be an epileptic, and attempt to realize on his condition. It seldom, however, is that the fraud is successfully carried through. The brokers are too alert. They know their business and they know people. Generally speaking, it is a profitable profession. Oliver Hurd.

**Hard Work Not Always Chief Factor in Success.**

There is no other platitude which is so much overworked as the false assertion that men of achievement owe their success mainly—or, as many of the platitudinizers will have it, almost solely—to hard, incessant labor. The Greek and Latin nations, which never have been worshipers of work, have harbored no illusions on this subject. The ancient Greeks and Romans and the modern French and Italians have recognized the fact that for the attainment of eminence in the higher lines of endeavor at least some modicum of genius is essential. In Germany and England, on the other hand, in whose ungenerous clime man always has had to work hard to exist at all, it is regarded as a truism that laborious effort is the prerequisite to the realization of every ambition.

But nowhere has the god of work been so highly exalted as in America. Invite a dozen Americans of prominence in letters, industry, politics, and the professions to contribute to a symposium on success, and they will respond in chorus that it depends principally on working strenuously more than union hours.

The statement that hard work is the only or chief thing necessary for success is false. Because it is false it has been productive of widespread harm, and ought to be refuted as often as it appears.

It is not meant to imply that hard work is not necessary. A man has to be a genius, indeed, to rise to the top of the ladder without much exertion. But that mere exertion is not the prime essential everybody can

find evidence by looking about him. Everybody knows of men who have striven with all their might to get ahead, but who have been passed by business or professional rivals who didn't struggle half so hard. Hard work is a large factor in success, but there are two other factors which are of no less importance, and in many cases are of more. They are luck and natural ability.

The lawyer or physician with a big practice, the rich business man, egotistically credits his success entirely to his energy and genius when mere luck may have played a large or the largest part in it. A few chance triumphs, a few chance defeats at the beginning have spelled for many a professional career the difference between success and failure.

And how many big fortunes there are in the United States which are due chiefly to a mere lucky investment in real estate or mines! The Astor, the Mackay, the Stanford, the Fair, the Hearst fortunes are the products of luck.

We don't give luck the credit it deserves. To inherit wealth is luck. How much of the careers of Gladstone, of Darwin, of the great law reformer Bentham was owing to the fact that wealth accumulated by their ancestors spared them the necessity of earning their livings and enabled them to devote their time to their chosen life work?

After all, the great essential to all the higher kinds of achievement is not luck, nor is it hard work—it is natural ability. Darwin was the greatest genius of the nineteenth century. He had, as already remarked, the luck to inherit wealth, and he labored untiringly. Uniting in his career all the factors that have been mentioned as contributing to success, he was perhaps better qualified than any other man to speak upon this subject. He said: "Genius has been declared by a great authority to be patience, and patience, in this sense, means unflinching, undaunted perseverance. But this view of genius is deficient, for without the higher powers of the imagination and reason no eminent success can be gained in many lines."

Natural ability is the brain and hand, energy their tool, opportunity the material which they fashion. A good brain and hand may do much with poor tools and inferior materials. The best tools and materials are of little value in a feeble hand, and are worthless when manipulated by imbecility.

It was said above that the dogma of the infallibility of work has done much harm. What have been some of its injurious effects? First, it has prevented many men and women

from attaining to their highest possible economic efficiency and made them wretched for the rest of their lives by causing them to enter businesses and professions for which they were unfitted.

The natural inference from the statement that hard work is the main or the sole requisite for success is that one can get on in one walk of life as well as in another if only he be laborious and persevering enough, and thousands have drawn this inference and acted upon it. Instead of considering what their more or less limited talents equipped them to do they have considered only what they would like to do and attempted this, relying upon sheer energy to carry them through. They have found too late that work alone won't do everything—that to be effective it must be guided by ability and native aptitude.

Another harmful effect of the hard work preaching has been to stimulate many ambitious people to over-exertion. It undoubtedly is the cause of many nervous breakdowns. It needs to be emphasized that it is not the amount of work a man does that counts in the long run, but the amount of good work; and a constantly jaded body and mind can not do the largest possible amount of good work.

The Greeks inscribed at the entrance of the temple at Delphi the precept, "Know thyself." Self-knowledge is the most important knowledge. Every young man starting in life should strive to ascertain what he is fitted for and what he is physically and mentally capable of and then set out to do that. Nature is a partial mother. She gives to one one talent, to another five, to another ten. He who has invested his small capital carefully and got a low rate of interest is much better off than he who has put his in an enterprise promising bigger returns and lost both principal and interest. It

is better to be an expert mechanic than a starveling lawyer, better to be a prosperous country merchant than a bankrupt city one, better to be successful modestly and keep one's health, than, under the false notion that hard work will do everything, to break one's self down with labor and only modestly be successful anyway. S. O. Dunn.

**An Ecclesiastical Hat.**

A milliner who works in a large city says that one day a woman came into the store very much excited, and wanted the trimming on her new hat changed. She said that it had been trimmed on the wrong side.

"But," said the saleswoman, "the trimming is on the left side. That is where it ought to be."

"It doesn't make any difference whether it ought to be in front or back, or right or left, it's got to be on the church side."

"Church side!" gasped the astonished girl.

"Yes, church side. I sit right next the wall in church, and I'm not going to have all that trimming next the wall. I want it on the other side, so the whole congregation can see it."

The trimming was promptly placed on the "church side" of the hat.

Nothing can drain a man's purse like a daughter.

**We want competent Apple and Potato Buyers to correspond with us**  
**H. ELMER MOSELEY & CO.**  
 504, 506, 508 Wm. Alden Smith Bldg.  
 GRAND RAPIDS, MICH.

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

**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.

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**REA & WITZIG**  
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 104-106 West Market St., Buffalo, N. Y.  
 We solicit consignments of Butter, Eggs, Cheese, Live and Dressed Poultry, Beans and Potatoes. Correct and prompt returns.  
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Fine Feed	Corn Meal	Cracked Corn	<b>STREET CAR FEED</b>	Mill Feeds	Oil Meal	Sugar Beet Feed
MOLASSES FEED		GLUTEN MEAL	COTTON SEED MEAL		KILN DRIED MALT	
LOCAL SHIPMENTS			STRAIGHT CARS		MIXED CARS	



**GOOD ROADS.**

**They Add To The Value of Rural Property.**

A good road is, first of all, an aid to economy. It helps one team to do work that would require two or more on a poor road. It enables a farmer to reach a market when it is best. With it he does not have to wait for good weather or for the ground to dry up. It saves the wearing out of horses, tools and men. It saves time. On a good road a team not only hauls a larger load, but it travels fast. Such a road requires a smaller annual expense for repairs than a poor road.

A good road helps educate people. By its use one can see his neighbors often, can attend meetings, can travel over a wider region and see what is going on. He can thus, in his business, often take advantage of facts learned from others. A good road helps one to be sociable. It leads to contentment, prosperity, good citizenship and happiness.

What is a good road? In the first place, one that has easy grades. It takes power to climb hills and money to grade through them, while it is comparatively inexpensive to go around. Here, as in many other cases, beauty and economy go together. Dr. Schenk, by making roads around the hills near Biltmore on grades not exceeding 5 per cent., reduced the cost of improving a piece of woods so that it came within the amount received for the wood. Previously, when the old roads leading up and down hill had been followed,

the outlay for the improvement had far exceeded the income.

Next, it must be well drained. The earth under it should always be compact and solid. Rainfall and snow should be taken care of, so that water from high land on one side of the road should not run across to low land on the other. The water should pass underneath the road through pipes or culverts, and thus never bring down sand, gravel or clay upon the surface of the roadway.

The road itself should be made of suitable materials, materials hard and tough enough to bear the traffic and not easily worn away or ground into dust or mud. Some gravel beds furnish good material. The pebbles of which gravel is composed are usually hard enough, and if they are accompanied by the right amount of material for binding, and successive layers are applied, varying from coarse at the bottom to fine at the top, each layer being sprinkled and rolled, the resulting road should be satisfactory. Those districts are fortunate which contain a suitable stone from which macadam can be made. Limestone is better than some gravels, but not so good as granite or trap-rock. A macadam roadway made of limestone should be frequently sprinkled to prevent its grinding up into dust.

People who live in cities and villages where the residents have been in the habit of paying special assessments for street improvements may be inclined to think that the owners of abutting property should

pay the expense of a good road in the country, but a good country road lowers the price of farm products for city people at the same time that it increases the profits and comforts of those who live on farms. It would seem, therefore, that a portion of the expense of constructing roads along the main arteries of travel should be borne by cities, counties and the state.

A useful adjunct of the country road is a path or walk along one side. It will seldom be necessary to have a walk on both sides. Such walk should follow easy grades and should have a fine, even surface. People avoid using walks that are made of coarse gravel. Often a simple path worn in the grass at the side of the road makes an agreeable footway. It is not necessary that such a path should be parallel to the property line or roadway, and its grade may vary from below the road to perhaps three or four feet above it, always providing that good drainage is secured and that the grade of the drive entering private grounds is not made too steep.

It is usually agreeable to foot passengers, as well as to those who ride, to have a certain amount of shade. For a good macadam road shade is also desirable, as it prevents the drying of the surface and the formation of dust. The borders of our country roads should, in fact, be continuous parkways, containing in every district representative groups of all the native trees to be found in the locality. There are country roads

where rows of trees are pleasing; but usually irregular groups of trees, with spaces between them of unequal extent, will be found more satisfactory. Many of our native shrubs, such as hazel bushes, sumacs, elderberries, red-branched dogwoods, viburnums, snowberries, wild roses, etc., will add to the attractiveness of our roadsides; and there should never be a time from April until October when some of our native flowers may not be found in bloom.

No road or street can be so well made as to require no further attention. Doubtless you have all heard the proverb "a stitch in time" applied to roads. A neglected depression holds water which softens the material at the bottom, and each passing wheel removes some of this material. If the depression is neglected it becomes a large hole, although it might have been mended with a shovelful of gravel or broken stone when it first appeared. When the frost comes out of the ground in the spring ruts are apt to form. There is a time when these ruts can be leveled with little expense, yet how often do we see this time neglected so that the ruts harden and are left to annoy people for weeks thereafter. Papers, rubbish, stray bricks or stones are just as annoying in the country as in the city, and people in both places should learn not to scatter such things about.

An incident which I have often related may be repeated here. A wealthy manufacturer was passing

## 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



along an unfrequented street, when he saw a newspaper that had been thrown aside. He said he never liked to see such things flying about and, picking it up, burned it carefully in the center of the road. His example should teach us a lesson.

The foregoing brief statement is based on the past experience with gravel and macadam roads in some places in this country and in most places in the countries of Europe. In the future it will be advisable to keep watch of the experiments that are being made with applications of crude oil and hot tar. Attention should also be given to the King drag, which is an inexpensive and effective tool for improving clay roads and keeping them in good order. It is made from a log about one foot in diameter and nine feet long. The log is split, the two halves being held apart by three round sticks like the sides of a ladder. The split surfaces face the team, which is attached to the drag in such a way that the logs follow at an angle of forty-five degrees with the line of the road. This is used immediately after a rain, and dries and puddles the surface of the road, at the same time crowning it in the center.

Good roads will not only increase a farmer's income and add to the comfort of all who live or travel in the country, but they will add materially to the value of all rural property, and of this increased value an important part will be due to the beauty of the roadside.

O. C. Simonds.

**Education for Those Who Live in the Country.**

Of the many very commendable objects of the Department of Rural Improvement of the American Civic Association, there is none more important, or more fundamental, than the education of the people of the rural districts. This education is fundamental because our concepts and ideals are imbedded in, and grow out of, the education we receive. Again, this education should be first to receive encouragement by the Rural Improvement Association because it will pave the way for all the other good things which are the rightful heritage of those who live in the country.

Education, in its broadest sense, includes all those influences and processes which play upon our lives for better or worse. All true education, however, develops purpose and character, disciplines the will, gives power to do, cultivates taste and aspiration, chastens and inspires the imagination, fosters love of truth, goodness and purity, stimulates reverence, patriotism and philanthropy, makes constant and effective human sympathy, and immeasurably enlarges, up-lifts, sweetens and strengthens life.

If the foregoing statement is true it makes its own argument to the rational mind in favor of a thorough, scientific and liberal education, as it will then appear that the highest success, usefulness and happiness are attained only through such education. For many reasons people living in

the country stand peculiarly in need of such education. Of these reasons the following seem important:

1. The people who live on the farm are largely confronted with problems which have a direct bearing on the every-day work of the farmer—problems which only a scientific education will enable them to solve and apply to their financial advantage.

2. The rural population is surrounded, on every hand, with mysteries which remain sealed to the uneducated mind, but which pleasantly and profitably occupy the thought of educated men and women.

3. Those who live in the country are often depressed with a sense of the comparative isolation of their lives, which is almost unbearable to sensitive, although untrained and un-stored minds; while this very situation gives to the scientifically trained and cultured mind the best opportunity to find companionship, with good books, and strength and solace in communion with God and his handiwork.

4. The daily routine of the farm often becomes exceedingly monotonous to many an untrained person, who has no eye for beauty, no ear for harmony, no spirit or power to refresh himself at the perennial fountains of delight around and above him; while the truly educated one has within himself the lens and reflectroscope of diviner things, which forever lifts him above the level of dull routine.

Does the foregoing seem a fancy picture? It is not, as many hundreds of recently educated young men and women can testify.

Is such an education available, and is it within the reach of the people of the country? Yes. Every state in the Union now has a well-developed Agricultural College in which young men and women receive not only instruction that will be practically helpful to them in the every-day life on the farm, but also inspiration that will arouse and enable them to surround themselves with everything material to their well-being. This education is not merely for the wealth. Hundreds of earnest young men and women, whose parents are poor, wholly, or in part, earn their way through college in the institutions just named.

Is it objected that many country people are yet averse, or indifferent, to such education? This is doubtless true, but it is only natural. Unawakened people everywhere are apt to be apathetic toward things of the utmost importance to their well-being.

Advocates of rural improvements must not expect, or wait for a popular up-rising in favor of their cherished ideals. The very magnitude and difficulties of the work to be accomplished must serve to stimulate them to patient, persevering, courageous and confident effort to arouse and mold public sentiment in favor of the thorough, scientific, liberal and widespread education of the people who live in the country.

In this way, and in this way only, can the people of the rural districts

come to realize, and fully appreciate, their favored lot, and be inspired to secure for themselves and their posterity all the comforts and conveniences, improvements and embellishments, luxuries and delights which will make rural life the truest, sweetest and best in our favored land.

W. C. Latta.

**Case of Ruling Passion.**

She was the prettiest patient they had had at the hospital in a long time. And she knew it, too. Her kimono was an exquisite creation of its kind. Aestheticism seemed to rise up in revolt against a cruel operation upon such a darling daughter of Eve. But so Fate had decreed.

"Get me a yard of ribbon—blue ribbon—an inch wide, the next time you go to the dry goods store," she said to the day nurse. The day nurse forgot it.

"Please get me a yard of Alice-blue ribbon an inch wide," she pleaded with the night nurse, and the night nurse forgot it. Then her temperature rose until the ribbon arrived.

When, on the dreaded day, she was lifted to the operating table it was discovered that she wore white silk stockings with dainty blue bow-knots tied to the garters. The secret of the Alice-blue ribbon was revealed. "The ruling passion strong in death," grunted the surgeon, but the sweet thing—she didn't die after all—she was saved to fashion and to finery. The stockings came off, the ribbon going into the carnage trough before the operation, however.

**Mica Axle Grease**

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

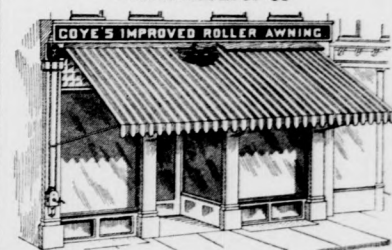
**Hand Separator Oil**

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

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Sole Packers of the celebrated  
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**The J. M. Bour Co.**  
Tofedo



## THE LUNK-HEAD.

## He Is Everywhere in the World of Trade.

Written for the Tradesman.

"Before you engage in business for yourself," said the druggist to his aspiring clerk, "learn to listen when people address you, to consider their words as they speak them and to grasp their meaning without staring stupidly at them for half an hour."

The clerk pulled at his mustache, his eyes fixed on the street, and, as the druggist stopped speaking, looked up as one awakened from a doze and said:

"Huh?"

The doctor, who was sitting at the end of the counter waiting for a prescription, laughed.

"Don't ask too much of the young man," he said.

"I didn't hear what you said," observed the clerk, with an embarrassed blush.

"You are mistaken," replied the doctor. "You heard every word your employer said. I have no doubt that you can now repeat, word for word, his little talk to you. Try."

The clerk did try, and succeeded. He looked annoyed at the course the conversation was taking.

"You knew what he said," continued the doctor, "and yet you said 'Huh?' Now, why did you do that? About half the people one talks to look up and say 'Huh?' after the talk is over. If you can tell me why you did it just now, I shall, perhaps, know why others do it. It's the cussedest nuisance! I find myself raving over the habit a dozen times a day."

The clerk looked puzzled.

"I'll tell you why he did it," said the druggist, with a smile. "It is because he is a lunk-head, to speak frankly and without malice. In a city of 100,000 people there are 90,000 lunk-heads. Occasionally I observe some of the symptoms in my own behavior. It's catching, I think."

"You'll have to put up the guide-board," said the doctor. "I am a lunk-head in this instance, and fail to catch on."

"Oh, there are all sorts of lunk-heads," replied the druggist. "In this case it is a slow brain that makes the trouble. The clerk's gray matter is slow in getting in motion, that is all."

"I wasn't considered slow at college," said the clerk, taking the discussion and the personal allusion good-naturedly—perhaps because so large a proportion of the population of the earth was assigned to his class. "I got along in the books with the best of them."

"That is a different proposition," said the druggist. "One can fix the eyes on a sentence in a lesson until it is photographed in the mind, but this can not be done in conversation. When a man talks to you, you have to take his words as they come and get the idea he intends to convey from them. Every normal brain can do this, but most normal brains move slowly and the lips move quickly. Now, the clerk here opened his mouth before the idea I intended to convey had been hatched

out in his brain. If he had waited a second he would not have said 'Huh?' but would have made a fitting response to the advice I was giving him, and which was directed against the very evil which he was practicing at the time. The slow brain and the swift mouth make a lot of trouble in this world, Doctor."

"People don't realize how many times they demand a repetition of a long sentence by saying 'Huh?' before their brain has time to take in the significance of the words they have just heard," observed the doctor. "How great a nuisance it is everyone realizes, for even those who have the habit are often the ones annoyed by it. Now, in my work I am obliged to repeat because I can't afford to take chances on a misunderstanding of my directions, but I wish that in all ordinary cases people would remain silent when they hear that impudent 'Huh?' It might tend to break up the habit."

"Sometimes people really do not hear what is said to them," put in the clerk.

"Then it is because they do not pay attention to the speaker," said the druggist. "That is worse than the other. It is hard enough to get along with people without having to supply ears as well as brains. Lack of attention to a speaker is one of the worst insults that can be bestowed. It calls for blows in some lands."

"There would be many black eyes here if the custom should ever arrive," said the doctor, "and that would help business some. Do you know there are people who think they increase their own importance by ignoring others; people, who think they are advancing themselves in society by often declaring, 'Oh, I didn't pay much attention to what he was saying.' These are usually the slow thinkers. Oh, the slow brain makes me hot! I flee from its possessor."

"The slow brained lunk-head," said the druggist, "is no worse than the indirect-reply lunk-head. I mean the people who say, 'Oh, over here,' when you ask them where they are going; the people who say, 'Just a little ways,' when you ask them a distance. The other day in Detroit I went to a railroad station with which I was not familiar. I went to the checking department to leave my baggage and there asked the clerk where I would find the ticket office. Instead of pointing it out, or making a civil reply, he said, without looking up, 'Oh, in the corner of the building.' Now, that was a choice bit of information, wasn't it? I was angry, and asked him how many corners that building had, and if it was necessary to explore each one in quest of the ticket office when the railroad company paid men to answer questions. The fellow laughed and pointed out the office. He was just a cheap lunk-head."

"I have a specimen to add to the exhibit," said the clerk. "I refer to the waiter lunk-head who makes a show of being busy about something else while you are giving your order, and who starts away before you

## THE FRAZER

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Johnston Glass Company  
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JOHNSTON GLASS CO.  
Hartford City, Ind.



have done telling him what you want. He is the champion lunk-head, it seems to me, for he never brings back what you want, and is usually impudent about it when requested to fill the order correctly."

"Every man who is normal in mind is capable of better things," observed the doctor. "To the nervous man these habits are simply exasperating. The slow brain makes one kind of a lunk-head, but impudence and inattention make a worse form of the lunk-head."

"Bad manners express a lot," said the druggist. "It is because men are not gentlemen that they offend in these ways."

"Well," said the doctor, "don't you think it would pay to establish a department of deportment in our public schools?"

The druggist looked up blankly for an instant and said:

"Huh?"

The doctor pocketed his prescription and left the store without saying a word. Alfred B. Tozer.

**The Man Who Went Shopping for His Wife.**

Danby, poking his head inside the office, nodded timidly at the girl at the desk.

"Is this the place where you sell patterns?" he asked.

"Yes," said the girl. "What do you want?"

"I want a pattern."

"What kind?"

"Now you've got me. What kind would you want if you were me?"

"That depends. Who is it for?"

"My wife."

"Is she young?"

"Five years younger than I."

"That's not answering my question."

"Oh, isn't it? I thought it was. Yes, she's young. She was 35 the 10th of last November."

The girl looked Danby up and down with unblinking coolness.

"Dear me," she said, "how some folks do hold their own."

There was a pause.

"It is hard work," ventured the girl presently, "for a man to select a becoming pattern for a woman. Why didn't your wife come herself?"

"She couldn't. She has rheumatism, and can't go out of the house. You advertised a sale of \$1.50 patterns for 13 cents to-day only. She couldn't afford to let the bargain slip, so she asked me to get a pattern for her."

"She must have faith in your judgment."

"She has reason to."

"Why?"

"I married her."

"That is no sign you can buy a pattern for her dresses. Most men can please a woman by wanting to marry her, but few can keep on pleasing by choosing her clothes afterward."

"There may be something in that; still, I've got to get a pattern. What would you advise?"

"It all depends upon your wife's style. What kind of looking woman is she?"

"Stunning."

"That is too indefinite. There are lots of stunning women in Grand Rapids and no two of them look alike. Now, if you could only point out somebody—"

"I can. Her eyes are like—what is the color of your eyes, please?"

"Gray."

"So they are. I hadn't got close enough to get a good look at them before. My wife's eyes are gray. They're like yours. They've got those same little purplish specks around the pupil that are found in only one pair of eyes in a million."

"It depends, too, upon the material. If she has a voile gown—"

"It is voile. I heard her say so last night. Her nose is like yours, too, only yours turns up a little bit more just at the end. And her hair is that same sunny shade of brown. Her complexion is a little muddy now, on account of the rheumatism, but when she is well her color is as fresh and delicate as yours."

"The eyes, nose and hair really have little to do with the selection of a becoming pattern. They are not hard to fit. It is the figure that counts. If you could give me some idea of the height—"

"She's tall."

"Here is a pattern that I think would suit her. The skirt hangs in folds—"

"Oh, that is one of those balloony things with sixteen drawstrings around the waist. I think they are beastly ugly. I swore when I left the house that I wouldn't get one of those."

"I have one of them on now. My friends think it rather becoming."

"Stand back a minute and let me see. Yes, that does look nice, but, then, you would be charming in anything."

"Thank you. If you had only remembered to bring your wife's measurements along—"

"I have them right here in my pocket. Waist, 28; hips, 44;—a-ahem. Seems to me that's a little more robust—"

The girl clasped her hands at either side of her 21 waist.

"It is rather," she said, "but this style of dress is very popular. Everybody wears it."

"All right, I'll take it. What's the use of having a wife if you can't dress her in style?"

Eight hours later Danby sauntered into his own sitting-room and laid the pattern on the table.

"Oh, you darling," cried Mrs. Danby. "You did relent and get me one of those full skirts after all. This is a beautiful pattern. I always did say you had the best taste of any man in the world."

"Thanks," said Danby. "I think, myself, I know a good thing when I see it."

**Science to the Rescue.**

"I see here that a German professor claims that the time is coming soon when there will not be enough water on earth to support human life."

"Which only goes to show," replied Col. Kornfed, "that science, suh, backs up the judgment which true Kentuckians have always held."

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

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Jobbers of Paint, Varnish and Wall Paper

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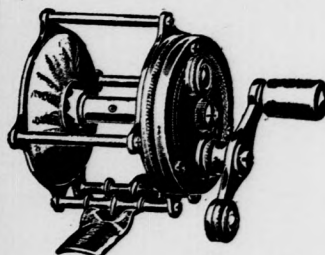
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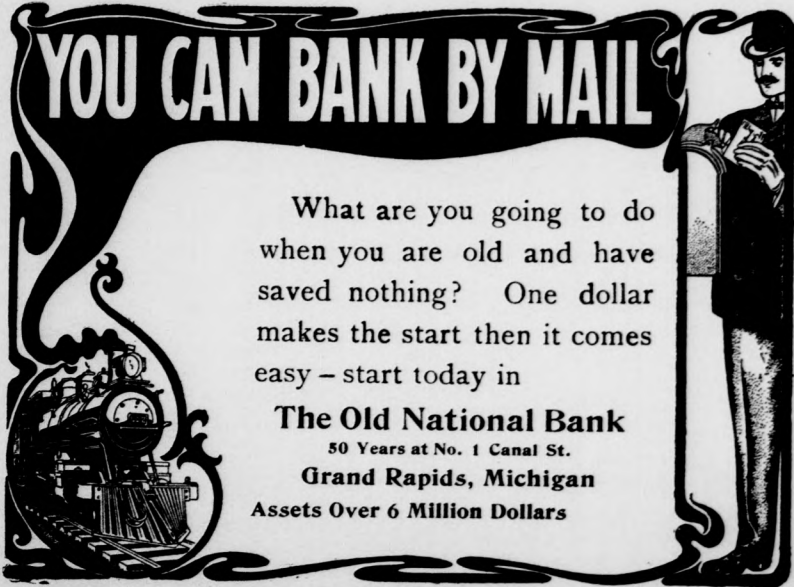
What are you going to do when you are old and have saved nothing? One dollar makes the start then it comes easy - start today in

**The Old National Bank**

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Grand Rapids, Michigan

Assets Over 6 Million Dollars







### Experience of a Shoe Clerk With Women.

"Yes, women are the worst customers," remarked the old shoe clerk. "Why, it is a simple matter to sell a man a pair of shoes, but when it comes to selling them to women, there's the hub. Talk about diplomacy; it would take a John Hay to sell some women shoes, and that's no mistake. A shoe clerk has to be a judge of human nature or he will never make a success of his business.

"Wouldn't you think that a woman would tell the shoe clerk what price she was willing to pay for a shoe, and not let him have to guess at it and then get mad if he gets the price too high or too low? I had a case of that kind one day, and almost lost the customer, too.

"A woman came into the store, and, to judge from her appearance, she did not have \$50 to her name. Little, small, last year's hat, a dress that looked more like a wrapper than anything else, so oddly did it hang, the whole thing surmounted by an old faded shawl. It happened to be my luck to be the only clerk disengaged at that moment, and it was clearly up to me. Judging from her appearance, I immediately said, mentally, \$2.50. After she was seated I approached her and enquired her wishes.

"I wish to see some shoes," replied she.

"Size, madam?" and it was right then that I received my first shock.

"No. 2," came the answer, and I had difficulty in concealing my surprise, for, judging from the way she walked, I would have said without hesitation that she would want at least a 5.

"About what price, madam?" I enquired.

"Never you mind about the price. Show me some shoes and I will decide what I want." Thus at the very outset I had to judge how much she was willing and able to pay, and the sequel will show how near I came to the amount, and it will also show that you can never tell from appearances the amount of money a person has in his pocket.

"I immediately picked out a pair of twos of the \$2.50 grade, and tried them on her. She looked them over critically, and then asked the price. Well, I wish you could have seen her nose go up in the air when I told her what it was. Then came shock No. 2, and at the tone I wanted to turn up my coat collar, for her voice was frigid as she replied:

"I want something better than that."

"The tone more than anything else riled me so that I immediately picked out a pair of \$4 ones and showed them to her. They did not fit, and I had to get another pair. After trying on about six pairs of these shoes she found one pair that was a perfect fit in every way. No one

could have asked for a better shoe than that, and I told her so. Everything seemed to be going along smoothly until I told her the price—then again came that chilling reply, 'I want something better than that,'

"Just a trifle resentful, I stalked away and looked over our \$5 lots. She tried on three or four pair of these shoes, but nothing that she could get would suit her as well as the \$4 ones. Either the shoe was too wide, too narrow, too long or too short. Something was the matter with it, and when it came to the subject of price again came that cold reply, 'I want something better.'

"Would I never get away from it? Something had to be done, as it was a rule of the store that every possible means should be taken to insure a sale. After showing her the \$6 shoes and receiving the same reply I had only one resource left, and that was our highest priced shoe, a \$7 one. I then began to realize that she wanted to pay a certain price for a shoe, no matter what the shoe was, so on my way up the store to get the \$7 ones, I took the pair of \$4 shoes that had fitted so perfectly and placed them in the rack.

"I came back with two or three pairs of the \$7 shoes and tried them on her. One pair fitted very nicely, and she seemed to make up her mind that that was the pair she wanted until I told her the price, when again came the reply, 'I want something better.'

"Well, madam," I replied, 'I may be able to fit you in our highest priced shoe, but we don't carry a very large line, because there is not much call for them. I will see if we have your size in stock.'

"I then proceeded to get the \$4 shoes that I had previously taken to one corner of the store. Thinking that perhaps she might be watching, and not wanting to appear to find it too readily, I hunted all over that particular part of the store, and finally located her size—the original \$4 shoes.

"Here, madam, is the highest priced shoe that we have in the store," I said. 'If this does not fit I am afraid that we can not suit you.' I knew all the time that the shoe was going to fit, for she had tried it on before. I tried the shoe on her, and, as I knew, found it perfect. She looked it all over, examined it in all lights, and then asked the price. 'Eight dollars, madam,' I replied.

"Now why didn't you show me that shoe in the first place," she replied. 'I will take that pair.'

"For fear she might want to change the shoes, and to make the sale absolutely certain, I suggested that the buttons might be tightened a little to make a neater appearance. She assented readily, and I had the buttons fastened on with patent fasteners, and then the sale was complete, for she could not change the shoes after that had been done. That woman wanted to pay \$8 for her shoes, and did not care what she got just so long as she paid \$8 for them.

"Funny? Yes, but that is only one instance of the things that the shoe

## What Most Pleases Men



who do the real work in our shops and factories and on our farms are comfortable shoes that wear well.

Lumbermen, farmers, mechanics and railroad men who have ever tried our shoes prefer them to any others because they wear a great

deal better and they are always sure of a comfortable fit.

We make many styles to suit different occupations. Among them are our Hard Pans (the genuine), Oregon Calf, Keystones and Hustlers, all styles you will always keep sized up as soon as you experience their splendid profit bringing and trade holding qualities.

If you don't sell them and don't know them, or they are not on sale in your town, it is to your interest, as well as ours, to write us at once.

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



THE SIGN OF GOOD BUSINESS.

## Here's a Pointer

If you want the best selling line of Men's, Boys' and Youths' shoes ever put on a shoe dealer's shelves, you want the

## Hard-Pan Shoes

made by the original "Hard-Pan" factory, specialists in the production of shoes for hard wear. But only one man in a town can get them. It's worth finding out if you are the man. Samples for a postal.

Our Name on the Strap of Every Pair

**HEROLD-BERTSCH SHOE CO.**  
Makers of Shoes  
GRAND RAPIDS, MICH.



clerk has to put up with. Why, I notice that the manufacturers have caught on to the fact that women try to wear shoes that are too small for them, and so have adopted the scheme of disguising the sizes by a collection of numbers, such as 4227. When the clerk sees this number he deducts two from the first number and finds the size—No. 2, and the second number tells him the width, in this case a B last.

"When I was in the business the shoe clerk did not have this advantage, and anyone was able to tell the size, as well as the clerk, as all the goods were marked in plain figures, such as 2-B. In those days when a woman came in and asked for a No. 2 we had to produce a No. 2, even although the size of her foot was a No. 4. Impossible? Not a bit of it. Many and many a woman has come into the store, and because she could not get a No. 2 shoe on a No. 4 foot, has gone out highly indignant at the store, the clerk and the manufacturer. In most cases of this kind if you would try and give her the shoe that would fit she would insist upon seeing the number, and if it was not what she asked for—watch out for the insulted woman.

"Did you ever see the woman who was out 'shopping' in the true sense of the word. No? Well, she is the shoe clerk's bete noire. Of course it is the rule of all stores that it is no trouble to show goods, and the advertisements will always say that they take pleasure in doing so. That might be all right for the owner of the store to say, but for the clerk who depends upon his sales to make a record, it is far from being a pleasure.

"Don't imagine that I am saying that all women do this sort of thing, for they do not. But there are some whose principal delight in life is going into stores and getting the clerks to show them all manner of goods, and, in the case of the shoe clerk, trying them all on, and then remarking, with a smile:

"Thank you. I was just looking around to-day. Perhaps I will come in next week and get a pair."

"And the clerk, with a smile on his face and rage burning in his heart, as he thinks of the other clerks making sales while he has been 'showing goods,' says, 'That's all right, madam; glad to have been of service. Come in again,' and proceeds to put up the numberless boxes of shoes that lie scattered all over the counter, while the other clerks smile behind his back.

"Of course you have seen the woman who comes into a store without the faintest idea of what she wants—whether a high shoe, low shoe, oxford, patent leather or kid. That is the time when the shoe clerk has to be father, mother and all the rest of the family, and pick out the shoe that she wants. She seats herself in the chair, and, in response to the clerk's question, says:

"Well, I don't know just what I want. Let me look at some of the styles."

"Then the clerk proceeds to pull his stock to pieces, and before he has

made a sale, if he is that fortunate, his side of the store looks as if it had been struck by a cyclone. This type of the purchaser is as much of a bugbear to the shoe clerk as is the 'shopper.'

"It is really strange to what extent a shoe clerk will be forced to stretch the truth in making a sale. I have sometimes had two customers sitting side by side in the store and trying on the same kind of shoes. In one case the lady imagines that the shoe is a trifle too narrow; not enough, mind you, to make any difference with the wearing of it, just a snug fit. In the other case she imagines that the shoe is too loose, just because she can move her foot slightly. It is then that the shoe clerk has to tell one of them that the shoe won't stretch, and the other that the shoe will stretch. Still, this apparent contradiction is founded on truth, for it is a well-known fact that all shoes will stretch, but it is only natural that a shoe that is tight will stretch more than one that is a trifle loose. It is in this the shoe clerk finds his justification for his dalliance with the truth.

"It is strange what a difference it makes whether the prospective customer be pretty or not. If she be pretty, every clerk in the store is 'front,' without any reminder, and then, it is 'no 'trouble to show goods.' But let a homely woman come into the store and you would be surprised how busy every clerk immediately becomes.

"There is no question in my mind that if a canvass were made of the shoe clerks it would be found that there was an overwhelming majority who would rather wait on five men customers than on one woman."—Boston Sunday Herald.

#### A Chinese Printer's Task.

The Chinese, who are said to have invented printing, have made little progress in its development. Setting type by the Chinese method is a slow process. The Chinaman's "case" is a whole room. The walls of the room, up to the height of the compositor's head, are made slanting; and there the 5,000 or 6,000 characters are divided off into classes by partitions.

The American printer has all the type in a small case in front of him, and can easily reach every letter with one hand without moving from his seat. The Chinese printer may go to one corner of the room to get one type, and then to the opposite corner to get the next type. Even with this slow process, the Chinaman has made considerable improvement over his former methods, by employing the American "stick," "forms," "composing stone," "keys" and a press similar to the American make. The Chinese compositor carries the copy in his head, for the Chinaman has a wonderful memory. This he must have in order to learn the language and become familiar with the thousands of characters necessary to read and write. The printer looks at the copy once, and is able to set up an entire article of, say 500 words, without consulting it again.

# REEDER'S

GRAND RAPIDS, MICH.

## Our Greyhound Tennis Shoes

Were Never Excelled at the Price

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## White Canvas Oxfords

75c to \$1.60

Cleaner for White Shoes 75c Dozen



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# Elk Skin Bicycle Shoes

Quick Sellers  
Order Now

Men's Olive or Black - - \$2.00 per pair  
Boys' Olive or Black - - 1.67½ per pair  
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HIRTH, KRAUSE & CO.

Makers of

Rouge Rex Shoes for Men and Boys

GRAND RAPIDS, MICH.



### How To Conduct a Losing Shoe Business.

Some men are born tail-enders, others are forced into bankruptcy by the habit of extending credit not wisely, but too well; while others just peter out through non-aggressiveness and general incompetency. It isn't particularly difficult, during these strenuous times, for one to acquire the gentle art of failing in business.

These meditations have been precipitated by a recent cleaning-up sale in a shoe store of our town. It was a sheriff's sale. The stuff went quick. It's a pity, too; I hate to see a failure anywhere—especially in the shoe business. Yet every failure is an object lesson, and every stranded enterprise on life's business thoroughfare is eloquent with instruction for the man whose eyes are open. Instead of depressing us, such incidents ought to have the contrary effect; they ought to stimulate us to a closer application and to a more determined effort.

A business failure is no accident. It is a consequence. It is a result of causes one may trace and analyze. I was minded to look into the causes which combined to bring about this failure; and I think they may readily be shown to be the causes which produce nine failures out of ten among shoe retailers.

I hadn't proceeded far with my investigation of the failure of this firm until I discovered that one of the fruitful causes of their undoing lay in the generosity of their credit system. Strictly speaking a "cash" business is one of those vague, Utopian dreams that does not fit into our modern system of industrialism. The few exceptional shoe retailers who adhere to this system evidently possess a rare degree of ability coupled with an immense amount of energy. By confining themselves exclusively to cash buyers it is highly probable that they lose many a good customer who must perforce buy on credit. While this is true the fact remains that there are accounts and accounts. The fine faculty of discrimination must be used by him who would seize success by the forelock. Right here is where my friends lost out; they failed to discriminate. They erred on the side of credulity and generosity; they assumed that all their customers were honest—that in time they would make good. Such credulity makes too heavy a draft upon frail humanity. They were deceived; bamboozled out of good shoes that cost money. Instead of turning their capital to advantage they sent it out on probation. At the rate of over a hundred dollars a month their hard-earned coin mosed forth in the way of credits; some of them good, to be sure, but many of them positively rotten. By and by there was no more capital to turn. Presently bills began to pour in; and it began to dawn upon the firm that the end was not far distant.

Another cause of this firm's failure must be attributed to the meagerness of the margin of profit which they set themselves. Strange that

some shoe retailers persist in deluding themselves with the notion that shoes can be sold at cost plus freight; strange that they voluntarily cut down the margin of profit on such highly important and necessary staples as shoes. But some dealers will do it. Those did it with a vengeance. They sold shoes for \$3 a pair that should have retailed at from \$3.50 to \$4. They were worth it. Yet this firm made the not unfrequent mistake of supposing that it could do a prosperous business on a margin which, by its very narrowness, precluded the possibility of success. Instead of holding for a profit—which they might have secured—they proceeded to cut down prices.

In looking over their stock I soon discovered that they were bad buyers. For example, they were loaded up heavily on tans of almost every kind. They had tans in buttons and lace, bals and bluchers. They had oxford tans galore—tans with broad, medium and pointed toes; tans in freak lasts; tans ranging from lightest russet to deepest oxblood. Now, while a tan shoe is cool and pleasing to the foot, and therefore a good summer shoe, and while it is likely that there will continue to be a respectable minority who will for some time to come insist upon wearing tans during the summer months, propriety and sound business caution should have suggested that they buy gingerly. But they didn't. For another thing I noticed that they went in heavily on oxfords in patent colt. They had 'em with combinations of dull leather; they had 'em in buttons and lace; they had 'em with swinging out soles. They were short on vici and box calf low-cuts—which, after all, are the most comfortable and most salable summer shoes. Another mistake I discovered, which must have played havoc with their chances of success, was the amplitude of their leading lines. Their policy in buying would seem to have been to select a given number of shoes of each number and width. Consequently they had left over a large number of 5's, 6's and 10's of various widths. It never seemed to have occurred to them that there are more 7's, 8's and 9's sold than all other numbers put together. They must have been an easy mark for the enterprising drummer who scooped them.

The extent and variety of their tan-stock accumulations would of itself indicate a fatal weakness for precarious goods, but there were still more astonishing proofs of it. They seemed to take with special avidity to the new, the dashing and the freakish. They had shoes of the kind which people look at, mull over, and maybe try on; but finally decide not to buy. Some of their shoes would go like hot cakes among our American citizens of African descent in the South, or among the ultra swells of the West; but in our staid old city they wouldn't budge in a hundred years. Too much outsole; too much gimcracks; too much perforations and other alleged ornamentations. As a consequence of

## Oxfords SUMMER Tennis

"Three Words With But a Single Meaning"

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

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

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

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## Elk Skin Outing Shoes

Black or Olive

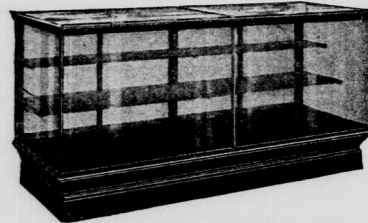
Men's \$1.90 Boys' \$1.75 Youths' \$1.50

The very best shoe of the kind made.

MICHIGAN SHOE CO. = = DETROIT

### THE BEST IS IN THE END THE CHEAPEST

Buy None Other



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

Our fixtures excel in style, construction and finish.

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

Send for our catalogues at once.

Grand Rapids Show Case Company  
Grand Rapids, Mich.

The Largest Show Case Plant in the World

## GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,  
Candy, Corsets, Brass Goods,  
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Folding Boxes for Cereal  
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Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

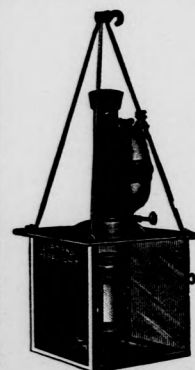
Prompt Service.

Reasonable Prices.

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## 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

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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.

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100 Candle Power



this imprudent and unwise buying, they had on hand a whole raft of freakish stuff that has in this section of the country practically no commercial value.

This tendency to overload on freak styles is merely a special manifestation of a fundamental error which had much to do in putting them out of the business; namely, an inadequate knowledge of shoe values. They lacked heft and awareness; they were sadly deficient, not only in the matter of style in shoes, but also in the character and quality of leathers. They must have been clay in the hands of the salesman who struck them with samples and shoe talk. It never seems to have dawned upon them that there are certain kinds of shoes which are, and have been for a long time, of the nature of staples. Again it would seem from their stock accumulations that all leathers of a given kind looked pretty much alike to them. Some of their patent leather, for instance, was positively bad—the sort of stuff one sees worked up in shoes made to retail at \$2.50, dope and all; while some of their patent colt was simply tip top, and quite as dependable as patent colt gets to be. They retailed these shoes at practically the same figures. Some of their so-called patent colt wasn't patent colt at all; they didn't know the difference. But there was a difference all right. Consequently it was a sort of hit-or-miss proposition with the unsophisticated buyer who was supplying his needs in the shoe line there.

Now it will be admitted on all hands that leather is one of the most difficult things in the world to know. Both retailers and jobbers are often deceived. Manufacturers miss it every once in a while. Even the tanners themselves can not always tell. Some skins which appear to be sound and perfect and "healthy" turn out bad—much to the surprise of everybody in the trade. When it comes to enameled and patent leathers the difficulties are enhanced, so that he would be a rash man who would profess absolute knowledge of leathers. Admitting the truth of all this, the fact remains that there are a good many things that may be learned beyond a peradventure if one sets about it in the right way. Shoes are built out of leather. To know shoes one must know leather; must be able to judge of its wearing qualities by the look of it, by the feel of it. He ought to know the various processes by which raw skins are converted into the finished product. And then he ought to know that the men who make his shoes are also good judges of leather; and that they use the very best materials consistent with prices demanded for their shoes. Knowing these things he is in a position to buy intelligently, and with the assurance that, while he may miss it once in a while, he won't contract the habit of missing it.

Of all their bad qualities perhaps this is worst; they didn't have that priceless quality of ensnaring trade as the spider entangles the fly in his web. Instead of going out after

trade they waited for trade to come in to them. It doubtless looked feasible enough to them on the face of it to hold that they were justly entitled to their share of the public's patronage. They were honest men. They were consistently and uniformly trying to give good values. As factors in the industrial life of the community they were entitled to their share of the trade. In the economy of things they would get what was coming to them. I presume that is the way they reasoned it out; and, as I say, it looks feasible enough, doesn't it? But it's all tommy-rot. That argument won't hold water. The dear public doesn't figure the dope that way; not on your life. It isn't enough to expect trade; you must demand it. It isn't

enough to assume that it will come in—better take it for granted that it will not come—and never does come until it is gone after.

Instead of standing back on their dignity these men should have nosed about. They should have butted in everywhere—made themselves conspicuous for sociability. They ought to have sown the streets knee-deep with dodgers announcing occasional sales. They should have kept bright, fetching advertisements before the people through the daily papers. They should have gotten out neat posters. They should have created an atmosphere of aggressive business thrift and up-to-dateness. They should have made so much noise in the community that it could hardly forget their presence there, and their

business there. But they didn't. They just drivelled out. And all who follow in their footsteps are going to drivell out, too.—Cid McKay in Boot and Shoe Recorder.

#### Remember the Text.

A little Topeka girl came home from church the other day, and was asked what the minister's text was. "I know it all right," she asserted.

"Well, repeat it," her questioner demanded.

"Don't be afraid for I will get you a bedquilt," was the astonishing answer.

Information proved that the central thought of the sermon had been: "Fear not, for I will send you a comforter."



## Picking Up Money Is No Dream to Dealers Who Stock the Ben-Hur

We have a letter before us from one of the largest retail cigar merchants in Michigan, a gentleman who has sold thousands upon thousands of **Ben-Hurs** during the last eighteen years, and this is what he says: "The popularity of the **Ben-Hur** cigar never seems to wane, in fact I believe, judging from my experience, that it is constantly growing in favor. During the years I have been in business I have stocked hundreds of different brands of cigars which have come upon the market to the accompaniment of loud band wagon music. Today out of all of them I can count but two or three in my case, and they are in the row of stickers and undesirables.

"So certain have I and my clerks become that the **Ben-Hur** will please particular tastes that we invariably set a box out to the man who calls for a good cigar."

Here's a merchant who takes the best interest of his patrons to heart, and his wisdom not only results in gratifying his trade, but by being able to sell a high grade cigar for half of its real worth he is not only pleasing his customers but is constantly building up a prosperous steady business.

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

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



## JANE GAYNOR.

## She Owed Her Resurrection To a Stranger.

Written for the Tradesman.

When Jim O'Neill wrote home about his position in the Wakefield store he said he liked the town first rate and that he couldn't ask for anything better, so far as his job was concerned, but he thought he'd have to get him another boarding place. The house was "O. K.," the room "O. Ker" and the table "O. Kest;" but the treatment that man Gaynor daily handed out to his wife, one of the dearest little women the sun looked down upon, was simply scandalous. She wasn't an old woman, either, but it was the old maxim brought down to practice, "Constant dripping wears a stone," and he had got tired of it already. Raynor just ignored her. For the first day or two she ventured an occasional remark and before he, Jim, could utter a word the old heathen butted in and headed him off, not even hesitating to tell her that she had better give her strictest attention to pouring the coffee and not try to talk about things she didn't understand.

Well! That set James K. O'Neill to thinking. He had left at home a few days before a mother whom he professed he loved, a condition of things which not only prejudiced him strongly in favor of the sex to which she belonged, but made him an aggressive champion of every woman, young or old, his devoted eyes rested on. When, then, he had heard the storekeeper's rude remark and noted the wave of red that flooded Mrs. Gaynor's face, the young 22-year-old turned his black, hawk eye upon his employer with a look which meant something, while the square chin, turned that moment in the same direction, had a suggestion which Gaynor might have profited by if he had had the discernment to discern anything.

He didn't however. He seemed possessed with the idea that this was the time of times to impress upon his new clerk the fact that he was the cock of that roost, that the roost included the house and the store, which was the prop of that house, and that when he crowed it was the bounden duty and service of every biped within hearing to listen, to admire and to applaud—especially the little brown hen who had so completely lost her individuality that she had given up every thought of scratching for herself and meekly waited for whatever "he" between crows concluded to dole out to her.

It was with considerable self-restraint, therefore, that young Jim let the rudeness pass unproved; but it set a-quiver every fiber of resentment in the whole of his big body and made him vow then and there that, if it was a case of bulldozing, the bulldozing should cease and that the little woman should again say her say unrebuked or he would know the reason why. Without lowering his pugnacious chin he began skirmishing at once.

"I noticed the last number of the 'Atlantic Monthly' with the leaves

cut on the sitting room table, Mrs. Gaynor. Is it an interesting one?"

"Interesting! Humph! That thing interesting!" It was storekeeper Gaynor who had "butted in." "There is a class of people, O'Neill, who haven't wit enough to know what's what, and they try to hide their lack of it by pretending to be interested in what they know they never can understand. Then they subscribe for the 'Atlantic Monthly,' and the thing is done!"

"And that same class, you'll notice," returned the clerk, "not only brag about being self-made—I never knew one of 'em yet who didn't make a botch of his job!—but always and ever insist on trying to make fun of what they know they haven't brains enough to understand and—the pity of it!—insist on butting in to show in that way the fools they are.—Have you read that article, Mrs. Gaynor, on 'The Educational Folly of the Day?'"

"Yes, and it seems to me—"

"Jane, what difference do you suppose it's going to make what you think? You had better—"

"Have you read the article, Mr. Gaynor?"

"No, but—"

"Then, of course, you don't know anything about it; and, of course, you can have no opinion about it. Besides, a man busy as you have been for years in weighing out groceries by the pound, with little or no education to start with, doesn't think in educational lines and your opinion wouldn't be worth anything, anyway. That's the reason I didn't ask you. Mrs. Gaynor has read the article. I have; and mother and I had quite a discussion about it just before I left home. She thinks, Mrs. Gaynor, that any educational system will thrive and accomplish its purpose just in proportion as sensible motherhood has a recognized, responsible place in the system. What do you think?"

For the first time in years a question had been asked of her at that table and it was so unexpected that she did not answer at once. Her first surprise was due to her husband's failure to cut off any attempt on her part to reply. Then seeing that she was really to be allowed to express an opinion, the womanhood in her asserted itself and with womanly modesty she said, "I think that the college, the school and the home have been working too independently of each other, and that without intending it with the same end in view they have been working at cross purposes."

"All right, Jane. Now write to the magazine folks and let them know that the question is settled and O'Neill and I will go on 'weighing out groceries by the pound.' I want that back room straightened out today, O'Neill, and the quicker you get at it the better. You'll find out before a great while that lard and learning don't mix any more than oil and water does. Come on."

The L door had hardly closed behind the men when a hearty laugh came from the kitchen. "That's what I've told you all along, Mis' Gaynor,

you've got to sprunt right up to that sort of man if you're going to hold your own with him. 'He ain't no lion were not the Romans hinds' is what the old 'Sixth Reader' says, and I b'lieve it, anyway. Gaynor got his come-up once in his life if he never gets it ag'in. I just thought I should split when Jim told him his opinion wa'n't wuth anything anyhow; and when after tellin' 'im that he turned to you cool as a cucumber and ast in that high an' mighty way of his what you thought, I just crammed my handkercher into my mouth and laughed until my sides ached. It's going to take until about day after ter-morrer for that self-made botch dig ter work in. After that it'll be a question o' time fer Gaynor ter be sassy and git licked, and Jim to git his warkin' papers. Whichever way it goes, Mis' Gaynor, you've had y'ur chance to say yer soul's y'ur own, an' 'f y'u don't keep it it'll be your own fault."

It is pleasant to state that the girl's prediction did not come true. There were a number of reasons for it. In the first place Wakefield was a bad place to get help. Gaynor was a hot-tempered crank and he had been so long without help that he was ready to put up with anything—for a while at least. Another and a strong reason was that the young man didn't come for the sake of the pay. He fancied he wanted a store of his own some day, and the O'Neills, father and son, thought that the boy could get a better insight into a country store there than anywhere else. Then, too, he knew the O'Neills were thoroughbreds and had been for generations, a fact which accounts largely for the storekeeper's lack of resentment over the affair at the breakfast table, and—and, let us be honest, Jim O'Neill stood six feet in his stockings, was the leading athlete in a class famous for their sinews—they had no muscles—and he was evidently as fearless as he was strong.

Gaynor yielded to these reasons and the clerk kept his place, notwithstanding the one great provocation. "If Gaynor knows which side of his bread's buttered," said the wise-acres of the town, "he'll hang on to that fellow," and he did, although it wasn't Gaynor's fault that he hung on.

He had nothing to find fault with. The clerk did not have a lazy bone nor a lazy muscle in his body. In the vernacular of the country "he took right hold" and "he kept things ahummin'." The straightening out which began in the back store did not end there. It took in the whole establishment, including the proprietor. When the dirt and disorder went out, cleanliness and order came crowding in, and with it—there are two or three country storekeepers I know whom I want to remember this—an increase of trade that fairly staggered the proprietor. For a while he accounted for it by repeating the adage of the new broom, but as the radii of trade lengthened from Wakefield as a center he candidly admitted that Jim was the

cause of it and that prosperity and Jim O'Neill had come together to the Wakefield store;—but.

A change of the point of view and that point Gaynor's is needful here. There was no doubt about the prosperity, its coming and its staying. It built the fine house in the fine yard on the finest lot in Wakefield; it furnished it with the best furniture that Grand Rapids can turn out and everybody who is anybody knows what that means; and its mistress was a little finer and a little better than any other wife and mistress in the country; but what are all these and the more which they imply to a man who was—Ehen! Ilium fuit!—the undisputed master of all he surveyed and was that no longer? Once only since that fateful breakfast had a similar scene been enacted. He had taken occasion to call Jane to account, as a husband has a perfect right to do at the table or anywhere else, if it so seems best, and that clerk, forgetful of all he had done for him, told him to "cut it out!" It was in his own house at his table and his own wife, and although he had ordered the menial to leave his presence at once he did so only when the meal was over. The culminating outrage took place without witnesses at the store immediately after. Upon Gaynor's entrance the clerk, with coat off and sleeves rolled up, seized his employer by the collar and seating himself on a chair forcibly bent his senior across his knee. Him in that humiliating attitude he thus addressed:

"Gaynor, I've a good mind to give you the licking of your life; but for the sake of the good wife whom you have shamefully abused twice in my hearing I'm going to give you one omre chance, if you want it. Do you?"

"Yes."

He was promptly helped to assume a perpendicular.

"Now just a word more. I knew when I came here what I should find and I found it. I knew when I came what I should do and I have done it. Without being too free with the sacred text I rolled the stone away from the door of the sepulcher in which you had buried your wife and her resurrection followed. You try again to entomb her and I'll finish up the business in good shape;" and all I have to say is that in all probability Jim O'Neill will never finish the job.

Richard Malcolm Strong.

## A Co-Laborer in the Great Work.

"What's all this racket about?" demanded the policeman, who had heard sounds indicating a disturbance while passing the building, and deemed it his duty to investigate.

A meek, crestfallen man was sitting on the floor in a corner of the room, amid an array of overturned chairs and miscellaneous furniture, while over him stood a resolute, red-faced woman, who turned and faced the officer.

"I am engaged in the work of uplifting a husband, sir," she said. "There is no occasion for your interfering."



**Rule of Men and Women.**

There are a million more women in Germany than there are men, says the World's Work, and it is estimated that there are at least 2,000,000 of women who are unmarried, and one-fourth of all of them work. Yet Germany is decidedly masculine in social and intellectual achievements.

In the United States, on the other hand, there are at least a million more men than women, and only about one-tenth of the women are at work outside of their own homes. Yet the stamp of the feminine mind is upon everything American, and in many of the higher phases of culture women take the initiative.

We have higher moral standards and less of the war spirit. We have a higher ideal of the relation of the sexes; and, if we may consider the individual, we have the finest women in the world—excepting, perhaps, the Russian women—and therefore the best mothers.

Germany, on the other hand, has the best civic development, far finer architecture and the cleanest streets. She has the greatest musicians, scientists and philosophers. She has, however, lower moral standards, an inflated military spirit, less democracy, and, of course, a more thorough subjugation of women.

**Advantage of Being Bald.**

Frank A. Vanderlip recently told the following story at a bankers' convention:

"Sane optimism I like and cultivate, but there is such a thing as foolish optimism, and on that I frown.

"It would be foolish optimism to insist that a bull movement will keep on forever, just as it would be foolish optimism to see anything advantageous in a bald head.

"Yet such optimisms exist. I once heard a man praise baldness recklessly:

"I have decided," he said, "that baldness is a wise provision of nature."

"How so?" said I.  
 "Well," said he, "a bald man has no hair except below his hat brim, eh?"

"Yes," I agreed.  
 "And barbers' shops are draughty places,"

"Yes."  
 "They are very apt to give one cold?"

"Yes, yes."  
 "Well, a bald man escapes the draughty dangers of a barber shop because he can get his hair cut without taking his hat off."

**Raspberry Vinegar.**

Some of the unnecessary trouble which manufacturers will have if the proposed pure-food and drug law be enacted is instanced by a recent decision of the Secretary of Agriculture. An importation of "Raspberry Vinegar" was held up as misbranded on the statement of the manufacturer that the article was not a true vinegar, but a beverage. The department gravely announces that a vinegar was never intended for a beverage, but only as a condiment, and suggests that the term "Raspberry Beverage" is a suitable designation.

**Hardware Price Current**

AMMUNITION.			
Caps.			
G. D., full count, per m.	40		
Hicks' Waterproof, per m.	50		
Musket, per m.	75		
Ely's Waterproof, per m.	60		
Cartridges.			
No. 22 short, per m.	2 50		
No. 22 long, per m.	3 00		
No. 32 short, per m.	5 00		
No. 32 long, per m.	5 75		
Primers.			
No. 2 U. M. C., boxes 250, per m.	1 60		
No. 2 Winchester, boxes 250, per m.	1 60		
Gun Wads.			
Black Edge, Nos. 11 & 12 U. M. C.	60		
Black Edge, Nos. 9 & 10, per m.	70		
Black Edge, No. 7, per m.	80		
Loaded Shells.			
New Rival—For Shotguns.			
No.	Drs. of Powder	oz. of Shot	Size Gauge Per 100
120	4	1 1/2	10 10 \$2 90
129	4	1 1/2	9 10 2 90
128	4	1 1/2	8 10 2 90
126	4	1 1/2	7 10 2 90
135	4 1/2	1 1/2	6 10 2 95
154	4 1/2	1 1/2	5 10 2 95
200	3	1	10 12 2 50
208	3	1	8 12 2 50
236	3 1/2	1 1/2	6 12 2 65
265	3 1/2	1 1/2	5 12 2 70
264	3 1/2	1 1/2	4 12 2 70
Discount, one-third and five per cent.			
Paper Shells—Not Loaded.			
No. 10, pasteboard boxes 100, per 100.	72		
No. 12, pasteboard boxes 100, per 100.	64		
Gunpowder			
Kegs, 25 lbs., per keg	4 90		
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90		
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60		
Shot			
In sacks containing 25 lbs.			
Drop, all sizes smaller than B.	1 85		
AUGURS AND BITS			
Snell's	60		
Jennings' genuine	25		
Jennings' imitation	50		
AXES			
First Quality, S. B. Bronze	6 50		
First Quality, D. B. Bronze	9 00		
First Quality, S. B. S. Steel	7 00		
First Quality, D. B. Steel	10 50		
BARROWS.			
Railroad	15 00		
Garden	33 00		
BOLTS			
Stove	70		
Carriage, new list	70		
Plow	50		
BUCKETS.			
Well, plain	4 50		
BUTTS, CAST.			
Cast Loose, Pin, figured	70		
Wrought, narrow	60		
CHAIN.			
Common, 1/4 in. 5-16 in. 3/8 in. 1/2 in.			
BB, 7/8 c. 7/4 c. 6 c. 4 1/2 c.			
BBB, 8 c. 7 1/2 c. 6 1/2 c. 6 c.			
CROWBARS.			
Cast Steel, per lb.	5		
CHISELS			
Socket Firmer	65		
Socket Framing	65		
Socket Corner	65		
Socket Slicks	65		
ELBOWS.			
Com. 4 piece, 6 in., per doz.	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	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	25
Casing 6 advance	25
Finish 10 advance	25
Finish 8 advance	25
Finish 6 advance	25
Barrel 1/2 advance	85
RIVETS.	
Iron and tinned	50
Copper Rivets and Burs	45
ROOFING PLATES.	
14x20 IC, Charcoal, Dean	7 50
14x20 IX, Charcoal, Dean	9 00
20x28 IC, Charcoal, Dean	15 00
14x20, IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	3 05
No. 27	4 20
No. 28	4 30
No. 29	4 10
All sheets No. 18 and lighter, over 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
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, Nickered	30
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	66
10 gal. each	70
12 gal. each	84
15 gal. each	1 20
20 gal. meat tubs, each	1 20
25 gal. meat tubs, each	2 25
30 gal. meat tubs, each	2 70
Churns	
2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each.	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each.	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
Jugs	
1/2 gal. per doz.	60
3/4 gal. per doz.	45
1 to 5 gal., per gal.	7 1/2
SEALING WAX	
5 lbs. in package, per lb.	3
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	3 00
Caps	2 25
Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 Joz.	
Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75
Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10
Lead Flint Glass in Cartons	
No. 0, Crimp top	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00
Pearl Top in Cartons	
No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30
Rochester in Cartons	
No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 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 15
3 gal. galv. iron with faucet, per doz.	3 75
5 gal. galv. iron with faucet, per doz.	4 75
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00
LANTERNS	
No. 0 Tubular, side lift	4 65
No. 2 B Tubular	6 40
No. 15 Tubular, dash	6 50
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 60
No. 3 Street lamp, each	2 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	70



## WILLIAM TRAVERS JEROME.

## The Story of His Life, Told by Himself.

The day was warm and William Travers Jerome took off his dark blue coat and carefully spread it over a chair. Then he sat down, his back toward his open desk, and put his feet against the wall, and talked:

"As a child and as a youth I had one attack after another of membranous croup. My winters were seasons of terror and suffering. I lost much time from school and tutors had to come to the house. Besides my eyes were astigmatic and I was 27 years old before I knew it. What other fellows could do at college without much effort wore me down and tore my nerves. But at the age of 28 a change quickly came without medicine or corporal exercise. I had spectacles, for one thing, and that helped. Year by year I grew stronger, and now I take poor care of my health. I eat too much. I suppose, take as little sleep as possible, and during a political campaign can work almost continuously day and night for weeks at a time.

"After leaving Amherst college I went to Columbia law school, where I was graduated in 1884. Then I became a clerk in the office of Stanley, Clark & Smith, lawyers, with a large practice. My family had gone to smash in Wall Street, and when that happens everything goes, roots as well as branches. So I had no means of getting clients for the firm I was with.

"In New York business connections count, especially in lawyers' offices. The situation was clear to me, and I was innocent enough and bold enough to hang out my shingle. I shiver when I think of my unsophisticated courage. Those were dreary and desolate years—four of them. I lived at home. I couldn't have lived elsewhere and paid a dollar a week for my board. But I put in my time. I took up the Harvard law course and studied it alone and to the end. I read all the law I could find and searched out its history. Finally my father sued some men in Wall Street. I tried the case and won it. On the appeal I got the decision. I scarcely shall be as happy again as I was at that time.

"But life dragged. My coat became shiny and even hope grew ragged around the edges. I recollect that I spoke of my discouragements to an elderly lawyer. 'Don't be impatient,' he said. 'Business is an accident that always happens.' Moreover I was engaged to be married and that bothered me—had been engaged for five years. I was madly in love and most miserable. After the election of John R. Fellows as district attorney my father asked me one morning at the breakfast table if I would like a place in his office—it might enlarge my experience, and so on. I thought of my wedding day and vehemently accepted the suggestion. Fellows always had said he was under obligations to my father, and so my father went to him and there was some talk of a \$1,200 position. I heard the ringing of my

marriage bell and the odor of orange blossoms was everywhere, especially in my lonely little office where I sat and saw visions which are too sacred to describe.

"But Fellows hesitated, and dodged, and never came to the point. The peal of the bell grew less joyful, the orange blossoms began to fade, and the visions stole away one by one as if ashamed of being seen in my presence. Then my father thought of Richard Croker. When I was a lad in school Croker, a city fireman, was arrested for murdering a man on election day. He was tried and acquitted. The person who actually committed the crime sat in the court room and heard the trial. Croker had been a rough fellow, a member of the notorious tunnel gang, but he took his medicine and never said a word. He was declared to be innocent, but, nevertheless, was a marked man. John Kelly, then chief of Tammany, told him that he was ruined unless he ran for some minor office, was elected, and thus vindicated by the people themselves. Accordingly, Croker became a candidate for coroner, or something like that. Naturally enough the newspapers attacked him, and they didn't employ soft words either. 'Croker, the murderer,' was printed in big type, and the fury and tenacity of the assault wore on him. One night he came to my father's house. 'You don't know me,' he said, 'and I have come to tell you who I am. I can reach all of the democratic newspapers in the city but the Herald. I am informed that you are the friend of James Gordon Bennett and his father. My wife is broken hearted because the Herald calls me a murderer. Can't you induce the Herald to let me alone?'

"My father was interested in the frank and manly character of the man, and after hearing his story agreed to see Mr. Bennett. The Herald stopped its attacks.

"Therefore when Fellows began to back and fill about giving me a place in his office my father thought of Croker who was then in the South with Stokes, the man who shot and killed Jim Fisk. He wrote to Croker. The letter followed Croker for several days and then caught him. 'I have arranged it,' Croker telegraphed back. Consequently I was made a deputy in Fellows' office at \$3,000 a year. It was a hard place for a young fellow. This office is the jaws of hell even when everything is honest. Under Fellows matters were awful. But I got married. I toiled like a galley slave, preparing briefs and getting not only the facts but the law. My work impressed the assistants, and by and by one of them said: 'That young fellow can try cases.' I was sent into the court room and made a friend of Recorder Smyth, the judge. I held the deputyship for thirty-six months and was in court twenty-eight months of the time.

"Presently a reform movement came along. I could have kept out of it and retained my job, but there were evils of which I knew and I thought it to be a part of my duty

to help correct them. I was young and easily persuaded, and therefore readily believed that the time was at hand for better conditions of government. I even convinced Mrs. Jerome that we were bound to win, that there was to be an upheaval, and that virtue was to sit enthroned where sin was wont to congregate.

"On election night I came down town to hear the peans of victory and to do some singing myself. I walked home in the clear moonlight of a beautiful night, but in the most hopeless gloom of my young life. I crept into my flat thinking I could cheat my wife, but she was sitting up in bed. 'How big is our majority?' she asked. 'Polly,' I replied, and I tried to look unabashed and even reconciled; 'Polly,' I replied, 'we have been pounded into the earth and are no longer visible.'

"In the morning I took an inventory. I had two months in office, \$330 in bank, and a wife and baby. I was scared into a state of mental paralysis. Of course I knew that we wouldn't starve. Mrs. Jerome had a home and I had one, but I was a man of family, a lawyer by profession, and the mortification contained in the possibilities of my case almost made me weep. In woe and more or less shame I served my two months and again hung out my shingle. It is heaven's truth when I tell you that I didn't smile for six months.

"A man walked into my office one day and said: 'I sat on a jury while you were trying a case in the Criminal Court. I rather liked your way. The cashier of my establishment is a thief. I have hired lawyers and expert accountants, but can't catch him. I have spent money enough, but I want you to take hold of the matter and run it down.'

"I went to work and attacked the case from every possible hypothesis. By the process of elimination I decided that the cashier had removed the names of the payees to whom checks had been issued by his employer and had written in his own name. Then when the paid checks were returned to the bank he had erased his name, also with acid, and had written in cleverly the names of the original payees. I sent for a number of the paid checks and examined them under a microscope. There was no visible evidence of al-

teration in the writing. I had taken a course in chemistry at college and was interested in photography. The base of ink is either logwood, which is vegetable, or iron salts. I steamed one of the checks to make it moist and put it over a flask of boiling sulphide of ammonia. The ink used by the cashier in writing his name after he had erased the name of the payee thus became black sulphide of iron and was brought out so clearly that I photographed it. I tried other checks with the same result. The bank settled with my client, the cashier went to the penitentiary, and I got a whopping fee. Thereafter I was on Easy street and once more smiled.

"Clients came straggling in, and the need of money gave me no further concern. Presently the Rev. Dr. Parkhurst made his stir about corruption in the police department, and the Lexow Committee was appointed to examine into his charges. I was asked to act as assistant counsel and served in that capacity. Reforms in the way of committees followed—we had one such an organization, nonpartisan in character, with a membership of seventy good and earnest men, but it was too large to be effective against Tammany. Some one was needed to look after the political end of the work in hand. I was chosen, and our forces, being thus unified, we helped to elect William L. Strong mayor of the city. Our police courts in those days were a disgrace to the community—all kinds of disreputable men were around. Some of them were lawyers and some were not. I helped to write a bill to reform these courts, and Mayor Strong appointed me to be justice of the Special Sessions, an office which I held for seven years.

"I always held that a magistrate ought to have inquisitorial as well as judicial power. The committee of seventy asked me concerning my policy. I told them I thought we should take the worst thing at hand, which was gambling, attack it, and then let our policy shape itself. New York was as wide open as any tough town in the Far West, and the police were in partnership with the gamblers.

"With a peace officer and a number of men as a posse comitatus I swooped down on a place and cap-



## Hart Canned Goods

These are really something very fine in way of Canned Goods. Not the kind usually sold in groceries but something just as nice as you can put up yourself. Every can full—not of water but solid and delicious food. Every can guaranteed.

JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors



tured every one redhanded. I opened court right there. A policeman came to me and said: 'You have caught a city commissioner. Shall I let him go?' I called the man and asked his name. He told me he was John Doe. 'That's too indefinite,' I replied. 'I must have you as a witness. If you can't identify yourself so that I can find you I shall send you to the house of detention.'

"My God!" he groaned, 'you can't mean it.' Then he gave his name, adding by way of explanation that he had come to the gambling house to look for a wayward son. The newspapers got the story, and my expedition gave the city something to think about and to laugh over.

"One night we raided more than twenty places. I was dragging the judicial ermine in the dust, they said. My friends on the Reform Committee got scared. But I kept pounding away. I would work in court all day and do my raiding at night. Through it all Robert Fulton Cutting and several other genuine and courageous reformers stood by me. They brought about my nomination in 1901 for district attorney, and I was elected.

"I was re-elected in 1905, but I would have been glad of a decent opportunity to escape. I had no money, to speak of, I never have had any insurance on my life, and I have a wife and son. I would have welcomed some honorable way back to the practice of my profession, but I didn't want to retreat nor to be whipped. I thought the matter all out and decided to ignore both political parties and go straight to the people. It was a hard fight. I spoke from five to seven times a night. On one occasion I rode thirty-six miles in an automobile between dark and 1 o'clock in the morning and made half a dozen speeches. The newspapers reported what I said and I had to have something new for every audience.

"I believe in political parties, but platforms do not make political parties. There are two general groups of men in this country. One group is conservative in different degrees, shading downward from progressiveness to inaction. These men are republicans. The other group is liberal, believes in advancement and often runs riotously into radicalism. Such are the democrats and I am one of them. So the divisions among men who think in English are generic. Platforms usually are claptrap and politicians often are opportunists who follow after votes rather than principles. McKinley's free silver speech a few years later could have gone out of Bryan's mouth and been acceptable to a large part of the democratic party. Then, too, the American people are idealists and desirous of having honest judges. A man may not live up to his own standards, but he expects his public officials to do so.

"When I got into a house of my own, after my election as district attorney, I thought I should like to run a lathe. I got one and put it in my basement. Then I bought other metal working machinery. Now I have three machine shops at

my home in Lakeville, Conn., which contain two engines, two generators, and everything else that a machinist would need or think of. I make all kinds of things out of metal—compasses, ornamental brass boxes, etc.—and I love the work. During my vacations I spend from ten to twelve hours a day in my shops. What little I know I taught myself, and I find great delight in discovering how to do things which are common enough to men who have learned the trade. When an artisan lays out mechanical work and executes it he gives it more and better thought than would a lawyer who is engaged in ordinary practice. It is an intellectual pursuit. Moreover, I have found that when a man, especially if he is young, has stood behind a machine for ten hours he doesn't want Carnegie libraries nor essays in the evening, but amusement.

"I made but one promise when I was running for district attorney. I said if I were elected I should be the lawyer of the people. If I practiced corporation law I would associate with my clients, live among them, go to their clubs, and, I fancy, ride in an automobile. Elected to the office I wanted, I chose the most densely populated district in the world for my home. I live in a flat and have an assistant and a detective with me in the morning and in the evening. We listen to every complaint that is brought to us—2,000 of them a year. Mrs. Jerome spends two or three days each week at the flat and then we go to Lakeville over Sunday."

#### People Who Get Paid for Their Influence.

There are men in big cities who get their food, drink and raiment for nothing, and who often get paid for getting these things for nothing. Necessities and luxuries which other men can not obtain without the requisite collateral security or the coin of the republic are supplied to these fortunate ones free of cost.

In the list of business enterprises that have given and still give something for nothing, and that sometimes pay the recipient of their bounty money for accepting the same, are some hotels, restaurants, saloons and candy stores. At these places the inner man or woman may be satisfied. And there have been cases in which tailors and clothing shops have parted with their goods in return for nothing except influence, the good will and the good words.

Politicians, actors, men about town and society people compose this class of persons that can eat, drink and wear good clothes without having to toil or spin to get the commodities that they are furnished.

One politician was not long ago offered the sum of \$100 a month by a man who owns a saloon which had been visited but seldom by the politician. The saloonkeeper said to him:

"I know that you would be of value to me. If you would only make my saloon your headquarters

everybody that wanted to see you would have to come here. They would buy a drink while asking for you, and while they talked business they would buy more drinks. They would spend so much money here that I could well afford to give you \$100 a month to patronize my place."

Other men who have wide acquaintance tell of many attempts—some of them successful—which have been made to get them to accept something for nothing. Many men know that if while among their friends they will talk a little of the merits of this or that wine, this or the other cigar, the men who are in the business of supplying these articles can afford to take care of their amateur agents.

Some men in public life have made a little "on the side" by patronizing restaurants which for the time may be in need of a better or a wider line of custom. The proprietors know the men that can do good for them by bringing their friends to the cafe and by having their own meals there. Of course some proprietors are either too discreet or too thrifty to come right out with a flat footed proposal to pay money, but they can reciprocate by extending long lines of credit which they know they never will see satisfied by their favored patron and by giving little dinners now and then to the man and his friends.

There is everything in being "in the fashion," as these men and men at the head of various other industries well know. To get a thing to become fashionable is a process that will result in the coinage of money. The men that pay patrons to come to their saloons, to wear their clothes, or to smoke their cigarettes are losing no money.

Some women in society, who in their own little world always are first with innovations, have been known to be upon the gilt edged pay roll of dressmakers and milliners. They would not accept (that is, most of them would not, although some of them do) compensation in money. But they are given exceptionally

low prices and their credit is as solid as a rock.

A manufacturer of candies suggested to a society woman of his acquaintance that if she would deftly and unobtrusively mention the merits of his candies among her friends he would be pleased to supply her with all she wanted for herself, and that in addition he would be glad to pay her \$20 a week. She refused, but many persons as well placed as she have consented to become touts for trade. There is nothing intrinsically wrong in the practice, although many persons of more or less fine feeling would condemn it as vulgar and would have nothing to do with it. It makes trade, however, and the man who wants to make money can hardly be blamed for adopting a device that is not wrong in itself and that works to his financial advantage.

"Business touts" these employes are called, and they, like detectives, prefer in most cases to submerge the knowledge of their occupation so far as their friends are concerned.

Carl Ryder.

#### A Camera Fiend.

A well-known criminal lawyer one day sauntered into a police court just as a case was called. It appeared that the defendant had no attorney, and the Judge glanced about the room to see whom he might assign to the case.

"I'll take it, Judge," the late comer said, wishing to pass away the time. "By the way, what is the man charged with?" the attorney presently asked.

"He's a camera fiend of the worst sort, Mr. Brown," the Judge said with a slight smile. "I expect to send him to the workhouse for about three months."

"What!" the lawyer shouted indignantly. "Your Honor must be joking. Send a man to the rock pile for three months for a little harmless amusement like taking pictures?"

"Well," the Judge said mildly, "he doesn't take pictures much—it's the cameras he takes."

## BALLOU BASKETS ARE BEST

### A Conundrum For You

Why are Ballou Baskets like hard boiled eggs?

Because they can't be beaten.

STOP GUESSING

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



BAMBOO DISPLAY BASKET

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

**BALLOU BASKET WORKS, Belding, Mich.**





Michigan Knights of the Grip.  
President, H. C. Klockseim, Lansing;  
Secretary, Frank L. Day, Jackson; Treas-  
urer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan  
Grand Counselor, W. D. Watkins, Kal-  
amazoo; Grand Secretary, W. F. Tracy,  
Flint.

Grand Rapids Council No. 131, U. C. T.  
Senior Counselor, Thomas E. Dryden;  
Secretary and Treasurer, O. F. Jackson.

#### Why It Takes Hustle To Sell Goods.

"It is easy enough to manufacture," remarked Watkins, the Chicago salesman, "but the real job is scattering the stuff after you make it."

"I don't altogether coincide with your idea," remarked Joannis Carolianus, the young college man who was out to pick up points, and who, after having listened to the company of plain, blunt business men for a time, had grown a little more at east. "Does not Emerson tell us that a man may make poor things and fail to sell them on the busiest thoroughfare, but let him make good things—aye, a mouse trap, even—and though he be in the midst of a dense forest people will make their path to him. I haven't quoted Emerson exactly right, but I have given you, notwithstanding, the essence of his conclusion."

"I don't know much about what Emerson thinks of business," answered the hat manufacturer, "but I do know that it doesn't make any difference how good you make stuff, to get rid of it you must hustle. It is all right to give a good circus to the people after you get them in the tent, but to get them there you must post up your fancy show bills and give a good street parade. The show bills were enough to catch me when I was a boy. I recall how I used to go down and stare at the flaming colors posted up on the side of the blacksmith shop. I didn't pay much attention to these things as I grew older, but even now, when I see a woman in a cage of lions being hauled through the streets and hear a lot of red coated fellows blowing horns, I get the quivers and usually end up by taking the children to the circus."

"It used to be so that a man could make good stuff and go out in the middle of a forest, as my young friend here says, and have people come to him; but nowadays he has a fierce time running 'em in if he has a ground floor on Broadway."

"Merit is a mighty good thing to have as a background, but to get there you must mix it with a whole lot of hustle."

"Yes, sir; that applies even in our business," said the publisher. "It used to be so that books sold themselves, and nowadays we have to sell books."

"Yes, you bet your life, you must sell everything," began the specialty man. "Emerson's college ideas about business are all right, but they won't work. I'd a good deal rather listen

to what the man that makes shoes says than to listen to what Emerson, who wrote books, has to say. I used to think that selling was a very easy thing. I was raised on a farm and after I began to wear cuffs and sneak out dad's razor to mow the fuzz off of my face and feel rich enough to go to dances and throw in half a dollar when the darky fiddler passed the hat around, I thought it was a little more honorable occupation to rattle at a coal oil pump in a grocery store than to curry horses. I became a clerk. I used to see these smooth, slick fellows from Louisville and Cincinnati coming into the store where I worked, beam out a glad smile to the old man who owned the business, pass around a few Spotted Fawn cigars to us boys, and in a little while book a nice order. Then he would either have the liveryman drive him to the next town, or else kick up his feet on the banister of the hotel porch, and take the world easy until train time.

"This looked good to me, and, and after I had grown enough in wisdom to wear patent leather shoes a couple of sizes too small and to have my trousers creased by a washerwoman, I made up my mind that I would go to Cincinnati and look around to see which wholesale house I would go on the road for."

"Just before I went to clerking my father gave me a colt, which turned out to be a bird of a horse. I sold this horse and got for him a hundred and fifty dollars in new greenbacks. This wad looked as big to me as a roll of rag carpet. I stuck the hundred and fifty into my pistol pocket and went to the city feeling rich as Jay Gould."

"It was lucky for me that I had that wad along, I got to Cincinnati and put up at a \$2 a day house. M-m! but I was flying! Then I went out into the city to size up the various grocery and hardware houses—these were the lines that I knew—to see which one I would go on the road for. After I had taken a squint at several of them I walked into one and asked to see the man who 'hired the drummers.' A small boy asked me if I had a card. About that time my mouth began to twitch and I lost part of my voice. About the only cards I had ever possessed were the kind that had fancy backs and came fifty-two and a joker to the deck. I said, 'No, sir; I haven't any card. I have never worked for any firm and had my name on one, but I want to start in here and go on the road.'

"The boy mumbled something to the old man in the office, who said something back, without even looking up; then my young friend who had asked me for the card said to me: 'Don't want inexperienced man,' and started addressing an envelope. That was the first time that a deal had come to me like this. I simply got huffy and walked proudly out; but humility came to me before the day was over. I'll bet I went into forty places. More than once I felt sorry that I had given my bosom friend my old job at clerking, and wanted to go back to the little village and hitch

horses for the farmers' wives who came to town. Yet I had grit, and that wad in my pistol pocket, and I wasn't going to give up.

"The next morning I walked into a big wholesale cigar house, and by this time I had learned to pick out where the boss staid myself. As I went in the door I saw an old gentleman sitting in a little glass office to the right. He wore a long white beard and a pair of gold rimmed spectacles. This time I braced him straight. 'Good morning, sir,' said I. 'Good morning,' said the old gentleman, politely. 'Is there something I can do for you?'

"Yes, sir, you can," said I. 'I walked the streets of this here town all day yesterday, and I couldn't find anybody that would give me a job. I know I was raised on a farm and I haven't done anything but clerk in a little country store, but I believe I've got as much sense as a whole lot of these fellows that tote sample cases around; and for a good many years of my life I got up at 4 o'clock in the morning and fed the horses before I had my breakfast. Now, I want to go to work, sir, and to go to work for you. All I want is a chance'—and with this I reached back in my hip pocket and flashed that roll. 'Yes, sir; all I want is a chance. You give me a case of samples and if I don't sell goods, don't pay me any money. I can pay my own expenses.'

"I reckon my straight talk loosed the old man, for he at once said to me: 'Well, young man, I like your self-confidence. We shall fix up a line for you and give you a territory over in Kentucky, and try you—let us say for a month. At the end of that time, come in and we can talk business a great deal better. You needn't worry about paying your own expenses. We will not put out a man whom we do not think enough of to invest this much in. When you get your samples up, go to the cashier and he will give you \$100 to travel on.'

"Jerusalem! When I left town that night with a hundred and fifty of my own money in one hip pocket and a hundred dollars belonging to my firm in the other, which bulged out my trousers as if I carried a Colt's navy—I was the happiest man that ever left Cincinnati. I couldn't keep from going out on the platform of the car once in a while and putting my two hands on my money while I threw out my chest and cocked up my cigar till the lit end almost burned my eyebrows.

"Down in my country they say: 'A fool for luck and a bob tailed dog for "possums."' I reckon because I knew so little I got along. There wasn't any house in the country, when I talked to a merchant, that was as good as mine. The end of the month I went in and the old man said to me: 'Well, sir, you've done first rate. You've made a good record and you can keep on down there where you are at a salary of \$100 month.' That was when I became too proud to count eggs. No, siree, no more rattling coal oil pumps for me—I was a traveling man.

"If I had just kept my common sense and gone right on I'd have been lots better off, but after a while I felt that I must flash a diamond stud and I spent all my salary on jewelry, and clothes, and renting poker chips. I made a good salary, all right, but after four or five years I got to be simply downright ornery—yes, sir, ornery. I had to change houses a time or two, and get on my uppers before I ever got a grain of common sense.

"Now, I've not been to college as my young friend here has, but I have humped it around the country for a good while, and I want to tell you that even if a man has something good to sell, he must keep hustling to sell it—and it's getting harder and harder every day. Competition is growing keener and keener. It was easy enough when I first started out to sell goods on personality, and while this goes a long way yet, good clever work must back up good stuff. You can't distribute your employer's goods to any alarming extent unless you first hand out a heap of energy, attentiveness, and all round hustle."

Charles N. Crewdson.

#### Saying a Good Word for Gossip.

Gossip is the pillar of the social fabric, its prop and stay. Everybody on good terms with his neighbor must gossip with him "and it is more important," says a keen student of human nature, "that a person should be a good gossip and talk pleasantly and smartly of common friends and the thousand and one nothings of the day and hour than that he should speak with the tongue of men and angels." The famous conversers are accomplished gossips of the higher rank. Many of the finest sayings of Samuel Johnson, as worded by Boswell, were brilliant bits of gossip about men and things. It is impossible to be a really good talker without indulging in allusions which Dryasdust would taboo as idle nonsense.

### Livingston Hotel Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

ERNEST McLEAN, Manager

### Traveling Men Say!

After Stopping at

### Hermitage European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

J. MORAN, Mgr.

All Cars Pass Cor. E. Bridge and Canal



**GONE BEYOND.**

**Ralph Blocksma, the Dry Goods Salesman.**

Ralph Blocksma was born March 2, 1859, at Sneek, Province of Vriesland, Netherlands. He was one of six children and attended school until the family came to Grand Rapids in 1874, where he attended the public schools until he reached the eighth grade. After leaving school he was employed by DeGraaf, Vrieling & Co., C. C. Comstock and the Widdicomcomb Furniture Co., and later on entered the carpet department of Spring & Company, with which house he remained about two years. On March 6, 1881, he accepted a position as house salesman for Voigt, Herpolsheimer & Co. Shortly afterwards he started out on the road, being the first traveling salesman to represent the company. He traveled continuously since that time for Voigt, Herpolsheimer & Co. and the Grand Rapids Dry Goods Co., covering the Holland colony for the past ten years.

Mr. Blocksma was married August 2, 1883, to Miss Elizabeth Quartel. They had three children, Dewey, Marie and Anna. The family reside in their own home at 119 Powell street.

Mr. Blocksma was a member of the Christian Reformed church on Lagrave street. He was also a member of the Michigan Knights of the Grip, but had no other fraternal relations, preferring to spend his spare moments in his home in the company of his family. His hobby was fishing, he occasionally devoting a day to this amusement.

In the summer of 1902 Mr. and Mrs. Blocksma made a trip to Europe and visited Germany and several points of interest in the Netherlands, including Amsterdam and Mr. Blocksma's birthplace.

Mr. Blocksma died on the morning of July 2 at his home after an illness of seven and one-half weeks caused by an affection of the liver. The funeral was held on July 5, first from the house and later from the Christian Reformed church, Rev. Wm. VanderWerp officiating.

Mr. Blocksma will long be remembered by his friends and acquaintances for his intense energy and his genial personality. He was a persistent worker and never knew how to stop so long as there was work to be done or a duty to be performed. He combined with his work habit, which is a distinguishing trait of men of Holland birth, a personality which enabled him to make and keep friends, and to this faculty are largely due the success he attained, the friends he made, the goods he sold and the position he was able to achieve and maintain in the business world.

At a meeting of Grand Rapids Council, No. 131, United Commercial Travelers, the following resolution was unanimously adopted:

Whereas—It was the will of the Almighty God and the Supreme Ruler of the Universe to take from his home and fireside our esteemed brother commercial traveler, Ralph Blocksma; therefore be it

Resolved—That we as a Council and as brother travelers extend to his wife, children and aged father and mother our most sincere and heartfelt sympathy in this their hour of great sorrow, of sad bereavement, hoping that we may help to brighten their desolation by a warmer grasp of a friendly and brotherly hand and contribute by word and deed some ray of light and comfort to them in this their darkest hour.

Resolved—That a copy of these resolutions be sent to the family of our esteemed brother and to the Michigan Tradesman.

W. B. Holden,  
Henry Snitseler,  
T. E. Dryden,  
Committee.

that time will all go home with a delicious taste in their mouths. They will be banqueted at Stag Island; treated to trolley, auto and boat rides, and made to dance until the colors in their shirts run in the wash. There will be games and amusements on Stag Island and the ladies will have a whole afternoon in which to witness the panorama of boats that flit by. Writing of this occasion F. N. Mosher, the jolly and rubicund representative of the Knights of the Grip, says that the local post is making every effort to make this an enjoyable meeting and what Frank says goes. There are nearly a hundred Knights of the Grip who have their homes in Port Huron and there will be hundreds more here on the occasion of the convention.

**Gripsack Brigade.**

The U. C. T. base ball club, of which Chas. P. Reynolds is manager, went to Rockford last Saturday to play a match game with the amateur team of that place. Up to this time the Grand Rapids boys had swept everything before them, but the Rockford lads were too swift for them, winning the game by a score of 8 to 4. Walter Rider and Ed. Jones were the battery for the Grand Rapids team.

Few commercial travelers can boast of a more extensive acquaintance in the northern part of Michigan than B. W. Sweet, who handles that territory for the Globe Tobacco Co. Mr. Sweet makes his headquarters at Bay City, and his territory extends from Saginaw and Ludington north, including the Upper Peninsula. Once every sixty days he visits the trade in this district, and if there is the slightest opening to sell anything in the smoke line Mr. Sweet is pretty sure to land the order. He has covered this same territory for the Globe people for the last eleven years, and claims to know nearly every storekeeper in the district who handles tobacco in any form. He is a native of Bay City, and has lived there during the entire forty-one years of his life. Mr. Sweet is a big, hearty fellow, and his friends say that his heart is too big even for such a large body. "He is a good fellow 365 days a year," say his friends, "and a wonder at getting the business."

**Kalamazoo Grocers To Go To Ottawa Beach.**

Kalamazoo, July 10—The members of the Kalamazoo Retail Grocers' Association will take their eighth annual excursion Wednesday, Aug. 8, to Ottawa Beach. It is expected that the boot and shoe dealers, the dry goods merchants and clothiers will all close their stores and join with us to make the affair the best of its kind that we ever had.

A committee of seven has been appointed to arrange a programme for sports, such as a ball game, tug of war, cheese cutting contest, etc.

A committee was also appointed to make arrangements with a large boat for a ride on the big lake.

W. C. Hipp was appointed a committee of one to provide bathing suits, soap, etc., so that the grocers can take their annual bath.

Our Association would be more than pleased to have the Grand Rapids boys hold their excursion at the same place and the same time, for we know then it would be the best event of the kind that ever happened, for who is there that would not go miles to see Secretary Fancher and Secretary Klap take their annual baths together?

H. J. Schaberg, Pres.

**In the Drug Store.**

"You're rather a young man to be left in charge of a drug store," said the fussy customer, "have you any diploma?" "Why—er—no, sir," replied the drug clerk, "but I have something just as good."

It does not make a man brave to lay his cowardice on his conscience.



The Late Ralph Blocksma and Wife

**Final Arrangements for Port Huron Convention.**

Port Huron, July 7—Post H held its final meeting to-day to perfect arrangements for the coming convention. All the committees were represented and reports in detail show that each has done its duty and that Port Huron Knights are ready to entertain their brother members of the Michigan Knights of the Grip. The Port Huron Herald has this to say of the local travelers:

There are not a gayer lot of boys in the business than the Knights of the Grip in Port Huron, and when they promise their brethren from afar a good time at the State convention in this city you may stake your life they will deliver the goods. The guests of the Port Huron crowd at

and the people of Port Huron should join heartily with the local committee in entertaining the visitors, so that they will go home with correct views of Port Huron and a keen appreciation of its warm-hearted hospitality.

**A Natural Inference.**

Six-year-old Fanny, just returned from Sunday school, seemed to have something on her mind. "Mother," she said, after a while, "they must have had very large beds in Bible times."

"Why?" asked her mother.

"Well, our teacher told us to-day that Abraham slept with his four fathers."

The hardest work some folks do is telling how busy they are.





**Michigan Board of Pharmacy.**  
 President—Henry H. Heim, Saginaw.  
 Secretary—Sid. A. Erwin, Battle Creek.  
 Treasurer—W. E. Collins, Owosso; J. D. Muir, Grand Rapids; Arthur H. Webber, Cadillac.  
 Meetings during 1906—Third Tuesday of August and November.

**Michigan State Pharmaceutical Association.**  
 President—Prof. J. O. Schlotterbeck, Ann Arbor.  
 First Vice-President—John L. Wallace, Kalamazoo.  
 Second Vice-President—G. W. Stevens, Detroit.  
 Third Vice-President—Frank L. Shilley, Reading.  
 Secretary—E. E. Colkins, Ann Arbor.  
 Treasurer—H. G. Spring, Unionville.  
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; Sidney A. Erwin, Battle Creek.  
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

#### Pertinent Hints on Serving Soda Water.

When serving soda water add the cream syrup to every fruit syrup (unless forbidden) except lemon, and to vanilla, chocolate and coffee, whether called for or not. Do not think that you have saved just so much by not doing so, because your customer failed to specify cream, for it is your real interest to give the patron the best and richest flavored glass of soda possible and not to strive to "skin" it.

Draw the soda rapidly, not necessarily all foam, and when there are two or more of a party, get out all the flavors into the tumblers before commencing to draw the carbonated water, so that all can drink together. Always pass the glass into the holder before the customer with the left hand, because then the hand does not come in contact with the part of the tumbler that touches the lips of the drinker. If lime juice and lemon is called for, don't follow the order, but give the party what he wants, not what he called for, viz., lime juice sweetened, for adding lemon only intensifies the acidity. This rule applies to "acid phosphate and lemon" as well. Therefore, have a faucet convenient in which to keep rock-candy syrup for that purpose.

Avoid also serving vichy and lime juice or vichy and phosphate, for if the vichy is what it should be (alkaline) it would be neutralized by the acid and rendered flat and injure your reputation, besides being a waste for you; rather serve plain soda with these and you serve your customer best. But you need not impart all this to them. Do not stir the soda or phosphate with a spoon; the phosphate should be drawn "solid," of course.

Reduce the acid phosphate two-thirds and turn from a glass-stoppered bottle a teaspoonful of this into the small thin tumbler first, then the syrup flavor, then from another tumbler pour in at the side, holding it above a little, when it will mix without foam and yet be bright and sparkling—but do it rapidly; don't go to sleep over it! Keep the acid and lime juice in and turn out from a glass-stoppered bottle.

Have a refrigerator that stands close to the fountain with weight so as to open with a touch. In this have all of the tumblers surrounded with ice and cold air and away from the heat and dust of the store, thus enabling the drawing of a cleaner and colder glass of soda than where they are out on the counter. This refrigerator is also of great value for storage of other perishables, since the lower portion is available for that purpose.—John K. Williams in Spatula.

#### Method of Removing Stains from Marble.

Mix quicklime with strong lye to the consistency of thick cream, and apply to the marble surface with a brush. Leave the composition in contact over night and wash off in the morning. If this is of no avail, mix 4 ounces soft soap with an equal quantity of whiting, add 1 ounce of soda (sodium hydrate) and a half-ounce of copper sulphate in powder, and boil the whole together for fifteen minutes. Rub this mixture, while still hot, over the marble, using a bit of flannel for the purpose. Leave the application in place for twenty-four hours, then wash off and polish.

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

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

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

To restore polish after any of these operations, with a bit of old felt hat, wrapped around a bit of wood, and with it water and emery powder, rub the marble until an even surface is obtained. The emery powder should be in graded sizes, using coarser first and finishing with the finest flour of emery (changing the felt with each change of powder).

The flour will leave a comparatively fine gloss on the surface, which should be heightened by putty powder and fine, clean cotton rags, finishing with silk. No water should be used toward the last.

P. W. Lendower.

#### Hints on Dispensing Mineral Waters.

In some localities there is a large demand for bottled mineral and drinking waters and other similar goods, and their sale is not alone confined to the wealthier classes.

The corks of these bottles are often difficult to remove, and especially with the means at hand in many families, as the corks are often driven into the necks of the bottles their entire length, not leaving sufficient of the cork projecting for one to take hold of for its removal. It often happens that many of these waters after long standing become cloudy and deposit considerable sediment. Now in selling these waters to customers, and especially to your more particular and fastidious ones, it would be a very courteous and pleas-

ing thing to say to them, "Mrs or Mr. So-and-So, shall I remove the cork for you and replace it with a new one, so that you will have no trouble in opening the bottle?" and if necessary you might also add, "You see the water is slightly cloudy;" or, "There is a little sediment in it which you don't want to drink; now, if you would like to have me do so, I will filter it for you, and wash out your bottle. It will take me only a few minutes to do it, and if you have not the time to wait I will send it home to you with pleasure, in good condition for use." Your gracious offer will generally be accepted with a smile of great appreciation and you may feel pretty well assured that all the mineral waters that your customer may need in the future will be likely to come from your store, and with them, perhaps, many other articles which he has been accustomed to purchase elsewhere.

The carbonated and effervescent waters of course you can not very well filter without the escape of much of their gas, but you can kindly offer to remove the cork and replace it with a nicely fitting new one.

This same voluntary tender of kindly service may be made in dispensing extract of malt and many other liquid bottled goods, which you know are difficult and troublesome to open.

In selling all goods of this character you should invariably offer to send them home, and especially if the purchaser be a lady. These little extra courtesies, as we might call them, will be appreciated, will redound to your credit, and will tighten your grip upon the confidence and respect of your customer, and perhaps secure from him a voluntary recommendation to others.—J. B. Moore in Am. Drug.

#### Origin of the Sundae.

The sundae came into existence through that necessity which is the mother of so many inventions. It is said that a certain place in New Orleans which was run by a Mr. Sundae did a flourishing soda water trade. On one particular day Mr. Sundae discovered that he was running short of soda water and as the day was warm and the outlook good for a rushing business he was at his wit's end to know what to do. Looking over his stock he discovered that he had a lot of fruit on hand. Then an idea struck him. He crushed the fruit, mixed it with ice cream, and announced a new soda fountain delicacy. He called it sundae and it sold like the proverbial hot cakes. The fame of the sundae has now spread throughout the length and breadth of the land like many of the other beverages for which the Crescent City is renowned.

#### Without Woman.

An English mayor tells this story: "A woman, speaking at a meeting in support of women's rights, repeatedly asked her audience, 'Where would men find themselves without women?'"

"A weak voice from the rear of the hall:

"In paradise, mum!"

#### The Drug Market.

Gum Opium—Has advanced on account of the higher prices in the primary market.

Morphine—Is as yet unchanged.

Quinine—Has declined 1c per ounce. The present price is the lowest on record, and is 60 per cent. below value of 1901.

Cocaine—Has declined 25c per ounce.

Cubeb Berries—Are very firm and tending higher.

Oil Peppermint—Is steady.

Gum Shellac—Is in good demand at the advanced price.



DOROTHY VERNON

New line complete will be shown the trade in week or ten days.

The Jennings Perfumery Co.  
 Grand Rapids, Mich.

## School Supplies Holiday Goods

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist  
 Muskegon, Mich.

## Our Holiday Goods

display will be ready soon.

See line before placing  
 your order.

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

# PILES

## CURED

...without...

**Chloroform,  
 Knife or Pain**

**Dr. Willard M. Burleson**  
 103 Monroe St., Grand Rapids

Booklet free on application



WHOLESALE DRUG PRICE CURRENT

Advanced—  
Advanced—Citric Acid, Oil Peppermint, Camphor.

<b>Acidum</b>	Copaiba	15@1 25	Scillae Co	50
Aceticum	Cubebae	20@1 30	Tolutan	50
Benzoicum, Ger.	Evechthitos	100@1 10	Prunus virg	50
Boricum	Erigeron	100@1 10		
Carbolicum	Gaultheria	2 25@2 35	<b>Tinctures</b>	
Citricum	Geranium	oz 75	Anconitum Nap'sR	60
Hydrochlor	Gossypii Sem gal	50@2 60	Anconitum Nap'sF	60
Nitrosum	Hedeoma	2 25@2 50	Aloes	50
Oxalicum	Junipera	40@1 20	America	50
Phosphorium, dil.	Lavendula	90@2 75	Aloes & Myrrh	50
Salicicum	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
<b>Ammonia</b>	Olive	75@3 00	Barosma	50
Aqua, 18 deg.	Picis Liquida	10@1 12	Cantharides	50
Aqua, 20 deg.	Picis Liquida gal	oz 35	Capiscum	50
Carbonas	Ricina	1 02@1 05	Cardamon	75
Chloridum	Rosmarini	oz 1 00	Cardamon Co	75
	Rosae oz	5 00@6 00	Castor	1 00
<b>Aniline</b>	Succini	40@4 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, oz.	1 10@1 20	Cubebae	50
	Tigllil	oz 1 00	Cassia Acutifol	50
	Thyme	40@50	Cassia Acutifol Co	50
	Thyme, opt	oz 1 00	Digitalis	50
	Theobromas	15@20	Ergot	50
<b>Bacca</b>			Ferri Chloridum	35
Cubebae .po. 22			Gentian	50
Juniperus			Gentian Co	60
Xanthoxylum			Gulaca	50
			Gulaca ammon	60
<b>Balsamum</b>			Hyocyanus	50
Copaiba			Iodine	75
Peru			Iodine, colorless	75
Terabin, Canada			Kino	50
Tolutan			Lobelia	50
			Myrrh	50
<b>Cortex</b>			Nux Vomica	50
Abies, Canadian.			Opil	75
Cassiae			Opil, camphorated	50
Cinchona Flava			Opil, deodorized.	1 50
Buonymus atro.			Quassia	50
Myrica Cerifera			Rhatany	50
Prunus Virgin.			Rhei	50
Quillaja, gr'd			Sanguinaria	50
Sassafras .po 25			Serpentaria	50
Ulmus			Stromonium	60
			Tolutan	60
<b>Extractum</b>			Valerian	50
Glycyrrhiza Gla.			Veratrum Veride.	50
Glycyrrhiza, po.			Zingiber	20
Haematox				
Haematox, 1s			<b>Miscellaneous</b>	
Haematox, 1/2s			Aether, Spts Nit 30@	35
Haematox, 1/4s			Aether, Spts Nit 4f 34@	38
			Alumen, gr'd po 7	3@2
<b>Ferru</b>			Annatto	40@50
Carbonate Precip.			Antimoni, po	4@5
Citrate and Quina			Antimoni et po T	40@50
Citrate Soluble			Antipyrin	20
Ferrocyanidum S			Antifebrin	20
Solut. Chloride			Argenti Nitras oz	10@12
Sulphate, com'l.			Arsenicum	60@65
Sulphate, com'l. by			Balm Gilead buds	60@65
bbl. per cwt.			Bismuth N.....1	85@1 90
Sulphate, pure			Calcium Chlor, 1s	oz 10
			Calcium Chlor, 1/2s	oz 12
<b>Flora</b>			Calcium Chlor, 1/4s	oz 12
Arnica			Cantharides, Rus	oz 1 75
Anthemis			Capicil Fruc's af	oz 20
Matricaria			Capicil Fruc's po	oz 22
			Cap'l Fruc's B po	oz 15
<b>Folia</b>			Carphyllus	20@22
Barosma			Carmine, No. 40.	oz 4 25
Cassia Acutifol.			Cera Alba	50@55
Tinnevely			Cera Flava	40@42
Cassia, Acutifol.			Crocus	75@1 80
Salvia officinalis.			Cassia Fructus	oz 35
1/2s and 1/4s			Centraria	oz 10
Uva Ursi			Cataceum	oz 35
			Chloroform	32@52
<b>Gummi</b>			Chloro'm Squibbs	oz 90
Acacia, 1st pkd.			Chloral Hyd Crs1	35@1 60
Acacia, 2nd pkd.			Chondrus	20@25
Acacia, 3rd pkd.			Cinchonidine P-W	38@48
Acacia, sifted sts.			Cinchonid'e Germ	38@48
Acacia, po.			Cocaine	3 80@4 00
Aloe Barb			Corks list D P Ct.	75
Aloe, Cape			Creosotum	oz 45
Aloe, Socotri			Creta .bbl 75	oz 2
Ammoniac			Creta, prep	oz 11
Asafoetida			Creta, rubra	oz 8
Benzoinum			Crocus	1 15@1 20
Catechu, 1s			Cudbear	oz 24
Catechu, 1/2s			Cupri Sulph	6%@8
Catechu, 1/4s			Dextrine	oz 10
Comphorae			Emery, all Nos.	oz 8
Euphorbium			Emery, po	oz 6
Galbanum			Ergota .po 65	60@65
Gamboge .po. 1			Ether Sulph	70@80
Gualacum .po 35			Flake White	12@15
Kino .po 45c			Galla	oz 23
Mastic			Gambler	oz 9
Myrrh .po 50			Gelatin, Cooper.	oz 60
Opil			Gelatin, French	35@60
Shellac			Glassware, ft box	75
Shellac, bleached			Less than box	70
Tragacanth			Glue, brown	11@13
			Glue white	15@25
<b>Herba</b>			Glycerina	12 1/2@15
Absinthium			Grana Paradisi.	oz 25
Eupatorium oz pk			Humulus	35@60
Lobelia .oz pk			Hydrarg Ch..Mt	oz 90
Majorum .oz pk			Hydrarg Ch Cor	oz 85
Mentha Pip. oz pk			Hydrarg Ox Ru'm	oz 1 00
Mentha Ver. oz pk			Hydrarg Ammo'l	oz 1 10
Rue .oz pk			Hydrarg Ungue'm	50@75
Tanacetum .V.			Hydrargyrum	oz 90@1 00
Thymus V. .oz pk			Ichthyobolla, Am.	75@1 00
			Indigo	oz 85@90
<b>Magnesia</b>			Iodine, Resubi	3 85@3 90
Calcined, Pat			Iodoform	90@1 00
Carbonate, Pat.			Lupulin	oz 40
Carbonate, K-M.			Lycopodium	85@90
Carbonate			Macle	45@75
<b>Oleum</b>				
Absinthium				
Amygdalae, Dulc.				
Amygdalae, Ama				
Anisi				
Aurant Cortex				
Bergamli				
Calicuti				
Carvophilli				
Cedar				
Chenonadil				
Cinnamon				
Citronella				
Conium Mac				

Liquor Arsen et Hydrarg Iod	25	Rubia Tinctorum	12@14	Vanilla	9 00@
Liq Potass Arsenit	10@12	Saccharum La's	22@25	Zinci Sulph	7@8
Magnesia, Sulph.	2@3	Salacin	4 50@4 75		
Manna, S F	45@50	Sanguis Drac's	40@50	<b>Oils</b>	
Menthol	3 30@3 40	Sapo, W	12@14	Whale, winter	bbl. gal 70@70
Morphia, S P & W	2 35@2 60	Sapo, M	10@12	Lard, extra	70@80
Morphia, Mal.	2 35@2 60	Sapo, G	10@15	Lard, No. 1	60@85
Moschus Canton.	oz 40	Seidlitz Mixture	20@22	Linseed, pure raw	38@41
Myristica, No. 1	28@30	Sinapis	oz 18	Linseed, boiled	40@43
Nux Vomica po 15	oz 10	Sinapis, opt	oz 30	Neat's-foot, w str	65@70
Os Sepia	25@28	Snuff, Maccaboy,		Spts. Turpentine	Market
Pepsin Saac, H & P D Co	oz 1 00	DeVoes	oz 51	<b>Paints</b>	
Picis Liq N N 1/2 gal doz	oz 2 00	Snuff, S'h DeVo's	oz 51	Red Venetian	1 1/2@2 03
Picis Liq qts	oz 1 00	Soda, Boras	oz 11	Ochre, yel Mars	1 1/2@2 04
Picis Liq, pints	oz 60	Soda, Boras, po.	oz 11	Ochre, yel Ber	1 1/2@2 03
Pil Hydrarg po 80	oz 50	Soda et Pot's Tart	25@28	Putty, commer'l	2 1/2@2 3/4
Piper Nigra po 22	oz 18	Soda, Carb	1 1/2@2	Putty, strictly pr	2 1/2@2 3/4
Piper Alba po 35	oz 30	Soda, Bl-Carb	3@5	Vermillion, Prime	
Pix Burgum	oz 8	Soda, Ash	3 1/2@4	American	13@15
Plumbi Acet	12@15	Soda, Sulphas	oz 2	Vermillion, Eng.	75@80
Pulvis Ip'e et Opil	130@1 50	Spts, Cologne	oz 2 50	Green, Paris	24@30
Pyrethrum, bxs H & P D Co. doz	oz 75	Spts, Ether Co.	56@55	Green, Pennsular	15@16
Pyrethrum, pv	20@25	Spts, Myrcia Dom	oz 2 00	Lead, red	7 1/4@7 3/4
Quassia	8@10	Spts, Vini Rect bbl		Lead, white	7 1/4@7 3/4
Quina, S P & W.	20@30	Spts, Vini Rect 1/2 b		Whiting, white S'n	oz 90
Quina, S Ger.	20@30	Spts, Vini R't 10 gl		Whiting, white S'n	oz 95
Quina, N. Y.	20@30	Spts, Vini R't 5 gal		White, Paris Am'r	oz 25
		Strychnia, Cryst'l	1 05@1 25	Whit'g Paris Eng	oz 1 40
		Sulphur Subl	2 1/2@4	Universal Prep'd	1 10@1 20
		Sulphur, Roil	2 1/2@3 1/2	<b>Varnishes</b>	
		Tamarinds	8@10	No. 1 Turp Coach	10@1 20
		Terebenth Venice	28@30	Extra Turp	1 60@1 70
		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

Table listing market categories and columns. Includes items like Ammonia, Axle Grease, Baked Beans, Bluing, Bath Brick, Brooms, Brushes, Butter Color, Canned Goods, Carbon Oils, Catsup, Cereals, Cheese, Chewing Gum, Chicory, Chocolate, Clothes Lines, Cocoa, Cocoa Shells, Coffee, Cream Tartar, Crackers, Dried Fruits, Farinaceous Goods, Fish and Oysters, Fishing Tackle, Flavoring extracts, Fresh Meats, Fruits, Gelatine, Grain Bags, Grains and Flour, Herbs, Hides and Pelts, Jelly, Licorice, Meat Extracts, Mince Meat, Molasses, Mustard, Nuts, Olives, Pipes, Pickles, Playing Cards, Potash, Provisions, Rice, Salad Dressing, Saleratus, Sal Soda, Salt, Salt Fish, Seeds, Shoe Blacking, Snuff, Soap, Soda, Soups, Spices, Starch, Sugar, Syrups, Tea, Tobacco, Twine, Vinegar, Washing Powder, Wicking, Woodenware, Wrapping Paper, Yeast Cake.

Table 1: ARCTIC AMMONIA, AXLE GREASE, BAKED BEANS, BATH BRICK, BRUSHES, BUTTER COLOR, CANDLES, CANNED GOODS, CARBON OILS, CEREALS, CHEESE, COCOANUT H'y Fingers, COCOANUT Macaroons, COCOANUT Taffy, COCOA Bar, COCOA Drops, COCOANUT Honey Cake.

Table 2: Plums, Peas, Pineapple, Pumpkin, Raspberries, Russian Caviar, Salmor, Sardines, Shrimps, Succotash, Strawberries, Tomatoes, CARBON OILS, CEREALS, CHEESE, COCOANUT H'y Fingers, COCOANUT Macaroons, COCOANUT Taffy, COCOA Bar, COCOA Drops, COCOANUT Honey Cake.

Table 3: Peerless, Riverside, Springdale, Warner's, Brick, Leiden, Limburger, Pineapple, Sap Sago, Swiss, domestic, Swiss, imported, CHEWING GUM, American Flag Spruce, Beeman's Pepsin, Edam, Best Pepsin, Black Jack, Largest Gum Made, Sen Sen, Sen Sen Breath Perf., Sugar Loaf, Yucatan, CHICORY, Bulk, Red, Eagle, Franck's, Schener's, CHOCOLATE, Walter Baker & Co's, German Sweet, Premium, Vanilla, Caracac, Eagle, COCOA, Baker's, Cleveland, Colonial, Epps, Huyler, Van Houten, Webb, Wilbur, COCOA SHELLS, 20lb. bags, Less quantity, Pound packages, COFFEE, Common, Fair, Choice, Fancy, Santos, Maracaibo, Mexican, Guatemala, Java, African, Fancy African, P. G., Mocha, Arabian, New York Basis, Arbuckle, Dilworth, Jersey, Lion, McLaughlin's XXXX, Extract, Holland, Felix, Hummel's foil, Hummel's tin, CRACKERS, National Biscuit Company, Seymour, Round, New York, Square, Family, Salted, Hexagon, Soda, N. B. C. Soda, Select Soda, Saratoga Flakes, Zephyrettes, Oyster, N. B. C. Round, N. B. C. Square, Salted, Faust, Shell, Sweet Goods, Animals, Atlantic, Assorted, Bagley Gems, Belle Isle Picnic, Brittle, Cartwheels, S & M., Currant Fruit, Cracknels, Coffee Cake, N. B. C., plain or iced, Cocoanut Taffy, Cocoa Bar, Chocolate Drops, Cocoanut Drops, Cocoanut Honey Cake.

Table 4: Cocoanut H'y Fingers, Cocoanut Macaroons, Dixie Sugar Cookie, Fruit Honey Squares, Frosted Cream, Fluted Cocoanut, Fig Sticks, Ginger Gems, Graham Crackers, Ginger Snaps, N. B. C., Hazelnut, Hippodrome, Honey Cake, N. B. C., Honey Fingers, As Ice, Honey Jumbles, Household Cookies, Iced Honey Crumpets, Imperial, Jersey Lunch, Jamaica Gingers, Cream Klips, Lady Fingers, Lem Yen, Lemon Gems, Lemon Biscuit Sq., Lemon Wafer, Lemon Cookie, Malaga, Mary Ann, Marshmallow Walnuts, Muskegon Branch, Molasses Cakes, Mouthful of Sweetness, Mixed Picnic, Mich. Frosted Honey, Newton, Nu Sugar, Nic Naes, Oatmeal Crackers, Okay, Orange Slices, Orange Gems, Penny Cakes, Asst., Pineapple Honey, Plum Tarts, Pretzels, Hand Md., Pretzelletes, Hand Md., Pretzelletes, Mac Md., Raisin Cookies, Revere, Assorted, Richwood, Ruber, Scotch Cookies, Snow Creams, Snowdrop, Spiced Gingers, Spiced Gingers, Iced, Spiced Sugar Tops, Sultana Fruit, Sugar Cakes, Sugar Squares, large or small, Superba, Sponge Lady Fingers, Urchins, Vanilla Wafers, Vienna Crimp, Waverly, Water Crackers (Bent & Co.), Zanzibar, In-er Seal Goods, Almond Bon Bon, Albert Biscuit, Animals, Bremer's But. Wafers, Butter Thin Biscuit, Cheese Sandwich, Cocoanut Macaroons, Cracker Meal, Faust Oyster, Fig Newtons, Five O'clock Tea, Frosted Coffee Cake, Protana, Ginger Snaps, N. B. C., Graham Crackers, Lemon Snaps, Marshmallow Dainties, Oatmeal Crackers, Oysterettes, Pretzelletes, H. M., Royal Toast, Saltine, Saratoga Flakes, Seymour Butter, Social Tea, Soda, N. B. C., Soda, Select, Sponge Lady Fingers, Sultana Fruit Biscuit, Uneeda Biscuit, Uneeda Jinjer Wayfer, Uneeda Milk Biscuit, Vanilla Wafers, Water Thin, Zu Zu Ginger Snaps, Zwieback, CREAM TARTAR, Barrels or drums, Boxes, Square cans, Fancy caddies, DRIED FRUITS, Apples, Sundryred, Evaporated, California Prunes, 100-125 25lb. boxes, 90-100 25lb. boxes, 70-80 25lb. boxes, 60-70 25lb. boxes, 50-60 25lb. boxes, 40-50 25lb. boxes, 30-40 25lb. boxes, 1/4c less in 50lb. cases, Corsican, Currants, Imported bulk, Peel, Lemon American, Orange American.

Table 5: Raisins, London Layers, 3 cr, London Layers, 4 cr, Cluster, 5 crown, Loose Muscatels, 2 cr, Loose Muscatels, 3 cr, Loose Muscatels, 4 cr, L. M. Seeded, 1 lb., L. M. Seeded, 1/2 lb., Sultanas, bulk, Sultanas, package, FARINACEOUS GOODS, Beans, Dried Lima, Med. Hd Pk'd, Brown Holland, Farina, 24 1lb. packages, Bulk, per 100 lbs., Hominy, Flake, 50lb. sack, Pearl, 200lb. sack, Pearl, 100lb. sack, Maccaroni and Vermicelli, Domestic, 10lb. box., Imported, 25lb. box., Pearl Barley, Common, Chester, Empire, Peas, Green, Wisconsin, bu., Green, Scotch, bu., Split, lb., Sago, East India, German, sacks, German, broken pkg., Tapioca, Flake, 110 lb. sacks, Pearl, 130 lb. sacks, Pearl, 24 lb. pkgs., FLAVORING EXTRACTS, Foote & Jenks, Coleman's, 2 oz. Panel, 3 oz. Taper, No. 4 Rich, Blake, Terpeness Ext., Lemon, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., Jennings, Mexican Extract Vanilla, No. 2 Panel D. C., No. 4 Panel D. C., No. 6 Panel D. C., Taper Panel D. C., 1 oz. Full Meas. D. C., 2 oz. Full Meas. D. C., 4 oz. Full Meas. D. C., Assorted Flavors, GRAIN BAGS, Amoskeag, 100 in bale, Amoskeag, less than bl 19 1/2, GRAINS AND FLOUR, Wheat, No. 1 White, No. 2 Red, Winter Wheat Flour, Local Brands, Patents, Second Patents, Straight, Second Straight, Clear, Graham, Buckwheat, Rye, Subject to usual cash discount, Flour in barrels, 25c per barrel additional, Worden Grocer Co.'s Brand, Quaker, paper, Quaker, cloth, Wykes-Schroeder Co., Eclipse, Kansas Hard Wheat Flour, Judson Grocer Co., Fanchon, 1/2s cloth, Spring Wheat Flour, Roy Baker's Brand, Golden Horn, family, Golden Horn, baker's, Calumet, Wisconsin Rye, Judson Grocer Co.'s Brand, Ceresota, 1/4s, Ceresota, 1/2s, Gold Mine, 1/4s cloth, Gold Mine, 1/2s cloth, Gold Mine, 1/4s paper, Gold Mine, 1/2s paper, Worden Grocer Co.'s Brand, Laurel, 1/4s cloth, Laurel, 1/2s cloth, Laurel, 1/4s & 1/2s paper, Laurel, 1/2s, Wykes-Schroeder Co., Sleepy Eye, 1/4s cloth, Sleepy Eye, 1/2s cloth, Sleepy Eye, 1/4s paper, Sleepy Eye, 1/2s paper.



Table 6: Meal, Oats, Corn, Hay, HERBS, JELLY, LICORICE, MEAT EXTRACTS, MOLASSES, MINCE MEAT, MUSTARD, OLIVES, SAL SODA, SALT, PIPES, PICKLES, PLAYING CARDS, POTASH, PROVISIONS, Smoked Meats, Lard, Sausages, SHOE BLACKING.

Table 7: Beef, Pig's Feet, Tripe, Casings, Uncolored Butterine, Canned Meats, RICE, SALAD DRESSING, SALERATUS, SALT FISH, Trout, Mackerel, Whitefish, SEEDS, SHOE BLACKING.

Table 8: SNUFF, SOAP, LAUTZ BROS. & CO., Soap Powders, Soap Compounds, Scouring, SODA, SOUPS, SPICES, Whole Spices, Common Corn, SYRUPS, Pure Cane, TEA, Pannings.

Table 9: Gunpowder, Young Hyson, Oolong, English Breakfast, India, TOBACCO, Plug, Smoking, TWINE, VINEGAR, WICKING, WOODENWARE, Baskets, BRADLEY BUTTER BOXES, BUTTER PLATES, Churns.

Table 10: Clothes Pins, Egg Crates, Faucets, Mop Sticks, Pails, Traps, Tubs, Wash Boards, Window Cleaners, Wood Bowls, WRAPPING PAPER, YEAST CAKE, FRESH FISH, HIDES AND PELTS, Pelts, Tallow, Wool.

Table 11: CONFECTIONS, Stick Candy, Pails, Standard, Standard H H, Standard Twist, Jumbo, 32 lb., Extra H. H., Boston Cream, Olde Time Sugar stick, Mixed Candy, Grocers, Competition, Special, Conserve, Royal, Ribbon, Broken, Cut Loaf, Leader, Kindergarten, Bon Ton Cream, French Cream, Hand Made Cream, Premio Cream mixed, O F Horehound Drop, Fancy-in Pails, Gypsy Hearts, Coco Bon Bons, Fudge Squares, Peanut Squares, Sugared Peanuts, Salted Peanuts, Starlight Kisses, San Blas Goodies, Lozenges, plain, Lozenges, printed, Champion Chocolate, Eclipse Chocolates, Eureka Chocolates, Quintette Chocolates, Champion Gum Drops, Moss Drops, Lemon Sours, Imperials, Ital. Cream Opera, Ital. Cream Bon Bons, Molasses Chews, Molasses Kisses, Golden Waffles, Old Fashioned Molasses Kisses, 10lb. box, Orange Jellies, Fancy-in 5lb. Boxes, Lemon Sours, Peppermint Drops, Chocolate Drops, H. M. Choc. Drops, H. M. Choc. Lt. and Dark No. 12, Bitter Sweets, ass'd, Brilliant Gums, Crys., A. A. Licorice Drops, Lozenges, plain, Lozenges, printed, Imperials, Mottos, Cream Bar, G. M. Peanut Bar, Hand Made Cr'ms., Cream Buttons, String Rock, Wintergreen Berries, Old Time Assorted, Buster Brown Goodies, Up-to-date Assmt., Ten Strike No. 1, Ten Strike No. 2, Ten Strike, Summer assortment, Scientific Ass't., Pop Corn, Dandy Smack, Dandy Smack, 100s., Pop Corn Fritters, 100s, Pop Corn Toast, 100s, Cracker Jack, Checkers, 5c pkg. case, Pop Corn Balls, 200s, Cicero Corn Cakes, Azulikit 100s., Cough Drops, Putnam Menthol, Smith Bros., NUTS-Whole, Almonds, Tarragona, Almonds, Avica, Almonds, California sft., shell, Brazils, Filberts, Cal. No. 1, Walnuts, soft shelled, Walnuts, marbot, Table nuts, fancy, Pecans, Med., Pecans, ex. large, Pecans, Jumbos, Hickory Nuts per bu., Ohio new, Cocoanuts, Chestnuts, New York State, per bu., Shelled, Spanish Peanuts, Pecan Halves, Walnut Halves, Filbert Meats, Alicante Almonds, Jordan Almonds, Peanuts, Fancy, H. P. Suns, Roasted, Choice, H. P. Jumbo, Roasted.



# Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 6 00

### BAKING POWDER



1/4 lb. cans, 4 doz. case.. 45  
1/2 lb. cans, 4 doz. case.. 85  
1 lb. cans, 2 doz. case 1 60

### Royal



10c size 90  
1/4 lb. cans 1 35  
6oz. cans 1 90  
1/2 lb cans 2 50  
3/4 lb cans 3 75  
1 lb. cans 4 80  
3 lb. cans 13 00  
5 lb cans 21 50

### BLUING



C. P. Bluing

Small size, 1 doz. box..40  
Large size, 1 doz. box..75

### CIGARS



G J Johnson Cigar Co.'s bd.  
Less than 500 .....33  
500 or more .....32  
1,000 or more .....31

Worden Grocer Co. brand  
Ben Hur

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritanos .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### 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

Carcass .....6 @ 8  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Ribs .....8 @ 12  
Rounds .....7 @ 8  
Chucks .....5 @ 5 1/2  
Plates .....4 @ 4  
Livers .....3 @ 3

#### Pork

Loins .....@ 13  
Dressed .....@ 8  
Boston Butts .....@ 10 1/2  
Shoulders .....@ 10  
Leaf Lard .....@ 9 1/2

**Mutton**  
Carcass ..... @ 9  
Lambs ..... @ 13  
Spring Lambs ..... @ 14

**Veal**  
Carcass ..... 5 1/2 @ 8

### CLOTHES LINES

**Sisal**  
60ft. 3 thread, extra..1 00  
72ft. 3 thread, extra..1 40  
90ft. 3 thread, extra..1 70  
60ft. 6 thread, extra..1 29  
72ft. 6 thread, extra..

**Jute**  
60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

**Cotton Victor**  
50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

**Cotton Windsor**  
50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

**Cotton Braided**  
40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

**Galvanized Wire**  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

### COFFEE

Roasted  
Dwinell-Wright Co.'s. B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha ...  
Java and Mocha Blend ...  
Boston Combination .....

Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sym-  
ons Bros. & Co., Saginaw;  
Brown, Davis & Warner,  
Jackson; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

### CONDENSED MILK



4 doz. in case  
Gail Borden Eagle .....6 40  
Crown .....5 90  
Champion .....4 52  
Daisy .....4 70  
Magnolia .....4 00  
Challenge .....4 40  
Dime .....3 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

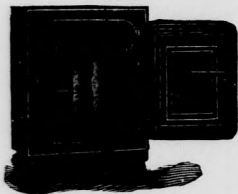
**Cotton Lines**  
No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

**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. size .....1 10  
Cox's 2 qt. size .....1 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's .....1 50  
Oxford .....75  
Plymouth Rock .....1 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, large .....3 75  
Halford, small .....2 25

We sell more 5 and 10 Cent Goods Than Any Other Twenty Wholesale Houses in the Country.

## WHY?

Because our houses are the recognized headquarters for these goods.

Because our prices are the lowest.

Because our service is the best.

Because our goods are always exactly as we tell you they are.

Because we carry the largest assortment in this line in the world.

Because our assortment is always kept up-to-date and free from stickers.

Because we aim to make this one of our chief lines and give to it our best thought and attention.

Our current catalogue lists the most complete offerings in this line in the world. We shall be glad to send it to any merchant who will ask for it. Send for Catalogue J.

## BUTLER BROTHERS

Wholesalers of Everything--By Catalogue Only  
New York Chicago St. Louis

# QUALITY

## Our Harness

have a reputation for quality. They are correctly made and we guarantee them to give absolute satisfaction. It will pay you to handle our line. Write for catalogue.

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

## Corn

We can give you immediate shipment of these goods, carlots or less.

## Oats

We use the best grades of

## Feed

Yellow Corn and choice Old Oats.

## Flour

Price right, quality guaranteed.

Send us your orders.

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan

# Coupon Books

are used to place your business on a cash basis and do away with the details of bookkeeping. We can refer you to thousands of merchants who use coupon books and would never do business without them again. We manufacture four kinds of coupon books, selling them all at the same price. We will cheerfully send you samples and full information.



Tradesman Company

Grand Rapids, Mich.

Use  
Tradesman  
Coupon  
Books

Made by

Tradesman Company

Grand Rapids, Mich.



# BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

**BUSINESS CHANCES.**

For Sale or Exchange—25-room hotel, bar in connection. Beautifully situated on one of the best resort lakes in Michigan. Good reasons for selling. Address No. 908, care Michigan Tradesman. 908

Wanted to Purchase—Patent on article of general utility. John Haig, Le Roy, Ill. 906

For Sale—A clean up-to-date stock of hardware and implements in live town of 1,500, Northern Indiana. Building can be rented for any length of time. This is a bargain. Address J. M., care Michigan Tradesman. 905

Stock of general merchandise wanted in exchange for land. Customer waiting. McOmber & Co., Berrien Springs, Mich. 903

Wanted—Partner with \$10,000 capital to buy half interest in packing house in central Kansas; first-class railroad facilities; good opportunity for live man. For particulars, address Wm. Butzer, Salina, Kan. 902

For Sale—\$2,000 medical practice, together with nice southern home in North Carolina village, price \$2,000. Address Lock Box 62, Catawba, N. C. 901

For Sale—Corner grocery with nice living rooms above. Rent reasonable. Finest location in city. Doing a fine business. A snap for somebody if sold at once. For further particulars address H. Bradley, 463-14th Ave., Detroit, Mich. 907

For Sale—A nice clean stock of hardware in a county seat town. Invoices about \$3,500. No dead stock. Address O. F. Jackson, Stanton, Mich. 909

For Sale—Drug stock located in Saginaw, Michigan, with 6,000 people tributary and only one competitor. Sales \$35 per day, rent and heat \$45 per month. Reason for selling, death of former proprietor. Address Fannie E. Croley, 422 Genesee Ave., Saginaw, Mich. 910

For Sale—Drug store, building and residence in one of the best farming towns of Southern Illinois, county seat of 2,000 inhabitants. Only one other drug store in the town, no cut prices, a good proposition for the right man. No idlers need apply. Address Lock Box 57, Vienna, Ill. 911

Good location for general store in thriving manufacturing city of 5,000. Population increased 1,000 in last two years. Double store 50x100 for rent; centrally located. New counters, shelving, etc., including electric lights. Rent reasonable. Address F. H. Case, Three Rivers, Mich. 912

For Sale—New stock groceries, hardware, paints. Best location. Jno. W. Curtis, Whittemore, Mich. 913

Wanted—Drug store on easy terms. Small town preferred. Address M., Box 59, Romeo, Mich. 914

On account of death of proprietor, we will sell the only exclusive shoe store of \$3,000, in county seat of 2,000 inhabitants. City has a canning factory, one woolen mill, one flour mill, two saw mills, one stave and heading mill. Good farming country and has the second largest creamery in Wisconsin. L. Stroebel & Son, Barron, Wis. 916

For Sale—\$5,000 stock general merchandise in good Indiana town. No agents. A. L. Bradford, Eaton Rapids, Mich. 917

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

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

For Sale—Practically new Burroughs Adding Machine. Smith Young & Co., Lansing, Mich. 841

For Sale—Millinery and fancy goods establishment. Established 27 years. Doing prosperous business. Retiring from business. Frances L. Lewis, Stanton, Mich. 850

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

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

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

For Sale—First-class business in one of the best manufacturing cities of its size in the State. Stock of dry goods, groceries and shoes about \$10,000. Did a \$70,000 business last year. Address Johnson Grocery Co., Owosso, Mich. 900

For Sale—Harness shop in good farming country, nearest shop 30 miles. Have other business to look after. Address Wm. F. Asal, Rupert, Idaho. 871

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

Partner with \$10,000 in a well-established business. Address Y, Green Bay, Wis. 895

For Sale, Rent or Trade—A good brick store in village in Jackson County, surrounded by a fine prosperous farming community. Address 690-S. Saginaw St., Flint, Mich. 892

To Exchange—New stock shoes for good improved farm. Stock inventories about \$5,000. Is in splendid condition. Poor health reason for wishing to make change. Address No. 894, care Michigan Tradesman. 894

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—A stock of general merchandise, inventorying 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—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

Wanted—At once for cash, stock shoes, clothing or general stock. Address Lock Box 435, Galesburg, Ill. 866

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

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. 715

For Sale or Exchange—\$3,000 stock general merchandise. Good town, good trade. No old goods. Reason for selling, poor health. Address Lock Box 11, Gaines, Mich. 876

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. 718

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—Situation by registered druggist. Twenty years' experience. L. E. Boekes, Empire, Mich. 915

Wanted—Position as manager of a department store, by a gentleman whose last employer has discontinued the business. Has had fourteen years' experience as clerk, book-keeper and manager. Best of references from past employers. Open for immediate engagement. Address Manager, Box 139, Reed City, Mich. 886

**HELP WANTED.**

Wanted—A good all-around tinner, one who can clerk in the store when required. Steady position for the right man. Address J. Meyers, Bourbon, Ind. 904

Wanted—A practical brickmaker to buy, lease or manage a well-established brickyard in the South. A good proposition for the right party. Address C. W. Hopkins, 94 James St., Grand Rapids, Mich. 898

Wanted—A young saleswoman of experience and ability; dress goods and domestics; permanent place and good salary. Crusoe's Dept. Store, Rhinelander, Wis. 897

Wanted—Harness, collar and saddle makers. Apply to the Great West Saddlery Co., Winnipeg, Man. Canada. 896

Wanted—Two experienced dry goods salesmen. Young men under the age of thirty years preferred. Apply, giving references, stating age and experience, to Stantons, Grand Ledge, Mich. 889

Want ads. continued on next page.

## Your Advertisement

If placed on this page, would be seen and read by seven thousand of the most progressive merchants in Michigan, Ohio and Indiana. We have testimonial letters from thousands of people who have bought, sold or exchanged properties as the direct result of advertising on this page.

For Sale—A fine general merchandise business in a live county seat town in Northern Indiana, situated in a splendid agricultural country. Only two other stores. Population 2,000. Invoicing \$5,000, will take 80 cents on the dollar. Owner having other business out of town. Address No. 890, care Michigan Tradesman. 890

Wanted—To buy small stock of general merchandise located in small town in Southern Michigan. Address Merchant, care Tradesman. 893

Lands for sale in Moosejaw district, Province, Saskatchewan, Canada. Best wheat lands in the world. Improved or wild lands in quarters, halves or sections, \$16 to \$35 per acre, 37½ bushels of wheat last year per acre. P. F. Size, Moosejaw, Sask. 888

For Sale—Improved farm, joining Poland townsite, under crop. For particulars write Wm. Rannels, Poland, N. D. 874

Old coins have become very valuable. Large prices paid by me. Send 50 cents for book. Joseph Bowen, Coin Dealer, Murray, O. 878

Must sell on account of poor health, harness business. The only shop in Indiana town of 2,000. Might exchange for small farm or town property. DeCourdres, Knox, Ind. 881

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

**Office Stationery**  
 LETTER, NOTE AND BILL HEADS  
 STATEMENTS, ENVELOPES, COUNTER BILLS.  
**TRADESMAN COMPANY**  
 GRAND RAPIDS



**AN UNDERLYING CAUSE.**

When the President of an influential college bade goodbye to its graduates the other day he took occasion to remark that the world is undergoing a period of unrest and that they as educated men, to be true to their trust, must see to it that the reconstruction, social, economic and perhaps political, sure to come be of a character worthy of themselves and the public they are to serve.

Admitting the existence of the social unrest, it is much to be questioned whether the unrest, widespread as it undoubtedly is, has in it much to be afraid of. Like other results to be deplored, the cause, found and taken care of, will accomplish the desired end, and with the one found and the other already in action, it is not going to be a great while before affairs will be moving on in the even tenor of their way.

In one of the back districts last winter the big boys and girls decided to run things according to their ideas of right and wrong. It was not their intention to break up the school or to get rid of the teacher, but there were certain privileges which they were determined to have and they quietly but determinedly proceeded to take them. Vainly the teacher, hardly older than themselves, told them what the inevitable result would be—that there was one rule for the large and small alike, and that only anarchy could exist where that rule was violated with impunity. The whispering went on, however, in spite of frowns and reproof, and other disorders crept in until a general unrest prevailed from front seats to back. When this point had been reached the teacher proceeded to business. He proved equal to all requirements. He tackled the occupants of the back seats. If reports are to be relied upon, there were exciting times within the walls of that school house for half an hour. Then order came, according to the master's standard, and with its coming the unrest was known no more. The instant it became an acknowledged fact that subservience to law in that school room was the watchword of the hour, and that the law applied with equal force to the occupant of every seat in the school, there was a general settling down to business, and that school became the boast of "the country round."

The application is hardly necessary. The social unrest which the President complained of is due to the same cause. It is being taken care of in the same old fashioned way. The big boy on the back seat who said to the master, "It is quite immaterial to me what the Supreme Court of Missouri desires me to say, other than I have testified," found out that it was quite material to him; and when, later on, with a meekness as wholesome as it was desirable, he answered the question he had long and impudently refused to answer, he and the other boys and girls in the school house knew that the end had come, that chaos was over, that law was supreme and that they were subservient to that law. The rest is following as a matter of

course. The unrest is disappearing. The little folks are contented with the prevailing law that governs the big ones, and the work of life and living is again going bravely on.

With obedience to law restored, what remains is to keep it so; and experience insists that this can best be done by keeping the big boys where they belong. It has been found that fear of punishment and physical punishment at that—the strength in the schoolmaster's right arm—is the beginning of wisdom. That and that only is the court of last appeal. Conviction of violated law amounts to nothing, the paying of fines is a farce; but when it is found that behind these is the cell of the penitentiary and that the door of that cell is no respecter of persons the trouble will be over. It is related that a company of capitalists were complaining of the persecutions they had been suffering from Washington. A Southern Senator, after listening a while to their woes, made answer: "You gentlemen who run these corporations must obey the law. If you had obeyed it in the first place you would not have this new legislation to complain of. Every time Congress passes a law you violate it. Now we give you a new one. If you violate that we will give you another that will have iron teeth—a law that will send every one of you to the penitentiary."

If, then, as it seems, the underlying cause of the social unrest is a resistance to law, with the assurance of not being called to account for that resistance, it is fair to infer that the remedy found and faithfully applied will accomplish its purpose. It is accomplishing its purpose and the country, like the school district, will again become the boast of "the country round."

**They Were in a Hurry.**

"We want to be married. We're in an awful hurry."

C. England, proprietor of a harness shop and minister at Lapeer, was confronted by a young man as he sat in the rear of his store recently. There was a rustle of skirts—a young woman was closely following.

"Come with me to the house; it is only a short distance," urged the minister.

"I tell you we haven't time. We want to catch the 4:30 Grand Trunk train," breathlessly returned the visitor.

"Well, a harness store isn't a very desirable place for a wedding function," replied the minister, and he led them into a department store next door.

After a hasty consultation with the manager the bridal party ascended to the cloak room on the second floor, which, at the time, was occupied only by clerks. There the knot was tied at double quick, with two of the clerks as witnesses.

With an umbrella, the gift of the proprietors of the store, the happy couple raced for the depot. They did not have time to explain why they were in such a hurry.

Who is so poor as the dreaming millionaire?

**Retirement of a Veteran Newspaper Man.**

Wm. J. Steketee, of Muskegon, who has just disposed of his interest in the Muskegon Chronicle, is well known in Grand Rapids, where he has relatives and many friends. Mr. Steketee's career in the newspaper field has certainly been a meritorious and commendable one. Spending a larger portion of his life in the business, he has achieved a splendid record, one which is admired by his many friends both in and out of the newspaper fraternity. As a printer's devil he took up his life's work in the office of the Muskegon Enterprise, a weekly newspaper then published by I. Ransom Sanford. That was in 1869. Later he worked for Waite & Judson, when that firm moved its publication, the Michigan Lumberman—now the American Lumberman—from Grand Rapids to Muskegon. When they transferred their journal to Chicago and named it the Northwestern Lumberman, Mr. Steketee entered the em-



ploy of Chas. S. Hilbourn, then publishing the Muskegon Lakeside Weekly. In 1876 Mr. Steketee took a position as a workman on the Muskegon Weekly Chronicle, then owned by Mrs. Geo. C. Rice, still a resident of Muskegon, and which paper was then under the editorship of Prof. O. B. Curtis. Mr. Steketee has been with the Chronicle ever since that date in the varied capacity of printer, reporter and later as one of the editors, publishers and proprietors. The daily Chronicle was established by Wm. M. Harford on May 19, 1879. Afterward he sold the Chronicle to McKay & Dana and moved to Grand Rapids. At the present time he is engaged in the printing business in St. Louis, Mo.

In 1885 the firm of Dana & Steketee was formed and has continued to the present time. Mr. Steketee has therefore been connected with the Chronicle for over thirty years and for twenty-one years of that time was one of its editors and publishers. Naturally, his friends congratulate him on the excellent record he has made in his newspaper career. He has never claimed to be the only man who knew how to run a newspaper, but the files of the Chronicle speak for themselves. By hard and conscien-

tious effort he has forged to the front in his profession. His success was achieved through honest endeavor, fidelity to his friends, a high standard of integrity and in square dealing to all.

**Lord of Lace and Ribbon.**

The dressmaker is a slim young man with a long nose and big, winesome eyes. Wearing a gray frock and patent leather shoes—corseted and powdered and perfumed—he is more than a man; he is a dressmaker. He is saturated with dandyism. It is not of an offensive kind.

His manners are a strange mixture of humility and insolence, for he is at once a salesman and an artist. And he talks, talks, talks—bending his slim body into polite curves—gesticulating with his thin white hands—rolling his eyes in their painted orbits, the while he fumbles silks and velvets and satins and lace and wool.

The mere man who comes into a dressmaker's shop of an afternoon—in Paris no one goes to the dressmaker's save only in the afternoon—begins by sneering at this fantastic creature. That mood does not last long. Contempt gives way to admiration. There is something marvelous in the way this lord of lace and ribbon dominates the women—the Royal Highness as well as the spoiled actress.

He is charming—he is frivolous. Then of a sudden his face darkens; he becomes serious; he stares at Her Royal Highness, studying her form from head to foot; he smites his brow and cries despairingly: "No! no! I can't see you in that gown to-day."

A Vienna chemist has produced an artificial guttapercha from a mixture of caoutchouc and palm rosin it is asserted that its elastic resistance is superior to that of the nature products, but that it consolidates less easily and is more glutinous, while its cost would be only two-thirds of that of the natural product. The main question is, Will it make good golf balls?

**BUSINESS CHANCES.**

Young man, 24, wants position as registered druggist. Good references. 2½ years' experience. Six months in Ferris Institute. Ora Ball, Langston, Mich. 919

Wanted—One thousand dollar stock general merchandise. Must be cheap. 35 Crosby St., Grand Rapids, Mich. 918

Exceptional Business Opportunity. Owing to death of owner, who had spent a lifetime in building up this business, I offer for sale the stock and fixtures of the most successful shoe store in Vermont. This is an exceptional opportunity for securing first-class paying business at bargain. Stock is fresh and absolutely up-to-date, having been purchased by the late owner for this season's business. This business occupies best location in city of Burlington and caters to the best trade. For full particulars address Mrs. F. B. Boynton, Burlington, Vt. 924

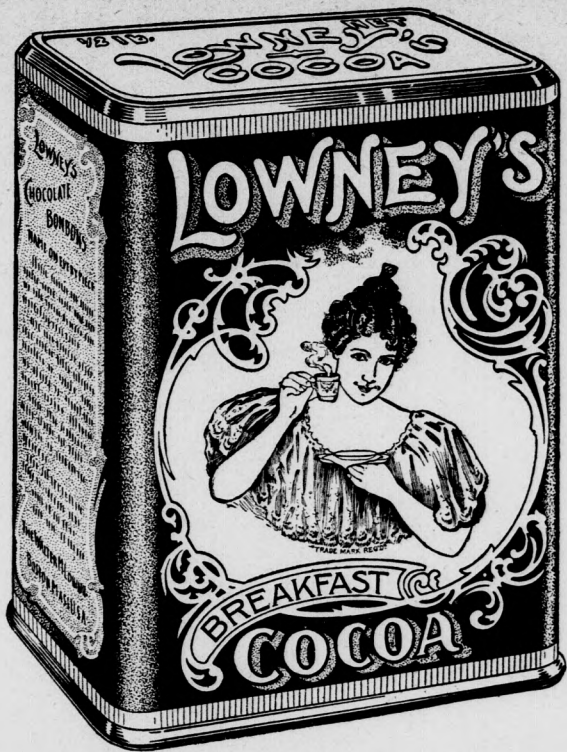
For Sale—One Dayton alternating fan motor and one Duncan light motor. Cheap. Brunst & Viel, Harrison, O. 923

For Sale—Stock, and store for rent; finest corner in city of 8,000. Stock invoices \$3,000 but can be reduced; will lease store room for long period. Business thoroughly established and of long standing. Address R. W. Olson, Negaunee, Mich. 922

Situation wanted by energetic young man as clerk in general store or grocery. Several years' experience in each line of business. Good references if desired. Address Box 265, Perry, Mich. 921

For Sale—Staple dry goods and bazaar stock. Best town in State. Snap for someone. For particulars address Mrs. F. E. Parker, Williamston, Mich. 920





**LOWNEY'S COCOA is an American triumph in food products. It is the BEST cocoa made ANYWHERE or at ANY PRICE.**

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



## Every Detail of Your Business

You want a **system** that takes care of **every detail** of your **business** from the time the **goods** are **purchased** until they are **sold** and the **money** is in the **bank**.

You want a **system** that will tell you at **any time**, without the **loss of time**, the **total outstanding accounts**.

You want a **system** that shows you your **bills payable** at a glance. In other words, you want to **know all** about your **business**.

You can get these **results** with the **McCaskey total forwarding system**. Our booklet of information is **free**.

Write today.

**The McCaskey Register Co.**

Alliance, Ohio

Mfrs. of the famous Multiplex Duplicating Sales Slips and Counter Pads.

AGENCIES IN ALL PRINCIPAL CITIES

# 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**.

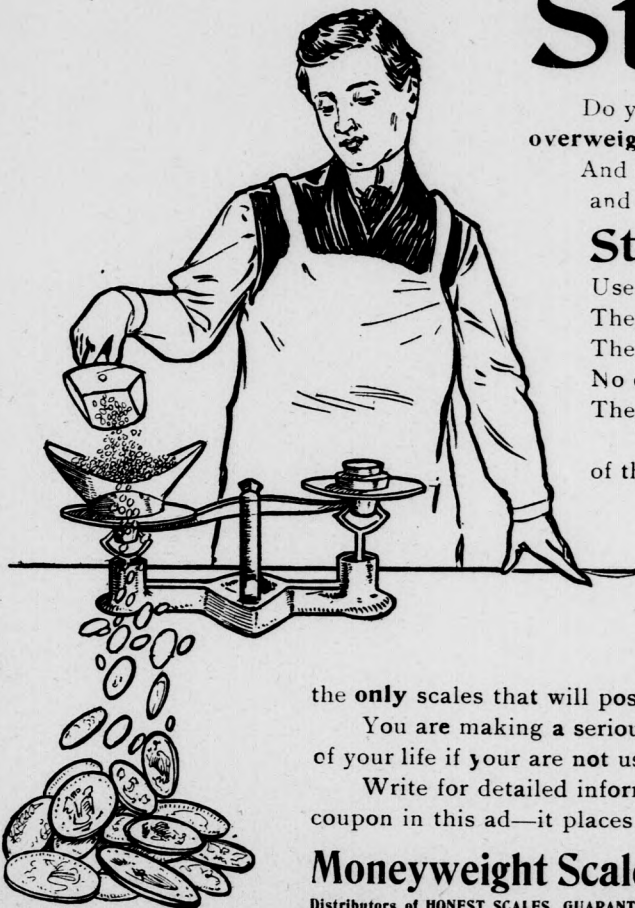
You are making a **serious mistake** and losing money every day of your life if you are **not** using **MONEYWEIGHT** Scales.

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.

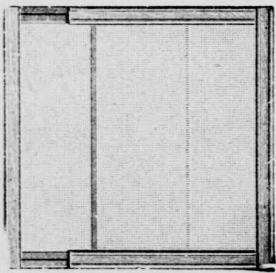


# Talk "Nickels and Dimes" During July and August

It's the biggest drawing card during the hot weather—in fact all the year around. The secret of doing business is to get the people to your store, and nothing attracts more attention than 5 and 10 cent bargains in articles of every day usefulness. Make your store a bargain center. Use our 5 and 10 cent assortments. Ask for lists today. They are quick sellers and profit makers.

## How's your Stock of Window Screens

We can supply your wants in this line—we can do it promptly.



### "Century" Window Screens

The best low priced window screens on the market. They adjust easily and smoothly and are made of basswood stained as walnut. One dozen in crate (no less sold.) Extend to 33 inches.

No. 031—15 x 20 inches. Per dozen.....\$1 50

### "Eclipse" Window Screens

Made of thoroughly seasoned hardwood, oil finished. Very best attainable at the price. One dozen in crate (no less sold.) Extend to 33 inches.

No. 18—18 x 22 inches. Per dozen..... \$2 00  
No. 24—24 x 22 inches. Per dozen..... 2 60

## "Harvest" Assortment White Porcelain

(Shipped from Ohio Warehouse)

Homer Laughlin's celebrated ware. Absolutely the best made and not to be compared with the common American goods.



### The Assortment Contains

24 sets Fancy Teas.....	\$0 36	\$8 64
3 dozen Pie Plates.....	41	1 23
12 dozen Breakfast Plates.....	58	6 96
3 dozen Coupe Soups.....	58	1 74
6 dozen Fruit Saucers.....	27	1 62
1 dozen Bowls, 30s.....	72	72
2 dozen Oyster Bowls.....	72	1 44
1 dozen 7-inch Bakers.....	1 08	1 08
1 dozen 8-inch Bakers.....	1 62	1 62
2 dozen 7-inch Scallops.....	1 08	2 16
2 dozen 8-inch Scallops.....	1 62	3 24
1/2 dozen 8-inch Platters.....	90	45
1 dozen 10-inch Platters.....	1 62	1 62
1 dozen Covered Chambers.....	4 32	4 32
1/2 dozen Ewers and Basins, roll edge.....	8 64	4 32
1 dozen Jugs, 30s (creamers).....	90	90

Total..... \$42 06  
Package at cost.

## Do you need to replenish your stock of Base Ball Goods

If so, consult our catalog. Our line is complete and our prices secure you a good profit.



### Infielders' Gloves

Boys', youths' and men's sizes from 90c to \$21 per dozen.

### Catchers' Mitts

Latest styles and all sizes, ranging from \$2.25 up to \$34.80 per dozen.

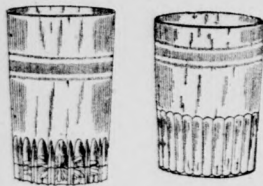
### Base Balls

A big assortment to select from. All prices, ranging from 30c up to \$9 per dozen.

### Base Ball Bats

Superior to any make. We have them in boys' and regulation sizes. Priced from 42c up to \$4.50 per dozen.

## New General Ass't Table Tumblers



Contains 24 dozen of pure and clear crystal glass table tumblers of splendid quality. They are assorted in three styles (7 doz. of each) all with neat pressed bands and fluted bottoms. Sold by barrel lots only. Per doz. 19c

## 2 Quart I C Tin Covered Pails

44c Per Dozen



Heavy I C tin, soldered seams, riveted ears, wire bail. Best on the market.

## One Entire Floor

in our spacious wholesale building is now being used to display our

### Magnificent Lines of Celluloid Case Goods

### Toilet Sets, Mirrors

### Bronze and Gold Plated Goods

### Toys, Dolls, Games, Books, Novelties

Our shelves are filling up with the most attractive aggregation of holiday goods ever assembled under one roof and you will benefit by our extraordinary offerings. Wait for our agents or come and inspect our lines before placing your fall orders.

## Another Large Floor

has been set aside for the purpose of displaying our matchless lines of

### Decorated China

gathered from almost every quarter of the world. Our buyers have been most fortunate in their selections, so that our offerings this season

### Excel Anything Ever Shown

here or elsewhere. The choicest products of France, England, Germany, Austria, China and Japan are represented in our salesrooms.

Beautiful creations in **Salad Bowls, Berry Sets, Chocolate Sets, Bread and Butter Sets, Cake Plates, Cracker Jars, Bric-a-brac, Etc.** New shapes—new decorations—low prices that will prove **strong money makers for you.**

Wait for our agents or come in and see our lines in person.

Successors to  
**H. LEONARD & SONS**  
Wholesale

**Leonard Crockery Co.**  
GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade

Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware  
and  
House-Furnishings