

MICHIGAN TRADESMAN

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Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JULY 18, 1906

Number 1191

Never Admit Defeat

Never admit defeat or poverty, though you seem to be down and have not a cent. Stoutly assert your divine right to be a man, to hold your head up and look the world in the face. Step bravely to the front whatever opposes, and the world will make way for you. No one will insist upon your rights while you yourself doubt that you possess the qualities requisite for success. Never allow yourself to be a traitor to your own cause by undermining your self-confidence. There never was a time before when persistent, original force was so much in demand as now. The namby-pamby, nerveless man has little show in the hustling world of to-day. In the twentieth century a man must either push or be pushed. Every one admires the man who can assert his rights and has the power to demand and take them if denied to him. No one can respect the man who slinks in the rear and apologizes for being in the world. Negative virtues are of no use in winning one's way. It is the positive man, the man with energy and push that forges to the front. — Success.

Every Cake



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

The Fleischmann Co.,

of Michigan

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

Your Best Business Partner

A Telephone at Your Right Hand

Let that Telephone be the One that will Meet

All Your Requirements

both for Local and Long-Distance business. Our copper circuits reach every city, town and village in the State of Michigan, besides connecting with over **25,000 farmers.**

Liberal discount to purchasers of coupons, good until used, over the Long-Distance lines of

The Michigan State Telephone Company

For Information Regarding Rates, Etc.,
Call Contract Department, Main 330, or address

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

Pure Apple Cider Vinegar

Absolutely Pure
Made From Apples
Not Artificially Colored

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

Sold through the Wholesale Grocery Trade

Williams Bros. Co., Manufacturers

Detroit, Michigan

Makes Clothes Whiter-Work Easier-Kitchen Cleaner.

SNOW BOY WASHING
POWDER.

GOOD GOODS — GOOD PROFITS.

MICHIGAN TRADESMAN

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GRAND RAPIDS FIRE INSURANCE AGENCY

W. FRED McBAIN, President

Grand Rapids, Mich. The Leading Agency

ELLIOT O. GROSVENOR

Late State Food Commissioner

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

2221 Majestic Building, Detroit, Mich

Collection Department

R. G. DUN & CO.

Mich. Trust Building, Grand Rapids

Collection delinquent accounts; cheap, efficient, responsible; direct demand system. Collections made everywhere for every trader. O. E. McORONE, Manager.

We Buy and Sell

Total Issues

of

State, County, City, School District,
Street Railway and Gas

BONDS

Correspondence Solicited

H. W. NOBLE & COMPANY
BANKERS

Union Trust Building, Detroit, Mich.

The Kent County Savings Bank

OF GRAND RAPIDS, MICH

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

3½ Per Cent.

Paid on Certificates of Deposit

Banking By Mail

Resources Exceed 3 Million Dollars

Commercial Credit Co., Ltd.

OF MICHIGAN

Credit Advances, and Collections
OFFICES

Widdcomb Building, Grand Rapids
42 W. Western Ave., Muskegon
Detroit Opera House Bldg., Detroit

ELECTROTYPES
DUPLICATES OF
ENGRAVINGS & TYPE FORMS
TRADESMAN CO. GRAND RAPIDS, MICH.

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LACK OF STREET CARS.

Ordinarily the location and operation of tracks, trolleys and cars through a public park should not be thought of, particularly when the park is somewhat limited in area. But in the contour and location—in relation to the remainder of our city—John Ball Park constitutes an exception to this rule.

The most beautiful views obtainable in Grand Rapids are those which may be secured from the bluffs of John Ball Park. The most woodsy nooks and most picturesque vistas are available only after climbing the hundred foot elevations there. The ponds and graveled walks, the conservatories and music stand, all of the grottoes and cages and flowers on the lower levels are necessary and interesting features in a public park, and in John Ball Park they are, so far as they go, satisfying and available to a large proportion of our citizens.

And yet three-fourths of the area of that park is not available to at least half of our population simply because of the high and very steep hills and the rustic steps one has to climb in order to reach that area.

Grand Rapids, divided by its river and, to a large extent, shaped by the bluffs on either side of the river, has John Ball Park as a permanent fixture extending north and south along a considerable portion of its western boundary.

Those persons living directly north of the park from a mile or two miles away are now required to walk that distance in order to get to the park or ride in a roundabout way double the distance on the street cars. Persons living in the extreme eastern and southeastern parts of the city are compelled to do likewise or worse if they reach the park.

Any person arriving at the park after a tedious ride, with a transfer or two, has only the decorated and beautiful lawns on the lower levels to reward him for his trip. To get up into the real park, the natural forest and high pure-air places he must walk and, if he walks, he must be sure of his muscles and his heart. If he is above 175 pounds weight, is more than 50 years old, if he is crippled in any way or is weak from ill-

ness, about all that he can do is to sit down and listen to the band and wish that a car might come along to take him to the bluffs.

There should be provided transportation facilities for the entire park and those facilities should be very stringently under control of the Park Commission. Preferably such facilities should have the character of electric cars and yet, more preferable, they should be the cars of our city railway system, with no extra charge for being transferred through the park.

The Tradesman is not in the business of building and operating street railways, but wishes to observe, as "the man up a tree," that the Wealthy avenue tracks might, with profit to the street car stockholders and certainly to the convenience of the people at large, be extended directly west across the new bridge and so on by way of Straight street to West Fulton street and the park, thence up the hill and along the western boundary of the park to Bridge street.

And a line from Lyon street north on Union street to connect with the present Carrier street stub, and another one from Fulton street south on East street to Hall street and the Lafayette street line wouldn't be without reason and profit.

Indeed, the new routes suggested are already on a map which contemplates an entirely new street railway system taking in the business centers on both sides of the river and for which a franchise may be requested at a date not very far away.

THE HALT IS CALLED.

One of the most comfortable and reassuring characteristics of the present campaign in Michigan over the selection of a Senator to succeed Gen. Russell A. Alger is the really insignificant figure cut by Will McMillan.

Just now, it appears, that the well-known money power and practices of the late Senator James McMillan, so long dominant in Michigan politics, can not be perpetuated by the ambitious son, however anxious and willing he may be. The enormous expenditure of money by Mr. James McMillan when he was chairman of the State Central Committee of the Republican party, and afterward, are well known and it is equally well known that the major portion of these outlays came from the late Senator's individual pocket for his personal advancement. His historic unanimous election to the Senate by the Legislature of Michigan by the skillful and unlimited use of money was a foregone conclusion before that Legislature was elected—before it had assembled at Lansing, in fact. Such an achievement to-day appears decidedly a different proposition.

Not that the desire does not exist on the part of Will McMillan; not that he does not possess the necessary cash resources. The money is readily available and the means for distributing it "where it will do the most good" are perfectly organized and ready for business. But conditions otherwise are changed. The people, "the dear people," are, somehow, chary about identifying themselves with old-time McMillan methods of grafting and bribery. And it is not a question with the people of fear of detection, trial and punishment so much as it is utter contempt for unscrupulous men who arrogantly assume that they can buy any man or group of men. The people have gotten through with the abominable practices and practitioners and so Will McMillan must, it appears, content himself with his recent election to trusteeship of the Mutual Life Insurance Company.

IT MAY HAPPEN.

Theodore Roosevelt has again said that he will not be a candidate for nomination to be President of the United States.

Mr. Roosevelt's public record, at every point, shows that he is a man of splendid determination and rectitude, so that the question resolves itself into: Will he accept the office of President if a majority of the people of the United States vote that they desire him to continue as our executive officer for another four years?

There is no law compelling a citizen to accept a nomination and, indeed, there is none by which a citizen may be forced to act against his will as our President. But, basing the guess on present indications, just such an effort will be made, and, if made, it will force into view a picture absolutely unique.

And there is nothing of the miraculous about it either. Mr. Roosevelt has been the most alive of any president our nation has had and he has made a record of doing things and achieving results. His every word and act fairly thrill with sincerity and moral courage, and thus far there has been no overwhelming public opinion voiced seriously criticizing his judgment.

What a position he would be in were he driven in, whether or no, to the executive mansion for another term; beholden to no party, under obligations to no group of individuals. And then, with the House Democratic, possibly, and the Senate otherwise, what a legislative picnic we would have? Uncle Joe Cannon, Senator Bailey, Senator Aldrich, Congressmen, Cabinet officers, Chiefs of Bureaus and all, with Henry Waterson and Mr. Bryan on the outside, the spectacle would be tremendous if not magnificent.



Cheap Backgrounds—Make Dummy Work for You.

I was in a neighboring town the other day and could not but be struck with an especially pleasing window as to its background, which was composed of nothing more elaborate than common cheesecloth. The contrast of white and canary yellow had been selected. The window floor was about two feet from the sidewalk, enabling those desirous of examining things resting on it to do so without any stooping. Two feet is just about the right height—lower by a foot means decidedly a back-breaking feat to look closely at goods displayed. People aren't going to make themselves inconvenient by any such discomfort. The entrance was at one end of the window, thus affording the decorator a large space to fill with his merchandise. A partition separated the window from the store, rising to a height of about five feet. This was covered with the white cheesecloth, laid in perpendicular side pleats about three inches wide and nine or ten inches apart. About two-thirds of the way to the top were attached five large ovals of tufted yellow, surrounding which was a four-inch puffed band. The goods on exhibit were set on the floor. They were of a small nature, so that the background was particularly striking, calling attention to itself for a block each way. This is an excellent idea for a change—to make the background a feature that shall have drawing power irrespective of what the contents of the window may chance to be. In order to accomplish this with so cheap a material as that used in the above described Lowell window, it must be arranged in such a way as to be excellent for its neatness of arrangement and attractive as to combination of colors. Also, the goods used with it must not be of so rich or obtrusive a character as to detract from the value of the background.

* * *

As an example of where the background counts for but little and the merchandise is everything may be mentioned the Winegar windows on South Division street, at the corner where the Wealthy and Scribner street cars turn to go to Reed's Lake. Being on a street where so many lines of cars are constantly whizzing by, the windowman at this store evidently trims his windows to catch the eyes of the passengers as well as the less hurried ones of carriage people and pedestrians. A broad effect is aimed at which shall kill three birds with one stone. Even going as fast as the cars fly to Ramona theater, one could take in the entire wide front of this interesting store. One whole section was devoted to refrigerators, nearly a dozen, of varying sizes, then came stoves and the last impression was of many sideboards, with several large round din-

ing tables standing in front of them. Any one killing time by looking at objects passed would be likely to remember these useful, necessary or ornamental pieces of household furniture if now or shortly in need of such.

In this connection let me say that too many stores do not consider, in the treatment of the store front, their location and the class of people to be reached by their windows' influence. This should form a part of the policy of the place just as much as careful buying with reference to the sort of customers to which the store caters. Some merchants make the mistake of paying so much heed to some parts of their business that others suffer by neglect. Window trimming, of all things, should not come under the latter head.

* * *

Put a dummy to doing something in a window and he is working for your best interests. The comparatively new word "pajamas" (pronounced just as the letters sound) is one to juggle with in calling attention of the walking—sleeping, as well—public. To many the word is, even yet, full of mystery.

Mr. Bush, of The Giant, makes his dummy both work and talk for him, so that the papier mache man is more than a mere dummy. This week he is clad in pajamas and is sitting in a cramped position on the front edge of a real cot, with pillow, quilt and all. One foot is on the floor, while the other leg is curled up under him in the bedclothes. His coal-black hair stands on end, his left hand grasps the front edge of the cot as if in great fright, while in his right is a cocked revolver. He sits up very straight, as though every muscle were tense with fear. The cause of this alarm is discovered in the presence, at the foot of the bed, of a fierce animal—a wild cat! But, as this has passed through the hands of a taxidermist, the passer-by has no need to run for a place of safety. The wild pussy cat, however, is out of Mr. Dummy's vision, hence his startled plight.

In recalling his unhappy situation, one can not forget that in front of the cot and suspended high around the sides of this window section are pajamas of every description.

An elegant white card of heavy quality (framed) has artistic lettering in raised gold, and one reads:

High Class
Night Robes
and
Pajamas
In Cooling Fabrics

Enormous Profits of the Mail Order Business.

Sears, Roebuck & Co., Chicago, have recently merged their business into a New York corporation, succeeding the Illinois corporation of the same name, with an authorized issue of \$10,000,000 preferred stock and \$30,000,000 common stock. In this connection a detailed statement, fuller and more complete than has heretofore been made public, is given of the business of the company. It appears that the company's sales in 1905 amounted to \$38,708,526, while for the

first five months in 1906 the total sales aggregated \$20,322,160, as against \$14,247,794 for the similar period in 1905.

The officers of the company state that it sells this enormous output without the extension of any credit, the terms being "cash before delivery;" that the business is distributed among upward of 6,000,000 customers in all parts of the United States, whose orders for merchandise are received by mail; that the incoming letters averaged for the past year about 75,000 per day; that the newly completed buildings for handling the merchandise and for administrative purposes cover a large part of 37 acres of land in the city of Chicago, and that the foregoing does not include any of the various manufacturing concerns in which the corporation owns a controlling interest.

The following statement is made of the net profits of Sears, Roebuck & Co. for the four years ending December 31, 1905, over all charges, as follows:

1902	\$1,215,824.75
1903	1,768,599.07
1904	2,276,871.24
1905	2,868,061.31

The sales of the company during the years above mentioned were as follows:

1902	\$16,416,792
1903	24,000,264
1904	28,711,693
1905	38,708,526

The principal departments into which the business of the company is divided and the sales of each of these departments during the past three years are here given as follows:

Departments.	1903.	1904.	1905.
Furniture	\$1,598,642	\$2,013,858	\$2,941,008
Jewelry and Silverware	1,075,598	1,209,150	1,454,452
Groceries	687,553	983,512	1,687,903
Drugs and Surgical Inst's	504,520	661,445	709,520
Harness	638,946	724,811	1,060,181
Vehicles	1,008,747	1,121,626	1,496,921
Musical Goods	983,895	1,125,357	1,337,966
Clothing	2,504,786	2,779,657	3,430,093
Dry Goods and Carpets	1,424,346	2,006,716	3,070,272
Men's and Women's Furn.	1,220,042	1,777,486	2,388,011
Shoes	944,582	1,449,578	2,432,210
Ladies' Cloaks, Waists, Furs	1,056,472	1,554,884	2,111,298
Bicycles	732,837	497,262	634,941
Stoves	1,818,291	1,844,864	2,203,710
Sewing Machines	1,387,245	1,323,489	1,327,709
Books and Stationery	301,400	318,148	374,217
Paint and Wall Paper	454,516	700,469	919,381
Agricultural Implements	472,816	489,996	650,699
Hardware and House Furn.	2,373,430	2,862,356	4,596,425
Millinery and Notions	793,443	1,013,186	1,180,771
Photograph, Phonograph and Optical Supplies	583,888	675,408	897,176
Sporting Goods	1,338,777	1,421,594	1,548,317
Binder Twine	40,993	65,929	81,599
Electrical Goods	54,747	90,755	153,091
Seeds and Bulbs			20,103

The facts thus presented call for careful study on the part of those engaged in the handling of merchandise. Conclusive evidence is thus afforded of the formidable competition which the retail dealers of the country are called upon to meet.

The Feeling of Independence.

It is the tendency to decry the disposition of the Americans to worship money, but to me there is nothing more natural, for although money of

itself is of no consequence, yet the feeling of independence it gives is the most satisfying thing in life. Young man, if you are not putting away a stated sum of money each week out of your salary you are slowly forging a chain around your leg to which will one day be fastened the heavy ball of Habit that will make you finish your life working for some other man who in the end will some day die and leave his business to his son, who in turn will tell you that you are too old and will dump you out on the cold world like a broken down street car horse. If you want to be able to say to your boss that your salary is not enough, and you are thinking of leaving, you have to have a few bones hidden away in the ash heap to make good your bluff. Don't you dream for a single instant that the old man don't know how you are fixed and how much you need your job, for he does. Begin it next week.—Optical Journal.

In the Sear and Yellow Leaf.

Vernon, July 17—Genesee county is one of the oldest settled counties of the State, and wood and timber are very scarce and valuable on most of the farms in the county.

There is, however, about two miles northwest of Otterburn and a few miles from Flint, a sixty-acre tract of very valuable white oak timber from four to five feet in diameter and eighty to over 100 feet tall, that is commencing to die and decay.

The owner, who is an old man living in Detroit, refuses to sell. One party offered him \$50 each for 400 of the trees, standing, which he refused.

No great work ever was done before a mirror.

Let Me Show You

How to close out or reduce your stock of merchandise and realize One Hundred Cents on the Dollar, above all expense. Do you wish to clean your stock of odds and ends? Write me for references, etc. ALL SALES PERSONALLY



CONDUCTED BY
A. L. BRYANT, 53 River Street, Chicago, Ill.
Sales Specialist and Auctioneer

THE AGE OF HURRY.

It Is the Cause of the Growing Discourtesy.

Discourtesy in its far reaching effects, especially as concerning the victim of the outrage, is one of the immeasurable forces in community existence. Every shade of it is encountered in crowded community life, from the selfish small regard for another's rights on the sidewalk and in a public conveyance to the studied, brutal offensiveness which one person of whom much was expected suddenly deals out to another who wholly is unprepared for such reception. Putting aside the question of the effect upon the person dealing the figurative blow from behind, it may be said that few other offenses between man and man are capable of leaving such a lasting, unsalved sting as does the act of discourtesy.

But what is discourtesy? It admits of no specific classification and analysis. A speech paragraph of one man to another might be insult, while the same words spoken by another man to the one who found insult in its first utterance may be smiled away in good humor. All depends upon the character and temperament of the one who makes the speech. Where it is recognized that a man has neither intuition or courtesy nor training in it, only the foolish person takes offense at his discourtesy—which is not discourtesy.

But where courtesy by intuition and training is regarded, the word "discourtesy" still is subject to question. An act which was discourteous twenty years ago in many lines of community life may be accepted to-day as a matter of course in concession to community requirements of time and hurry. At the same time in those definitions of true courtesy that have been laid down by sensitiveness and true culture, it must be admitted that straying beyond these bounds appreciably is to challenge the gentility and breeding of the transgressor.

Not long ago my attention was called to the matter of courtesy in business and in an unusual manner. I had received a letter of inquiry from a university professor, asking for a little further information on a subject touched upon in one of these articles. The letter was a model of courteous inquiry. Inside the envelope was inclosed a stamp for reply and I, recognizing the use to which any information I could give would be put, tried to answer fully within the limits of my time and the information in hand.

Six weeks after the receipt of this letter and its answer I received another letter from my correspondent. It was a letter in appreciation of the little time and effort which I had expended in answer to his inquiries and, in the explanation of his failure to express his gentleman's sentiments long before, a paragraph impressed me forcefully.

"I wished to thank you for your kindness, but refrained from doing so because I felt that a busy man would rather not be bothered with an answer when once he had finished with such a matter. On the other hand

it seemed ungrateful, if not actually discourteous, to make no acknowledgment whatever of the receipt of the letter."

Here, in a sense, may be considered a possibly unconscious challenge of the business world in its courtesy. Long ago some one asserted that the art of business correspondence was lost. In the last few years in certain lines of business correspondence an effort has been made to reinstate letter writing as a business art, but in general it will be accepted that the average business letter is as nearly dead of personal intonation and stiff phraseology as is any kindred social-economic means of communication—not excepting the telephone.

What is business discourtesy in the matter of letter writing? In the business relations between two friends in business, each of them accepts the concession that the business definition of courtesy may be shaded widely from the social relations which exact another degree of courtesy in their homes. Two such friends, meeting alone in the home of one or the other, instantly have a different manner to that which obtains when they meet alone in one or the other of their private offices. Business letters between them are accepted as shaded of personal exactions beyond a mere line. Then what is discourtesy in the business correspondence as between two men who only have casual business relations?

Courtesy in business naturally requires that all letters shall be answered, if answer is possible. By whom they are answered and how is the only measure of possible discourtesy, always with the reservation on the part of the recipient that save in the hands of the most skillful correspondents a business letter carries a certain blunt approach to fact which more easily is misconstrued than is the same utterance in spoken speech.

In the case of my own correspondent any one of finer sensibilities recognizes at once the position in which he found himself. A man whose work is writing had written at length in answer to his inquiries. A man whose occupation was that of law could not have been approached for information in the line of law without the tender of a fee. This, however, the writer would not have considered for a moment. Realizing this, the university man unschooled to business methods has been in doubt.

In this particular line of correspondence asking the favor of information, courtesy must be considered first by the person asking the information. He can not write to a physician to ask if a certain home remedy which he is using is sufficient under given circumstances. He is unfair in asking an architect if the designs of a building are correct in style. But in the world of business and of community life there are myriads of questions which a gentle person has right to ask his fellow man and to which questions he is entitled to courteous answers on an ethical basis.

Any such written question carries with the asking the courtesy of an

inclosed stamp, or stamped and addressed envelope. The reasons for the asking should be stated if they are not self-explanatory in the question. When these genteel requirements of gentility are met the reply in whatever measure is to be judged and accepted in finality. The correspondence is ended and if discourtesy is chargeable anywhere in it, the person who makes reply is chargeable with it. John A. Howland.

Use Apple Wood for Saw Handles.

Hartford, July 17—Over 100,000 feet of apple lumber is stacked up in front of the Hartford depot.

Probably in no other part of the world can so great a quantity of this timber be seen in one place. The pile is the property of the Atkins Saw Co., of Indianapolis, which will use it for saw handles.

"The lumber is hard, tough and without much grain, and once it is framed into shape it never splits or shreds," said ex-Senator George W. Merriman, in speaking of it.

"No other kind of lumber is so well fitted for saw handles as apple wood and big makers of saw handles use no other kind of wood when they can get enough of apple."

The lumber is all in short boards, for it is very rare that an apple tree will furnish lumber over six or eight feet long. Many old orchards went into the building of the big pile at the depot.

The Atkins company had agents all over this and Allegan counties looking for material for their mill.

St. Johns Booked for New Industries.

St. Johns, July 17—About seven carloads of material have been unloaded here for the shoe heel factory which is to be started by Maurice Goldberger, of Fort Wayne, Ind. Samuel Bailler will be in charge of the factory.

Mr. Goldberger met with some of the directors of the Business Men's Association and proposed to bring a metal working establishment here if the people would take preferred stock to the amount of \$22,000, he to guarantee the interest at 6 per cent.

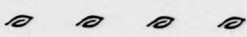
He also has another industry in view which he believes he can secure for St. Johns. Mr. Goldberger says the people will join with him.

Making Elkskin Shoes for Alaska.

Ypsilanti, July 17—One of the younger of the additions to Ypsilanti's great future development is the Elkskin Moccasin Co., a concern which manufactures elkskin moccasins of various kinds and grades. The industry was started last January on a modest scale and every month since that the company has been increasing its equipment, force and output, until now it expects to branch out on a more extensive scale. The moccasins are of a variety ranging from the "Kimona" shoe for ladies' house wear to the "Klondike" shoe, a stout, high shoe designed for Alaska miners. Athletic shoes for tennis and indoor gymnasium work are also turned out.

The lazy man always is proud of his patience.

Modern Plant
Complete Stock
Competent Organization
Location

These advantages enable us to guarantee prompt and satisfactory shipment of all orders intrusted to our care. Special attention to mail and telephone orders. 

WORDEN GROCER COMPANY

Cor. Island and Ottawa Sts.

Grand Rapids, Michigan



Movements of Merchants.

St. Johns—C. Stephan will soon open a new cigar store here.

Lansing—W. A. Fairweather will soon embark in the dry goods business.

Monroe—Andrew Mitchell has purchased the wall paper and stationery stock of E. Fifer.

Grand Ledge—John H. Walsh sold his grain elevator and business to W. L. Ireland, of Chesaning.

Alanson—J. McKay, of Kalkaska, has bought the grocery stock of Geo. Rotter and also rented the building.

Brown City—John Windsor has sold his general stock to McKay Bros. Mr. Windsor retires from business on account of ill health.

Calumet—Theodore Laurell, of Hancock, has purchased the tailoring establishment of M. N. Jutila and will continue the business.

Bay City—C. M. LaRue has purchased the drug stock of G. Swaby and will continue the business, having already taken possession.

Holly—Pearle Wisner has sold her stock of millinery goods to Helen Topping, who has been in the employ of Miss Wisner for some time.

Carlton Center—Mrs. Eva L. Gray, of Belding, has purchased the general merchandise stock of W. E. Allego and will continue the business.

Sault Ste Marie—Roland Russell has bought the grocery stock of A. C. Fletcher, at 807 Ashmun street. Mr. Russell will keep a full line of staple groceries.

Detroit—J. Hurvitch has re-opened the grocery store formerly conducted by C. Danto. Mr. Danto will continue his fish and oyster business, as heretofore.

Monroe—Joseph Kirschner has purchased the stock of Joseph Guettler in the Monroe Hardware Co. Mr. Guettler will devote his time to the sale and erection of furnaces.

Hastings—DePue & Babcock have given a trust mortgage for about \$6,000 to Frank G. Beamer as trustee, for the benefit of their creditors. Mr. Beamer is invoicing the goods.

Tecumseh—B. A. Rauch has taken A. W. Stahler, of Blissfield, as a partner in his furniture and undertaking business and will continue same under the style of Rauch & Stahler.

Elk Rapids—L. M. Clapp has taken the management of J. W. Slater's house furnishing goods store here. For some time past he has been manager of the Kalkaska office of the Singer Sewing Machine Co.

Saginaw—The Gately Company has been incorporated for the purpose of dealing in furniture and carpets. The authorized capital stock of the company is \$100,000, all of which has been subscribed and paid in in cash.

Bellaire—The grocery firm of Hemstreet & Hinman has sold its business to Richards & Co., consisting of H. J. Richards and his son, James Richards. The reason for the change is primarily the poor health of E. Hem-

street. His son-in-law, Dr. C. V. Hinman, will remain with the new firm a few months and then re-open an office for the practice of medicine.

Petoskey—A corporation has been formed under the style of the Lamson Co. to deal in lime and cement. The company has an authorized capital stock of \$30,000, of which amount \$15,500 has been subscribed and \$3,000 paid in in cash.

Central Lake—John S. Ames, formerly with Smallegan, Smith & Co. and the Cameron Lumber Co., succeeds D. W. Clapp, formerly buyer for the general store of Thurston & Co., who has engaged in the grocery business at Howard City.

Yale—A corporation has been formed to conduct a furniture and undertaking business under the style of the Newell Furniture Co. The company has an authorized capital stock of \$3,000, of which amount \$2,000 has been subscribed and paid in in cash.

Cheboygan—W. H. Craig, proprietor of the general store at the corner of Main and State streets, has gone into bankruptcy, E. T. Chapman, of the Saginaw Beef Co., being appointed receiver. Mose DeGowin, John Leishman and J. E. Hall have been appointed appraisers.

Owosso—The hay and produce business formerly conducted by H. N. Ainsworth has been merged into a stock company, under the style of the Barrett-Porter Co. The authorized capital stock of the company is \$20,000, all of which has been subscribed and \$6,000 paid in in cash.

Saginaw—The confectionery business formerly conducted by the Valley Sweet Goods Co. has been merged into a stock company under the style of the Valley Sweets Co., with an authorized capital stock of \$25,000, of which amount \$16,000 has been subscribed, \$250 being paid in in cash and \$13,500 in property.

Cadillac—Harry T. Morgan has resigned his position as Secretary and Treasurer of the Drury & Kelley Hardware Co. and has sold his stock in the company to Charles H. Drury, the company's President. Mr. Morgan has several propositions under advisement and at present is unable to announce his plans for the future.

Perrington—A. C. Arnold, druggist and postmaster at this place, has left for parts unknown. His action is due to the discovery by the Postoffice Department of a shortage of about \$400. Newton Arnold, father of the young man, has settled with the Postoffice Department and has made an assignment of all his property for the benefit of his son's creditors.

Lowell—The King Milling Co. has increased its capital stock from \$25,000 to \$50,000.

Saginaw—Thomas Jackson & Co., Ltd., of this city, said to be the largest American manufacturers of doors for the British trade, are building an addition to their large plant, 60x60 feet in size.

Wyandotte—The Michigan Machine & Engine Co. has been incorporated to manufacture engines with an authorized capital stock of \$500,000, all of which has been subscribed and paid in in property.

Metamora—The Metamora Creamery Co. has been incorporated and will manufacture butter. The corporation has an authorized capital stock of \$4,400, all of which has been subscribed and paid in in cash.

Roscommon—The Norton Lumber Co. has been incorporated for the purpose of manufacturing lumber, with an authorized capital stock of \$5,000, all of which has been subscribed and paid in in property.

Cheboygan—A representative of an Ohio manufacturer of pottery is in this city investigating a deposit of clay, sixty feet in depth, the shipping facilities, location, etc., with the idea of starting a plant to employ 100 men.

Sturgis—B. F. Tanner has purchased a factory site along the Lake Shore Railway in the Wait and Miller addition and in company with Indiana parties will erect factory buildings for a casket factory employing 150 men.

Bay City—Two or three planing mill firms on this river say there is a slight letting up of the demand and orders are slack. It is only temporary, however, and with the approach of fall trade in this line is bound to increase.

Menominee—A corporation has been formed under the style of the Lloyd Manufacturing Co. to manufacture metal wheels. The company has an authorized capital stock of \$400,000, all of which has been subscribed and paid in in cash.

Detroit—The Beach-Kauffman Manufacturing Co. has been incorporated for the purpose of manufacturing calculating machines and typewriters, with an authorized capital stock of \$200,000, of which amount \$123,000 has been subscribed and paid in in property.

Bay City—The cedar trade is exceptionally good this season. The pole trade has been good all the spring and summer, and ties also are moving freely, but posts were rather dull the early part of the season. They have picked up, however, and now are in good demand.

Detroit—The Detroit Metal Spinning Co., which manufactures brass and sheet metal, has merged its business into a stock company under the same style, with an authorized capital stock of \$25,000, of which amount \$17,000 has been subscribed, \$7,600 being paid in in cash and \$9,400 in property.

Saginaw—The Cornwell Lumber Co., with capital stock of \$100,000, has been formed at Saginaw to operate in Wisconsin. The estate of the late L. Cornwell has been operating some years at Pigeon River, near Vanderbilt, cutting about 6,000,000 feet annually since the death of Mr. Cornwell. Three of the sons become stockholders in the new company.

Marshall—The Marshall Business Men's Association has succeeded in closing up a deal that will bring a new factory to our city. It is to be a steel castings plant, to employ fifteen men at the start and more as the business grows, and S. C. French, who is pushing the matter, states that all indications are that the demand for the material by automobile man-

ufacturers and others is such that a much larger force will be needed before the year is out.

Practical Way To Overcome the Larkins' Craze.

Centerville, July 17—I have been greatly amused reading the different solutions of the mail order problem, but I think the scheme given in the Detroit Trade to put Larkins out of business about the limit. For the life of me I doubt if a circular letter, such as they advocate, would keep one single individual from sending their good money away for "something for nothing." Talk is cheap, but neither that nor circulars will down Larkins. Now, let me tell you how I solved the problem: I sent direct to Mr. Larkins and purchased a supply of his most salable goods. Then Saturday night I filled my front window full of the Larkins' products, placing printed signs, such as the following, about the goods:

Larkins' Coffee.

You pay him 35c
I ask you 25c
I save you 40%

Larkins' Tea.

You pay him 70c
I ask you 50c
Saving you 40%

Larkins' Oatmeal.

You pay him 15c
I ask you 10c
I save you 50%

Larkins' Vanilla.

He wants 25c
I want 15c
I save you 66 2/3%

You should have seen the people around this window all day Sunday. Then you should have heard the kicks of the club members Monday: "Why, you offered the same goods cheaper than we can buy direct from the factory," they said. I sold them Larkins' Sweet Home soap eight bars for 25 cents. Why, the "Secretary" of two of the clubs even wrote to Brother Larkins not to sell me any more soap, so I was told, and they even tried to find out from the drayman and others where I got it and all about it. People come in from all over the country after these products. One woman told me yesterday she was in a club and sent off \$250, but that that would end it so far as she was concerned. The wife of our harnessmaker thinks very little of my selling the Larkins' goods. She, too, is a club member, as well as our dry goods man's wife, and both are filled with anti-Sears, Roebuck and Montgomery Ward talk. They seem unable to distinguish between those Chicago houses and this Buffalo house. One party was very angry with one grocer here because he purchased a horse blanket of Butler Bros. Just some of you fellow sufferers try my plan once. If you do not get your money's worth in fun alone I miss my guess. Let the other fellow talk and kick, but you wake up and do business as I have outlined and see things move. Of course, I show them, when the club members come in, what a poor lot of goods the Larkins' people put up, the soaps only weighing nine ounces scant.

Let us hear how some of you come out on my plan. F. W. Keasey.



The Produce Market.

Bananas—\$1 for small bunches, \$1.25 for large and \$2.25@2.50 for Jumbos. The good old bananas move right along at the same old prices. Some dealers complain that the fruit seems to ripen very slowly, but in general the quality of receipts is normal. Demand is heavy and so are receipts.

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 14c for packing stock. The market is about unchanged. The percentage of fine goods is decreasing every day, although there is still enough to supply the demand. Lower grades are cleaning up every day at relatively lower prices. The market, generally speaking, is in good shape. The make of butter is about normal, with nothing to indicate any immediate change.

Cabbage—Home grown is now in sole possession of the market, ranging from 40@50c per doz.

Carrots—15c per doz.

Celery—Home grown commands 20c per bunch.

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

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—35c per doz. for home grown hot house.

Eggs—Local dealers pay 16c case count delivered for all offerings which bear indications of being fresh. The market remains unchanged. A large percentage of the receipts still show the effect of the heat and have to be forced on the market at concessions. There are enough fancy eggs coming in to supply the demand, but as the season advances there is likely to be a shortage and prices may strengthen. There is a good general demand for eggs at the present time.

Green Onions—15c for Silver Skins.

Green Peas—Telephones and Marrowfats command \$1@1.25 per bu.

Honey—13@14c per lb. for white clover. Both comb and extract are in good demand.

Lemons—The market has dropped to \$4.75@5 for either Californias or Messinas.

Lettuce—60c per bu. box.

Musk Melons—Gems command 75c per basket. Alabama fetch \$2.25 per crate. California Rockyfords range from \$3.50@4.50 per crate of 45 to 54.

Onions—Texas Bermudas 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.

Parsley—30c per doz. bunches.

Peaches—Albertas from Texas command \$1.50 per 1/2 bu. basket or \$1.50 per 6 basket crate.

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

Pineapples—Floridas command \$3

for 42s and \$3.25 for 36s, 30s and 24s.

Potatoes—Louisville fetch \$2.75 per bbl. Home grown are mostly immature as yet.

Radishes—12c per doz.

Raspberries—Reds command \$1.90 per 16 qt. crate. Blackcap range from \$1.70@1.80.

Tomatoes—\$1.25 per 4 basket crate.

Turnips—15c per doz.

Water Melons—20@25c. The warm weather has brought a very heavy demand and the demand now exceeds the supply. There are some melons coming from Texas and Georgia, but the crops in those States seem to be somewhat late. The Florida crop was rather earlier than usual, but this is all gone.

Wax Beans—Home grown command 65c per bu.

The Grain Market.

The wheat market has been of a rather dragging nature during the past week, the general feeling seeming to be rather bearish. Prices for the week are practically unchanged. Harvesting is progressing finely, the weather is perfect and considerable of wheat has been cut in our own State. The spring wheat crop is making good progress and there are no signs of rust or insect damages as yet.

Compared with the previous week there has been a decrease in the visible supply as follows: Wheat, 709,000 bushels; corn, 412,000 bushels; oats, 285,000 bushels, and rye, 16,000 bushels.

Choice old wheat is quite scarce and commands a strong premium as yet over the new. The new is coming to market in fine condition and the premium for the old will gradually disappear.

Corn prices have been about steady for the past week. The movement has not been heavy as farmers are busy with harvest work. There is some talk of 60c corn, but dealers as a rule are not inclined to load up with much stock at present values. It is now quoting at from 56@57c in carlots for shipment.

Old oats are still strong and the movement has not been heavy, but sufficient to care for the needs of the trade. The present prices range from 41 1/2c for No. 3 white at Detroit. The futures are strong, new running at about 37@38c for August shipment.

L. Fred Peabody.

The Midweek Half Holiday.

Muskegon, July 17—Many grocers are signing the agreement that is being circulated providing that during July and August grocery stores close Thursday afternoons. Those in favor of the midweek half holiday movement are urging as a reason in its favor that employees in groceries work very long hours, from 6:30 and 7 a. m. to 7 o'clock p. m. every day in the week and until 10 o'clock Saturdays, an average of between eleven and twelve hours a day.

Louis Kolkema, formerly engaged in the grocery business at Muskegon for several years, has again opened a grocery store on Amity street. The Judson Grocer Co. furnished the stock.

The Grocery Market.

Sugar—Raw sugar, though not quite so strong as it has been, is still strong, though without advance for the week. Refined is also unchanged, though an advance is indicated in the near future. The margin between raw and refined sugar is too small at present to satisfy the refiners and, in consequence, they may be expected to very soon increase these quotations.

Tea—The feeling continues steady, about the same as last week, and demand continues in about the same volume. Prices on both old and new crop Japans are steady, also on India and Ceylon teas.

Coffee—Rio and Santos coffees are unchanged. Mild coffees are steady and unchanged. Mocha and Java are in moderate demand at unchanged prices.

Canned Goods—The canned corn situation, with reference to both spot and future goods, has assumed greater strength within the past few weeks than was supposed prior to that time to be possible, in view of the large supply that was then pressing for sale from all quarters. While there has been at no time in the interim what might be called an active demand for spot corn, the quiet, steady movement of stock into consumption has closely cleaned up the desirable goods that have been offered at low prices. Present indications all point to a short pack in Maine, and in New York state the prospects are not at all encouraging. There is still a good deal of the big pack of western corn left in the primary markets, but its low price is causing it to go rapidly into consumption. If not in a chaotic condition, the spot tomato market seems to be verging on that state. Jobbers under the circumstances are closely following the hand-to-mouth policy of buying, and although brokers report a steady movement of stock into jobbing channels, purchases rarely exceed lots of one or two hundred cases at a time. Futures are neglected. Peas are in light supply for prompt delivery, and the market is firm pending the results of New York's and Wisconsin's packs. Domestic sardines are scarce and the tendency of prices is upward. Salmon is quiet and unchanged. The principal fruit canning interests of California have not yet announced opening prices on the 1906 pack, but the list issued by one of the large packers, covering some ten brands in which they are directly interested, is regarded as probably indicating the figures upon which all of the prominent coast interests will base their quotations on this season's packing. Compared with last year's initial figures, this list shows some very decided changes, the most pronounced being found in the prices on apricots, peaches and cherries. The difference between this and last year's prices on apricots is shown in an advance of 35c on extras and 25c on extra standards, standards and seconds. Cherries this year show a decline of 50c on extras and of 15c on standards. Yellow free peaches in 2 1/2 lb. extras are quoted at the same price as last year, extra standards are

5c and standards and seconds 10c higher. Lemon cling peaches are 10c higher on extras and extra standards, while standards and seconds show an advance of 20c.

Dried Fruit—The apple crop promises to be large and the price of evaporated apples promises to be moderate. Apricots are quiet because of high prices. An average price of 15c f. o. b. for standards is asked by most packers. Raisins are fairly active on spot, but futures are quiet, despite the fact that prices seem to be safely low. Currants are unchanged. The market is easier on the other side, owing to better crop prospects, and may decline on this side also. Spot prunes are unchanged, scarce and in very little demand. Future prunes are weak. Sales have been made on a basis of 2 1/2c. The demand is moderate. Future peaches are still very dull, on account of excessive prices.

Syrups and Molasses—The market is seasonably quiet. As the season advances stocks are naturally growing lighter and the tone of the market is consequently somewhat firmer. Cane syrups are in fair request at steady prices.

Fish—Cod, hake and haddock are dull and unchanged. Other lines of fish are quiet and dull. The demand for mackerel has been quite fair during the week, though on new Irish fish the market has been soft, owing to too heavy receipts. Shore mackerel is very firm, as the prospects for the current catch are even worse than they have been, and a good part of the fishing fleet are threatening to withdraw for the season. New Irish mackerel are now coming forward, as stated, in rather larger quantities than the market will take. There is a fair demand only for sardines. Some of the large packers have notified the trade that an advance of 5 to 10 cents will be made in both oils and mustards within the next few days. The catch of new sardines is still poor. Advices from abroad state that the run of French sardines is also very poor. Prices will probably be named in August.

Holland Business Men Organize.

Holland, July 17—The retail merchants of Holland have formed a Business Men's Association and elected the following officers:

President—E. B. Standart.

Vice-President—B. Steketee.

Secretary—A. R. Brink.

Treasurer—John Du Mez.

A committee was appointed to draft a constitution and by-laws, the members being Jacob Lokker, W. E. Van Dyke, Mat Witvliet, George H. Huizenga and A. Pieters.

The chairman will set the time for the next meeting.

Heth Bros., plumbers and hardware dealers at 931 South Division street, have purchased the hardware stock of D. E. Lozier, at 683 Madison avenue, taking possession August 1. B. M. Heth will take the management of the new store, while W. B. Heth will remain in the South Division street store.

THE SIMPLE LIFE.

An Interesting Experience in Chicken Raising.

We had resolved that it was to be a practical sort of return to nature that we were to indulge in. None of your vague, poetical dreams of an improbable isle in some impossible sea, or of an unachievable lodge in the forest primeval for us. We had read of such things. Poets have sung of them—therefore they are things for common, sane people to be aware of.

We were practical minded, May and I. We knew the uselessness of dreaming about the things that have to be bolstered up by poetry to make them look probable and attractive. What we wanted was something real, something that was not a dream, but a thing that you could put your foot down on and say: "Here it is, right here!" Our chase of the simple life wasn't going to be a matter of diversion, a thing to last for a few summer weeks, or months, at the longest, and end, as all chimerical projects end, in dismal failure and a scurried return to the city. We were going back to nature for good, going back to live next to her breast for the rest of our natural lives; and consequently we must make the return in a good, substantial fashion calculated to last.

So, you see, we were fixed in our ideas of how the chase should be made—that is, considerably fixed. Of course, there were petty details to consider. There always are. We had not decided upon the exact style of our return, although I leaned considerably toward chickens and May dreamed of peach farms. But the idea that we were going to be practical and businesslike was fixed with us, and this was our means of forestalling the possibility of being disappointed through the shattering of too fond dreams.

It was in this spirit that we attacked the books and pamphlets bearing on the simple life and how to lead it that I secured from the bookseller, determined to pick out the best and sanest method for returning to nature with as little fuss and trouble and with as great expediency as possible.

"We'll just skim through some of these books and find the idea that we want," said I. "Then we'll hurry and pick out a piece of land where we can put the idea into immediate practice."

May looked across the pile of books dreamily. "Won't it be fine!" she said, softly.

"Won't what be fine?" I demanded.

"Putting the idea into practice," said she. I smiled upon her indulgently. "Just think," she said, "of going out to the little place that we are going to buy—driving out to it from the railroad station for the first time, every mile bringing us nearer and nearer to a realization of our fondest dreams, until at last we swing around a curve in the road or mount the top of a hill, and there before us lies our place, our home! Just think of it! I do hope it will be in the season when the peach trees are in

bloom, so that when we see it first there will be peach blossoms—"

I coughed loudly here. I thought it best to do so. It was not wise or just to allow May to run along in this fashion about peaches. Suppose we didn't get a peach farm. And suppose the frost had come along and killed the blossoms before we arrived!

I said: "But suppose there aren't any peach trees on the place?"

"Well, if there aren't, there should be," she said firmly. Then we resolutely began to attack the simple life literature before us.

I never had any idea how many writing men there are in this world until I began to assort the books which I had secured for our guidance in this matter. The census puts it that there are something less than 7,000 naturalized American citizens who make their living by following the trade of authorship. The census tells horrible untruths, unless the craze for printing books about the simple life reached its height. I know that for days after our first session with this class of literature when I was introduced to a stranger I would say in all good faith: "And what is the title of your book on the simple life?"

"Why, I haven't written any books on the Simple Life or anything else," he would say. "Guess you must have got the names mixed, old man." Then I would chase up the man who had made the introduction and ascertain just what was the matter with his friend since he had not written a book on the Simple Life.

There were books on every phase of the Simple Life that one might think of, and several which no ordinary imagination could hope to bring to mind. Simple Life furniture, garden implements, garden seeds, lamps, houses; Simple Living for Profit; Simple Living for the Fun of It; Simple Living in Many Climes; Simple Livers' Primer; First Book for Simple Livers, all come to our door when we sought a few simple guides on the subject.

After two sessions with them I had to call the thing off for a few days so that I might have some time and energy to devote to the affairs at the office.

Inadvertently I had let it be known at the office, also, that I intended going in for the Simple Life. That is all I had said—not a word as to how, when, where, or why we intended to go. But the day after I had let the first hint fall, here was Johnson on hand bright and early to take up the subject with me.

"Understand that you're going chicken farming," said he, seating himself as if he had all day to spend discussing the subject with me.

Confound Johnson, anyway! I hadn't said a word about chicken farming, not a whisper. I had simply mentioned the fact that we proposed to quit the noise and bustle of the city for the quiet and peacefulness of the country. I hadn't approached the subject of poultry. I hadn't even mentioned eggs. And here was Johnson dangling full grown chickens before my eyes!

Before I could reply to his first statement he continued: "Good boy! Glad to hear it. We're going to do the same thing just as soon as we get a little better fixed than we are just now. Mrs. Johnson and I were talking it over again last night for the twenty-second hundredth time. Nothing to it! The chicken farm for little Willie and his frau in a couple of years more. What's the use of living if you can not live while you live, is the way I look at it. And you certainly can not live if you're going to make a slave of yourself and tie yourself down to a desk, living, eating and breathing business. What good does it do a fellow, eh? What good does it do him? Not a bit. Get a little piece of land and a few hundred good chickens—Plymouth Rocks are the kind to get, Mac—and a man can live in a way that's really living. Wish I was going with you, old man."

After Johnson was gone Madison came strolling along. "Hello, Mac," he said cheerily. "I hear you're going to start raising chickens. Fine business! You just look me up three years from now and see what you find me at. Doing nothing but watching over the destinies of about 300 egg producers—brown Leghorns are the proper breed to have—and giving the wife, and the children, and myself a taste of real air and life. You bet you! I've had about enough of this grind to last me for the rest of my natural. Lucky dog, you, to be able to get away right now."

Kearny came next. He said: "Is this right what they tell me about you, Mac? Going chicken farming, eh? You're a fortunate cuss! But you needn't think you're the only wise boy in this office. I've been looking into this chicken farming proposition myself for the last two years. Yes, sir; been saving up ever since toward the first investment in just that kind of a property. Nothing big and splurgy, you know. Not anything to get rich on, but something to make a good, plain, ordinary living on. That's all I want when I get around to it. They can take their chances of getting rich in the city and keep 'em for all of me. I don't want 'em. Give me about 350 chickens—white Brahmas, of course—and a little piece of ground, and I'll be satisfied with life."

After Kearny had gone away I began to think. Here were three of the pillars of the establishment and myself going to run away and leave the business to its fate. What sort of a fate would this be? What would be the effect of such wholesale desertion?

I hunted up the Head and said to him: "Sir, for my part I care not, for I am going to cast behind me all the worries and troubles incident to a business career and betake myself and my better half to a cleaner, sweeter method of living. I am, as you may have heard, going farming. So I care not what happens in this city after I am gone. But for your sake, for the sake of you who have been fair in your dealings with me during my years of co-operation with you, you I would warn. Everybody

above the grade of stenographer in your place is planning to go chicken farming!"

"Chicken farming!" said he, slowly. "Chicken farming! I wish I wasn't tied down here with a million and one foolish business affairs—I'd show 'em a few things about chicken farming. There's been a whole lot said about chicken farming that's been either too enthusiastic or not enough so. But you take a good, careful man with sound judgment, give him, say, 400 good Wyandottes to begin with and he can make money at it. Yes, I wish that I, too, could go chicken farming."

I rushed back to my desk before he could say more. I went with my head down and my ears closed, afraid that somebody might say "chickens" within my hearing. Ten minutes afterward a man came in and said: "If you're going in for chickens you ought to look into the incubator proposition before doing a thing. I've been making a few deals with some incubator people in the last week and I'll send some of 'em around to see you."

They came around the next morning. First there was the Never Fail Incubator man. He said that his incubator was the only one in the market that could be depended upon to hatch every fertile egg that was put into it. He said that this fact was admitted by the manufacturers of other machines. Of course it would be useless for them (the other manufacturers) to pretend that this was not so when a simple trial would demonstrate to the most skeptical that it was a fact. Yes, he said, you put so many eggs into his machine, turned on the heat, and, well, if there was the material for chickens in those eggs his machine would develop it.

Next came the Self-Regulator man. His incubator really was a wonderful affair. The things that it did do and didn't do would have done credit to a half grown boy with a high school education. It almost was human in its management of itself. As I remember it, you didn't have to watch it, or, if you did have to watch it, it only was once in a while, or semi-once in awhile. He asked me if any other incubator salesman had been in to see me. I told him that there had, that the Never Fail man had been in that morning. I added, by the way, that I thought they put up a respectable sort of a machine, too. Its strong point was a desirable one; it did make chickens, if there were chickens in the eggs.

"So it does, so it does," said the Self-Regulator man. "But let me tell you something else that it does." Then he leaned solemnly toward me and told me a gruesome tale of the "Crime of an Incubator."

It seems that once upon a time a simpler trusting business man had decided to go chicken farming, and had been approached by the salesman for the Never Fail incubator. Being inexperienced in the matter of incubators he had succumbed to the attractive line of talk of the man and had placed an order for a large Never Fail incubator, lured on by its wonderful reputation of making chicks

from all the eggs that were put in it. He had taken the incubator out upon the pleasant little place where he figured on making a living raising chickens, had placed five hundred eggs in it, and had tended it carefully, as per the directions.

A space of one month elapsed. It was in the spring. Grass grew up and ripened and faded away. Flowers came to adorn the landscape, and withered, after the manner of flowers, and died a natural death. Crops sprang from the seed, men and women courted and married, and married people quarreled and were divorced. Still the man tended his incubator, still he kept his lamps burning, as per the instructions. Another month came and went, and it was long past the time when the chicks should appear, if appear they would.

The man grew impatient. He opened his incubator and examined the nearest egg. In it was a beautiful little chick toasted to a fine dark, rich brown. He examined other eggs. They were all alike. Five hundred poor, motherless, little chicks had been roasted to death before they were born. Five hundred embryonic hens cruelly had been deprived of the right to grow up and lay eggs, and scratch the neighbor's garden, and why?

Why, just because that was a way the Never Fail incubator had of treating helpless little eggs that were placed in its charge. It roasted them before they were hatched! It roasted chickens before they were!

I asked the Self-Regulator man for the name and address of the man who had this experience. I said I would write to him and sympathize with him in his tragedy. He said he didn't remember the man's name. I asked him if he knew where he lived? He did not. Could he find out for me? He was afraid he could not. I asked him how he knew that there ever was such a man. He spoke up promptly now, and said, yes, another salesman had told him about it.

I said: "You have been deceiving me. Here you have been telling me for the truth what is nothing more or less than a yarn concocted for selling of your incubators. You have worked upon my tender feelings with the harrowing tale of 500 dead chickens that never were born, with utter disregard for the truth, merely because you hoped thereby to sell me an incubator. Get hence! I will have none of you."

I put on my coat and went out depressed. It seemed to me that the whole world suddenly had been transformed into a bedlam of chicken-mad men. Besides, the thought of the roasted unborn 500 saddened me. I wandered through the crowd and heard nothing but chickens; I sniffed the air and smelt nothing but eggs.

So I turned hastily, ran down an alley, and slipped quietly in through the back door of a calm, cool and sequestered place of refreshment—a bar-room, in other words. Here were quiet and solitude of the kind that I craved. Here were respite and surcease from the subject of chickens and all pertaining to them. Neither the merits of various breeds, nor of

incubators might enter in here to disturb the comfort of the fortunate inmates of the place. This was the place for me.

"I am weary, and footsore, and athirst," said I, leaning over the mahogany. "I am harshly oppressed with the trials and tribulations of a frantic world. I have a gone feeling at the pit of my stomach, and my head buzzes as a thousand busy machines. I would have something for it."

"Yes, sir!" said the bartender, heartily. "I know the symptoms, and you've come to the right place. What you need is one of our justly celebrated egg punches."

I went home swiftly to my better half. "May," I said with iron decision, "we will not go chicken farming. I do not know as yet just what we will do, but this is one of the things we will not do. Our farm shall not be a chicken farm, that much is settled."

"You dear, good boy!" she said. "You're just as kind as you can be, respecting my wishes in everything, the way you do."

Lee MacQuoddy.

Will Manufacture Elastic Wire Fence.

Jackson, July 17—The Jackson Reinforced Concrete Sewer Pipe Co. has leased 9,000 additional feet of floor space, and will enlarge its plant and facilities. The company makes a concrete sewer pipe, reinforced with steel, and has a number of big contracts booked.

Ground has been broken for the new factory of the Clark Engine Co., associated with the Jackson Automobile Co. and manufacturer of the engines used in its machines. The new factory will be a big affair, and has been located in the western part of the city.

Hugh L. Smith, head of the Novelty Manufacturing Co. and Metal Stamping Co., and his brother, Datus Smith, of New York, are arranging the preliminaries for a manufactory of elastic barbed wire. Patents have been secured, machinery is being designed, and an important addition to the industries of the city is promised. H. L. Smith is a successful manufacturer. He has developed the oil stove and refrigerator business in this city. Claims for the new elastic barbed wire fence are that it is the first of its kind to be manufactured. While elastic wire without the barbing is in common use among the Western cattlemen, a barbed wire of this kind is something new.

Will Donate Land for Factory Purposes.

Lansing, July 17—Theodore E. Potter has offered to donate to the Lansing Business Men's Association two and one-half acres of ground east of the Michigan Central and south of the Grand Trunk railroads, providing the Association locates thereon a factory of any nature which will employ at least 100 men. The location is an ideal one for a manufacturing plant, but Mr. Potter wants it understood that he is not acting wholly as a philanthropist, as he has fifteen more acres in the same locality.

Meeting Increased Demand for Their Products.

Pontiac, July 17—The National Body Co., which removed here from Mt. Pleasant, is now getting in shape to do business. The plant is located in the vehicle factory formerly occupied by C. V. Taylor, and will soon be turning out vehicle and automobile bodies.

The Pontiac Spring & Wagon Co. has begun the erection of another large addition to its already big plant which is located on the Franklin road, at the junction of the Air Line and D. G. H. & M. railways. The addition is to be used as a big show room and warehouse.

The Welch Motor Car Co. has sufficiently caught up with its orders to do away with the night shift of machinists. The purchase of the building, which the company occupies, will doubtless mean an addition to their capacity in a short time. New machines are now being placed and the plant will be in shape to increase its output very materially in 1907.

All of the local vehicle factories have sufficient orders ahead to keep them busy much later in the season this year than usual.

The Standard Vehicle Co. is receiving bids for the various work required for the building of a four-story addition to its factory on Osmun street. The addition will be the same size as the present factory with the exception that it will be four instead of five stories. The business of the Standard company has grown to such

an extent that the addition is a necessity.

The Pontiac Body Co.'s plant is closed this week in order that part of the work of rebuilding the old wooden building, which for years was the main part of the plant, may be completed. The machinery has been taken out and a new floor on cement piers put in. The plant will be started next week in order to take care of business which has piled up and the cement walls completed while the plant is in operation.

May Save the Factory After All.

Owosso, July 17—Local directors of the Estey Manufacturing Co. do not speak positively, but they practically admit that when the company liquidates, a new company will be formed and the factory rebuilt. Unless this is done, the city of Owosso will lose not only the plant which was destroyed, but factory B, used as an auxiliary to factory A.

The Jackson Sleigh Co., of Jackson, which recently purchased the factory and business of the Owosso Carriage Co., is moving its stock to this city, in all amounting to seventy-five carloads. It has already doubled the force of men employed here, and in a year agrees to be employing seventy-five men.

Dr. Price Food Co. is now running a full force of men night and day and is doing the largest business in the history of the local plant.

A widow's sigh is ten times more effective than the crude summer girl's smirkish smile.

Is There Profit in Potato-Digging For You?



Are your farmers satisfied with "hook" or fork digging?

Don't they complain of scarred stock and profitless, wasteful work done by the heavy, complicated machine diggers?

Is it almost impossible to get men for the hard, heavy work?

You can show them the way out of their difficulties—sell them

Acme Hand Potato Diggers

that will dig their crops cleanly, quickly, at the minimum of expense, by hand.

Can't you sell, for \$1.00, a digger that will do all this?

One that will get every potato in every hill all day long—one that will save all the hard heavy, lifting, the long stooping over, the aching backs?

Get right up in front with this digger. The farmers want just such a good thing and you want the good profit on it.

Order a sample half-dozen today, now, and push them hard. Get the good profit that you need.

Potato Implement Co.,
Traverse City, Mich.



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 18, 1906

NEW MICROBE.

During the Ice Trust hearing, lately carried on in Kansas City, a far-reaching cause was discovered for the commercial epidemic which has everywhere prevailed in the world of trade for something like a semi-century. An ex-State Senator and President of an ice company in that city stated that he had started in the ice business six years ago with a capital of \$600; that he had cleared the following year \$45,000 and that he now owned an ice plant valued at \$400,000. After saying that the cost of manufacturing ice was about \$1.75 to \$1.85 a ton and that the down town trade ought to be paying \$7 a ton, he waxed hot because the business returns in ice were not realizing that profit and declared the failure to be due to "business timidity and moral timidity."

If the hearing should stop at this point without realizing the ideals which have shocked the ice-dealing fraternity of Toledo and other outraged cities, it is greatly to the credit of this Kansas town to have discovered the commercial microbe which has caused and is still causing the greatest upheaval in the field of profit which the business world has known.

One of the first results of this discovery will be the explanation of trade conditions according to this new theory, and the tendency will be to simplify and so make plain what has been extremely difficult to understand. It has been asserted with insistence that greed—the love of gain for gain's sake—and the unscrupulous practices resorted to in getting it is the foundation reason for the prevailing unrest. How untenable that position is a substitution of the old theory for the new will clearly show. Take, for instance, the industry undergoing a hearing at Kansas City. Until now a business—and it need not be confined to ice and the few short months of summer—with a capital of \$600 that yields its first year \$45,000 would be classed as extortionate greed, the more so because ice has become one of humanity's daily needs; but when it is remembered that such astonishing gains are due to "business timidity and moral timidity," the atmosphere is cleared of all perplexity at once and the won-

der is that a reason so simple should have been so long concealed.

The indifference to the popular welfare is the charge against the meat packers. There was no doubt about the condition of things in the packing houses. The public knew it, the companies knew it and the inspectors, both public and private, only confirmed a generally conceded fact, and with wrinkled brow the meat-eating world wondered what the underlying cause of the packers' contention was. It looked like greed. It had every appearance of the offensive Vanderbiltian indifference to popular opinion. It was nothing of the sort. It is now conceded without argument to be wholly due to "timidity," business and moral.

If it were not too much like beating over some repeatedly threshed straw it would be pertinent to remark that the same timidity satisfactorily explains the difficulty attending the question of rebates. The innate timidity which successful business claims as an attribute peculiarly its own is constantly appearing as a leading feature in every investigation worth reading about, and so far it seems that the greater the manifest timidity the greater the reluctance in acknowledging the enormous returns. It is the oft-conceded national characteristic, with Chicago as the home city, a feature which accounts largely for the numberless invasions complained of by the nations of the earth, and one which commends itself to every enterprise not entered into philanthropically.

The new theory the more readily supersedes the old because its field is larger and so includes more. Until now nothing like "moral timidity" has been acknowledged in business; but this only can explain the psychic phenomenon which finds its best development in the management of the coal mine and the oil well, industries which surpass the Ice Trust only in the matter of time—this coming and going, the other two going on forever. At the first blush thoughtlessness bluntly asks where the moral comes in, while only a little reflection concludes that if \$600 in six years of three months each becomes \$400,000 under the wholesome restraint of "moral timidity," the consumer ought to be supremely thankful that such morality exists, for without it the conditions would be dire indeed.

The interested consumer can figure out at his leisure what the profits of the mine and the well are from the Ice Trust returns from the moral-timidity point of view. He will find nothing difficult to understand. The newly discovered microbe explains everything and he will reach the Ice Trust President's conclusions—with this difference, that he will rejoice of the existence of that business timidity and that moral timidity which the President deploras.

POSSIBILITY WORTH WHILE.

Half a million dollars, intelligently disbursed, will pay for a well built, elaborately finished and imposing public building.

Forty thousand square feet constitutes an area sufficient to provide floor space for a building which will be

adequate for the needs of the United States Government in Grand Rapids during the next half century.

The site of the present Government building in this city is large enough to receive a structure of the above area and yield, besides, over 40 feet addition to the width of each of the present four-rod streets surrounding the site.

Thus we would have a public building with an open space 106 feet wide on all sides. And this is sufficient when is taken into consideration the elevation of the property in its relation to surrounding territory.

As the present site is "Under the Hill," with all fronts faced by private properties, whatever of artistic architectural effect is developed must come through study of the proposed structure as an isolated entity; unless, as there might be and should be; there is a public spirited and harmonious movement on the part of the adjacent property owners in particular and the citizens in general to guarantee to the Government architects the carrying out of a larger and better architectural composition.

And this latter result may be very properly undertaken by the Board of Trade. Indeed, it is, it would seem, exactly in line with what they should undertake. Architectural technicalities are safest in the hands of the man who (through the influence, very largely, of the American Institute of Architects), is the supervising architect; the practical working needs as to the postal, the revenue, the customs, judicial, pension, weather and army services are best in the hands of those who are, respectively, in those departments. But neither the National Government, the State, county or city governments can handle the splendid co-ordinate plan having the property already owned by the General Government as its keynote so properly or so well as might the people at large, who have the Board of Trade as their rallying and well organized center.

That is the thing for the Board of Trade to undertake in any instance, whether it is decided to utilize the present site or whether the improvement is listed for any other site. The Board of Trade stands for civic harmony, improvement, loyalty and patriotism; and what more of these qualities can be demonstrated than by the taking up of such a problem, seemingly impossible, and carrying it to a full realization!

IN IT FOR KEEPS.

We are a long way from the Atlantic coast, but not so far that we can not see and commend the efforts of the New Englanders toward renewing the life and development of the Cape Cod and Buzzard's Bay Canal scheme. Neither are we so narrow and so blind that we can not say a good word for those other coastwise canal routes that are to cut off the dangers off Cape Hatteras by providing safe waterways inland, southward to Charleston, Savannah and Jacksonville. And because of this we can see no reason why, when the River and Harbor Bill comes up in Congress, the New Englanders and

the Carolinians should not receive with just appreciation the claims made for Michigan rivers.

And yet there is a reason and it is cruel to mention it. It is pure and simple ignorance.

Those chivalric gentlemen of the South and those learned statesmen from the East have no conception whatever of the present commerce of the Great Lakes or of the importance of improving the scores of feeder waterways leading to those lakes. An inlet or lake or a river down their way means anything from four or five miles in length up to one or two hundred miles long, and so they cannot begin to realize a fifteen hundred mile waterway over which, each season, passes the largest aggregate of vessel traffic in the world. Their cod fishing smacks, their steam yachts and oyster boats, their lumber and produce hookers and their ocean-going (six or eight each week) coastwise steamers constitute, with them, the last word as to American shipping.

They do not know that daily passenger steamers by the dozens and each one from 300 to 400 feet over all pass over the Great Lakes; that our freighters, of 500 and even 600 feet keel, maintain a continuous procession both ways between Cleveland, Buffalo, Detroit, Duluth, Marquette, Chicago and Milwaukee. And they do not know that from one to forty miles back from these lakes are growing cities demanding the deepening and improvement of rivers that are worth while, leading to freight creating centers that will never grow smaller and will not stand still. They do not know, but they may as well appreciate these facts because the Great Lakes and their tributary waterways are in the struggle for keeps and have ample facts and conditions to warrant such determination and ambition.

The Tradesman feels no hesitation in commending the communication from Mr. Keasey, of Centerville, relative to meeting the competition of mail order houses, published elsewhere in this week's paper. No feature of the mercantile business has developed more nonsense and foolishness than the attempt to combat this abuse. Men who have never stood behind the counter and penny-a-liners whose knowledge of the mercantile business would fill a volume larger than the Koran have been prolific in suggestions which are about as practical as it would be to attempt to mix moonshine with iron castings. The mail order question is a problem, but it is not so deep that it can not be met and mastered by practical men, of which Mr. Keasey is a type. Agitation, discussion and essays by amateur merchants and immature writers as long as the moral law will never accomplish anything, but practical methods, presented by practical men in an entirely practical manner, will do the business.

You can not get at a man's heart by getting under his skin.

Only a mercerized religion needs to wear a label.

MEAT INSPECTION.

The Full Official Text of the New Law.

That for the purpose of preventing the use in inter-state or foreign commerce, as hereinafter provided, of meat and food products which are unsound, unhealthful, unwholesome, or otherwise unfit for human food, the Secretary of Agriculture, at his discretion, may cause to be made, by inspectors appointed for that purpose, an examination and inspection of all cattle, sheep, swine and goats before they shall be allowed to enter into any slaughtering, packing, meat-canning, rendering, or similar establishment, in which they are to be slaughtered and the meat and meat food products thereof are to be used in inter-state or foreign commerce; and all cattle, swine, sheep and goats found on such inspection to show symptoms of disease shall be set apart and slaughtered separately from all other cattle, sheep, swine or goats, and when so slaughtered the carcasses of said cattle, sheep, swine or goats shall be subject to a careful examination and inspection, all as provided by the rules and regulations to be prescribed by the Secretary of Agriculture as herein provided for.

That for the purpose hereinbefore set forth the Secretary of Agriculture shall cause to be made by inspectors appointed for that purpose, as herein-after provided, a post-mortem examination and inspection of the carcasses and parts thereof of all cattle, sheep, swine and goats to be prepared for human consumption at any slaughtering, meat-canning, salting, packing, rendering, or similar establishment in any state, territory, or the District of Columbia for transportation or sale as articles of inter-state or foreign commerce; and the carcasses and parts thereof of all such animals found to be sound, healthful, wholesome and fit for human food shall be marked, stamped, tagged or labeled as "Inspected and passed;" and said inspectors shall label, mark, stamp or tag as "Inspected and condemned" all carcasses and parts thereof of animals found to be unsound, unhealthful, unwholesome or otherwise unfit for human food; and all carcasses and parts thereof thus inspected and condemned shall be destroyed for food purposes by the said establishment in the presence of an inspector, and the Secretary of Agriculture may remove inspectors from any such establishment which fails to so destroy any such condemned carcass or part thereof, and said inspectors after said first inspection shall, when they deem it necessary, reinspect said carcasses or parts thereof to determine whether since the first inspection the same have become unsound, unhealthful, unwholesome, or in any way unfit for human food, and if any carcass or any part thereof shall, upon examination and inspection subsequent to the first examination and inspection, be found to be unsound, unhealthful, unwholesome, or otherwise unfit for human food, it shall be destroyed for food purposes by the said establishment in the presence of an inspector, and the Secretary of Agriculture may remove inspectors from any establish-

ment which fails to so destroy any such condemned carcass or part thereof.

The foregoing provisions shall apply to all carcasses or parts of carcasses of cattle, sheep, swine or goats, or the meat or meat products thereof which may be brought into any slaughtering, meat-canning, salting, packing, rendering, or similar establishment, and such examination and inspection shall be had before the said carcasses or parts thereof shall be allowed to enter into any department wherein the same are to be treated and prepared for meat food products; and the foregoing provisions shall also apply to all such products which, after having been issued from any slaughtering, meat-canning, salting, packing, rendering, or similar establishment, shall be returned to the same or to any similar establishment where such inspection is maintained.

That for the purposes hereinbefore set forth the Secretary of Agriculture shall cause to be made by inspectors appointed for that purpose an examination and inspection of all meat food products prepared for inter-state or foreign commerce in any slaughtering, meat-canning, salting, packing, rendering, or similar establishments, and for the purposes of an examination and inspection said inspectors shall have access at all times, by day or night, whether the establishment be operated or not, to every part of said establishment; and said inspectors shall mark, stamp, tag, or label as "Inspected and passed" all such products found to be sound, healthful and wholesome, and which contain no dyes, chemicals, preservatives or ingredients which render such meat or meat food products unsound, unhealthful, unwholesome, or unfit for human food; and said inspectors shall label, mark, stamp or tag as "Inspected and condemned" all such products found unsound, unhealthful and unwholesome, or which contain dyes, chemicals, preservatives, or ingredients which render such meat or meat food products unsound, unhealthful, unwholesome, or unfit for human food; and all such condemned meat food products shall be destroyed for food purposes, as hereinbefore provided, and the Secretary of Agriculture may remove inspectors from any establishment which fails to so destroy such condemned meat food products: Provided, That, subject to the rules and regulations of the Secretary of Agriculture, the provisions hereof in regard to preservatives shall not apply to meat food products for export to any foreign country and which are prepared or packed according to the specifications or directions of the foreign purchaser, when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is to be exported; but if said articles shall be in fact sold or offered for sale for domestic use or consumption then this proviso shall not exempt said article from the operation of all the other provisions of this act.

That when any meat or meat food product prepared for inter-state or foreign commerce which has been in-

spected as hereinbefore provided and marked "Inspected and passed" shall be placed or packed in any can, pot, tin, canvas, or other receptacle or covering in any establishment where inspection under the provisions of this act is maintained, the person, firm, or corporation preparing said product shall cause a label to be attached to said can, pot, tin, canvas, or other receptacle or covering, under the supervision of an inspector, which label shall state that the contents thereof have been "Inspected and passed" under the provisions of this act; and no inspection and examination of meat or meat food products deposited or inclosed in cans, tins, pots, canvas, or other receptacle or covering in any establishment where inspection under the provisions of this act is maintained shall be deemed to be complete until such meat or meat food products have been sealed or inclosed in said can, tin, pot, canvas, or other receptacle or covering under the supervision of an inspector, and no such meat or meat food products shall be sold or offered for sale by any person, firm, or corporation in inter-state or foreign commerce under any false or deceptive name; but established trade name or names which are usual to such products and which are not false and deceptive and which shall be approved by the Secretary of Agriculture are permitted.

The Secretary of Agriculture shall cause to be made, by experts in sanitation or by other competent inspectors, such inspection of all slaughtering, meat-canning, salting, packing, rendering, or similar establishments in which cattle, sheep, swine and goats are slaughtered and the meat and meat food products thereof are prepared for inter-state or foreign commerce, as may be necessary to inform himself concerning the sanitary conditions of the same; and to prescribe the rules and regulations of sanitation under which such establishments shall be maintained; and where the sanitary conditions of any such establishment are such that the meat or meat food products are rendered unclean, unsound, unhealthful, unwholesome, or otherwise unfit for human food, he shall refuse to allow said meat or meat food products to be labeled, marked, stamped, or tagged as "Inspected and passed."

That the Secretary of Agriculture shall cause an examination and in-

spection of all cattle, sheep, swine and goats, and the food products thereof, slaughtered and prepared in the establishments hereinbefore described for the purposes of inter-state or foreign commerce, to be made during the night-time as well as during the day-time when the slaughtering of said cattle, sheep, swine and goats, or the preparation of said food products is conducted during the night-time.

That on and after October 1, 1906, no person, firm, or corporation shall transport or offer for transportation, and no carrier of inter-state or foreign commerce shall transport or receive for transportation from one state or territory or the District of Columbia to any other state or territory or the District of Columbia, or to any place under the jurisdiction of the United States, or to any foreign country, any carcasses or parts thereof, meat, or meat food products thereof which have not been inspected, examined, and marked as "inspected and passed," in accordance with the terms of this act and with the rules and regulations prescribed by the Secretary of Agriculture: Provided, That all meat and meat food products on hand on October 1, 1906, at establishments where inspection has not been maintained, or which have been inspected under existing law, shall be examined and labeled under such rules and regulations as the Secretary of Agriculture shall prescribe, and then shall be allowed to be sold in inter-state or foreign commerce.

That no person, firm, or corporation, or officer, agent, or employee thereof, shall forge, counterfeit, simulate, or falsely represent, or shall without proper authority use, fail to use, or detach, or shall, knowingly or wrongfully alter, deface, or destroy, or fail to deface or destroy, any of the marks, stamps, tags, labels, or other identification devices provided for in this act, or in and as directed by the rules and regulations prescribed hereunder by the Secretary of Agriculture, or any carcasses, parts of carcasses, or the food product, or containers thereof, subject to the provisions of this act, or any certificate in relation thereto, authorized or required by this act or by the said rules and regulations of the Secretary of Agriculture.

That the Secretary of Agriculture shall cause to be made a careful inspection of all cattle, sheep, swine and

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goats intended and offered for export to foreign countries at such times and places, and in such manner as he may deem proper, to ascertain whether such cattle, sheep, swine and goats are free from disease.

And for this purpose he may appoint inspectors who shall be authorized to give an official certificate clearly stating the condition in which such cattle, sheep, swine and goats are found.

And no clearance shall be given to any vessel having on board cattle, sheep, swine or goats for export to a foreign country until the owner or shipper of such cattle, sheep, swine or goats has a certificate from the inspector herein authorized to be appointed, stating that the said cattle, sheep, swine or goats are sound and healthy, or unless the Secretary of Agriculture shall have waived the requirement of such certificate for export to the particular country to which such cattle, sheep, swine or goats are to be exported.

That the Secretary of Agriculture shall also cause to be made a careful inspection of the carcasses and parts thereof of all cattle, sheep, swine and goats, the meat of which, fresh, salted, canned, corned, packed, cured, or otherwise prepared, is intended and offered for export to any foreign country, at such times and places and in such manner as he may deem proper.

And for this purpose he may appoint inspectors who shall be authorized to give an official certificate stating the condition in which said cattle, sheep, swine or goats, and the meat thereof, are found.

And no clearance shall be given to any vessel having on board any fresh, salted, canned, corned, or packed beef, mutton, pork or goat meat, being the meat of animals killed after the passage of this act, or except as hereinbefore provided for export to and sale in a foreign country from any port in the United States, until the owner or shipper thereof shall obtain from an inspector appointed under the provisions of this act a certificate that the said cattle, sheep, swine and goats were sound and healthy at the time of inspection, and that their meat is sound and wholesome, unless the Secretary of Agriculture shall have waived the requirements of such certificate for the country to which said cattle, sheep, swine and goats or meats are to be exported.

That the inspectors provided for herein shall be authorized to give official certificates of the sound and wholesome condition of the cattle, sheep, swine and goats, their carcasses and products as herein described, and one copy of every certificate granted under the provisions of this act shall be filed in the Department of Agriculture, another copy shall be delivered to the owner or shipper, and when the cattle, sheep, swine and goats or their carcasses and products are sent abroad, a third copy shall be delivered to the chief officer of the vessel on which the shipment shall be made.

That no person, firm or corporation engaged in the inter-state commerce of meat or meat food products shall transport or offer for transport,

sell or offer to sell any such meat or meat food products in any state or territory or in the District of Columbia or any place under the jurisdiction of the United States, other than in the state or territory or in the District of Columbia or any place under the jurisdiction of the United States in which the slaughtering, packing, canning, rendering, or other similar establishment owned, leased, operated, by said firm, person or corporation is located unless and until said person, firm or corporation shall have complied with all of the provisions of this act.

That any person, firm or corporation, or any officer or agent of any such person, firm or corporation, who shall violate any of the provisions of this act shall be deemed guilty of a misdemeanor and shall be punished on conviction thereof by a fine of not exceeding \$10,000 or imprisonment for a period not more than two years, or by both such fine and imprisonment, in the discretion of the court.

That the Secretary of Agriculture shall appoint from time to time inspectors to make examination and inspection of all cattle, sheep, swine and goats, the inspection of which is hereby provided for, and of all carcasses and parts thereof, and of all meats and meat food products thereof, and of the sanitary conditions of all establishments in which such meat and meat food products hereinbefore described are prepared; and said inspectors shall refuse to stamp, mark, tag or label any carcass or any part thereof, or meat food product therefrom, prepared in any establishment hereinbefore mentioned, until the same shall have actually been inspected and found to be sound, healthful, wholesome and fit for human food, and to contain no dyes, chemicals, preservatives or ingredients which render such meat food product unsound, unhealthful, unwholesome or unfit for human food; and to have been prepared under proper sanitary conditions, hereinbefore provided for; and shall perform such other duties as are provided by this act and by the rules and regulations to be prescribed by said Secretary of Agriculture shall, from time to time, make such rules and regulations as are necessary for the efficient execution of the provisions of this act, and all inspections and examinations made under this act shall be such and made in such manner as described in the rules and regulations prescribed by said Secretary of Agriculture not inconsistent with the provisions of this act.

That any person, firm or corporation, or any agent or employe of any person, firm or corporation who shall give, pay or offer, directly or indirectly, to any inspector, deputy inspector, chief inspector, or any other officer or employe of the United States authorized to perform any of the duties prescribed by this act or by the rules and regulations of the Secretary of Agriculture any money or other thing of value, with intent to influence said inspector, deputy inspector, chief inspector, or other officer or employe of the United States in the discharge of any duty herein provided for, shall be deemed guilty

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

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Messina Lemons
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Golden Niagara Canned Goods of

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Butter
Eggs
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3 N. Ionia St.

of a felony, and, upon conviction thereof, shall be punished by a fine of not less than \$5,000 nor more than \$10,000 and by imprisonment not less than one year nor more than three years; and any inspector, deputy inspector, chief inspector, or other officer or employee of the United States authorized to perform any of the duties prescribed by this act who shall accept any money, gift or other thing of value from any person, firm, or corporation, or officers, agents, or employees thereof, given with intent to influence his official actions, or who shall receive or accept from any person, firm or corporation engaged in inter-state or foreign commerce any gift, money, or other thing of value given with any purpose or intent whatsoever, shall be deemed guilty of a felony, and shall, upon conviction thereof, be summarily discharged from office, and shall be punished by a fine of not less than \$1,000 nor more than \$10,000 and by imprisonment not less than one year nor more than three years.

That the provisions of this act requiring inspection to be made by the Secretary of Agriculture shall not apply to animals slaughtered by any farmer on the farm and sold and transported as inter-state or foreign commerce, nor to retail butchers and retail dealers in meat and meat food products, supplying their customers: Provided, That if any person shall sell or offer for sale or transportation for inter-state or foreign commerce any meat or meat food products which are diseased, unsound, unhealthful, unwholesome, or otherwise unfit for human food, knowing that such meat food products are intended for human consumption, he shall be guilty of a misdemeanor, and on conviction thereof shall be punished by a fine not exceeding \$1,000 or by imprisonment for a period of not exceeding one year, or by both such fine and imprisonment: Provided also, that the Secretary of Agriculture is authorized to maintain the inspection in this act provided for at any slaughtering, meat canning, salting, packing, rendering, or similar establishment, notwithstanding this exception, and that the persons operating the same may be retail butchers and retail dealers or farmers; and where the Secretary of Agriculture shall establish such inspection then the provisions of this act shall apply notwithstanding this exception.

That there is permanently appropriated out of any money in the Treasury not otherwise appropriated, the sum of \$3,000,000, for the expenses of the inspection of cattle, sheep, swine and goats and the meat and meat food products thereof which enter into inter-state or foreign commerce and for all expenses necessary to carry into effect the provisions of

this act relating to meat inspection, including rent and the employment of labor in Washington and elsewhere, for each year. And the Secretary of Agriculture shall, in his annual estimates made to Congress, submit a statement in detail, showing the number of persons employed in such inspections and the salary or per diem paid to each, together with contingent expenses.

Best Method of Preparing Pigs' Feet.

The feet are first scalded, after which the hoofs are removed and the feet are shaved and cleaned. After this process they should be put into a plain salt pickle, 90 degrees strong by salometer test, and to this pickle should be added six ounces of saltpetre to each 100 pounds of feet. The feet should be left in this curing pickle for from six to eight days, or until they show a bright red appearance when cooked. If this red appearance does not extend clear through the feet after being cooked, it shows that they are not fully cured. They should not be left in the pickle longer than necessary to fully cure them, for when they are too heavily salted before cooking it has the effect of making them break up in the cooking water. After the feet are properly cured in the salt pickle they should be cooked in a wooden vat, which is provided with a false bottom about six inches above the bottom, so that the direct heat of the steam pipes does not come in contact with the feet. The water should be brought to a temperature of 200 degrees to 206 degrees Fahrenheit, and held at this temperature until the feet are sufficiently cooked. The water should never be brought to the boiling point as the feet will be badly broken, which greatly injures their appearance.

After the feet are sufficiently cooked and thoroughly chilled in cold water they should be put into a white wine vinegar pickle 45 degrees strong. Where feet are to be held for some months before using it is advisable to put them into barrels or tierces after filling the tierces with vinegar of 45 degrees strength. The packages should be stored in a temperature 45 to 50 degrees Fahrenheit.—Butchers' Advocate.

Process for Making Neutral Lard.

Take the leaf lard and hang it in a cold place; allow it to hang for twenty-four hours, so that all the animal heat is taken out. In hanging great care must be taken not to allow the leaf to overlap, as it will prevent the animal heat from leaving it. The pieces must be hung up smooth and not allowed to touch one another. The leaf, after being thoroughly cooled, so that no more animal heat remains in it, is taken and hashed and melted

at a low temperature, not over 150 degrees Fahrenheit. Then it is treated in about the same manner as when making oleomargarine. It is then allowed to settle, and is run into another jacket tank. It now being freed from all fibres and tissues it is heated to 200 degrees Fahrenheit. From this jacket it is run into small tanks of strong brine holding about 500 pounds. It is allowed to remain in this water for twelve hours. The next day the plug is pulled out and the water let off; then fresh water is added and the stock well stirred and washed. It is generally allowed to remain in fresh water over night, always keeping the water cold. Wet neutral is drained and packed and sold with a certain amount "off" for placing the wet neutral in a jacket and heating very slowly, not over 110 degrees Fahrenheit. Then it is allowed the water. Dry neutral is made by settling, the water is drained off and the stock drawn into tierces over shipment, when it is as cold as possible; never do so when it is hot or warm; always be sure that it is cold.—Butchers' Advocate.

Preserved Codfish in Idaho.

The attention of Food Commissioner Hitt, of Idaho, has been called to codfish by recent reports of prosecutions in Pennsylvania for the use of boracic acid and the result is the condemnation of sixty cases of codfish in that state under the commissioner's interpretation of the Idaho law. Mr. Hitt is reported to have expressed an opinion that the goods containing this preservative will have to be condemned throughout the state.

The food law of Idaho does not expressly prohibit the use of borax or boracic acid in codfish, and if the food commissioner has condemned sixty cases of codfish it is simply another case of a food commissioner taking the law into his own hands and usurping the province of the courts by interpreting the law himself.

The State Food Law gives the State board of dairy, food and oil commissioners authority to establish standards of strength and purity for food products, but we doubt that these standards would be binding in law on anyone.

Fresh Water Fish Exported to Europe.

A fish dealer in Winnipeg, recently sold four carloads of large pickerel, or yellow pike, caught in Lake Manitoba and Lake Winnipeg, for distribution on the European markets. One of the largest fish dealers in Germany came especially to Canada from Hamburg to make the purchase. He said that pickerel caught in the lakes of Western Canada would ere long be a toothsome delicacy throughout Europe. The fish were shipped to New York, and thence by refrigerator to Hamburg. The purchaser also said that he intends pushing the sale of Canadian fish on the European markets.

She who cheapens herself should not complain when she discovers how few people care for bargains.

We want competent
Apple and Potato Buyers
to correspond with us
H. ELMER MOSELEY & CO.
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(Bottomless)
For Potatoes, Apples, Spinach, Green Peas, Etc.
Saves tearing bags.
"Cuts out" guessing at quantities in sacks.
Geo. Goulding, Danville, Ill., says:
"Of all the store fixtures I ever bought nothing ever repaid me like bottomless measures."
Peck, ½ peck, ¼ peck, ⅓ peck, \$2.25.
Order of your home jobber or
W. C. HOCKING & CO., 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.

W. C. Rea

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REA & WITZIG

PRODUCE COMMISSION

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.

REFERENCES

Marine National Bank, Commercial Agents, Express Companies; Trade Papers and Hundreds of Shippers

Established 1873

Established 1883

WYKES-SCHROEDER CO. FEEDS GRAND RAPIDS, MICH.

Write for Prices and Samples

Fine Feed	Corn Meal	Cracked Corn	STREET CAR FEED	Mill Feeds	Oil Meal	Sugar Beet Feed
MOLASSES FEED		GLUTEN MEAL	COTTON SEED MEAL		KILN DRIED MALT	
LOCAL SHIPMENTS		STRAIGHT CARS	MIXED CARS			

MARRIED LIFE.

Ways By Which It Can Be Made Happy.

A happy marriage does not depend upon good health and good habits alone. Unless on both sides there are well grounded respect and love, uniting the twain in oneness of sympathy and purpose, the marital union will lack the completeness and blessedness of which it is capable. Sorrows and trials are sure to be experienced. Infirmities of temper, common to all, will manifest themselves in an unpleasant manner. Illness, disappointments, poverty, with annoyances and irritations from unlooked for sources, enter into the lives of married people, even when they are guarded against most carefully. All the resources of love and sympathy will be needed to bear them—patience, forbearance, faith in each other, good nature, politeness, and kindness. Married people should from the start cultivate that habit of looking at the brightest side of things, which Dr. Johnson has pronounced "worth a thousand pounds a year."

It is not possible to overstate the value of cheerfulness in a home. One can hide the sun from his vision by holding a dime persistently between it and his eyes. We can so magnify the little ills of life by morbid contemplation of them as to obscure our pleasant surroundings from ourselves and to breed moroseness and gloom in the family circle. The most cheerful people usually are not those who are the least burdened with care, suffering, want, and work. Nor do those deserve the reputation of cheerful people who are gay and hilarious when all goes well with them and their tastes and wishes are gratified, but who drop into bad temper and "fits of the blues" the moment they are thwarted. Cheerfulness is a habit to be cultivated, a moral quality to be acquired, which drapes one's personality everywhere with sunshine as with a garment. It will glorify the humblest home, even when it lacks the decorations that money can buy, and will soothe and invigorate the most rasped and weary toilers in the struggle for existence.

Who shall be the head of the household? Shall it not be the husband? Yes, he shall be if he will. The true wife desires nothing more than that her husband shall be king in his own right, and by his own act, for then she shall be queen. But when, instead of wearing the royal purple of an incomparable manhood, he clothes himself in the rags of a dissolute life, she, too, fails of the throne, and the scepter drops from her hands. This question never obtrudes itself upon a well mated pair. In happy marriages the husband and wife alternately are subject and ruler, neither dreaming that such an arrangement exists. As they live in congenial partnership, sharing the responsibilities of their new life, each learns by experience where the other is stronger or weaker, and defers or directs accordingly. The husband will appeal to his wife for advice or suggestion in matters where he has learned that her judgment is superior to his; and she will

carry some puzzling question to him for settlement, with the confession, "It is beyond me," and he must attend to it. This will come without any debate or discussion as to the leadership of the family.

Timothy Dwight, ex-president of Yale university, was wont to say that a man must ask his wife if he may be rich. All know the truth behind this sententious statement. "If heaven allotted to each man seven guardian angels," said Lord Lytton, "five of them ought to be hovering night and day over his pockets, for the management of one's money is in much the management of one's self." Not infrequently the five angels of the pocket seem to reside in the wife, whose wise economy fills the house with comfort, sends sons and daughters to college, clears the mortgage from the homestead, and all from the moderate income of the husband. When there is a lack of this homely virtue in the wife and when, from ignorance or recklessness, she rushes into extravagance which the income does not warrant, there is hindrance for the children, embarrassment for the husband, and poverty for the household.

In other countries the wife is generally the partner of the husband, is interested in his business or profession, knows what income it yields, rejoices in his successes, and helps him bear his failures. But, as a rule, the one thing of which an American wife is ignorant is her husband's business. The husband chooses to have it so. "Women know nothing about business," "I do not want to bother her with my affairs," "If she will run the house, I will find the money," these and like statements are the reasons he gives for his preference. So he buries himself in his office or counting room, and plunges into commercialism, ignoring all other pursuits.

The wife, left to herself, becomes the patron of local philanthropies, joins clubs, and pursues courses of reading and study, opens her house to lectures and musicals, and cultivates society. Her husband sees her less frequently as he becomes engrossed more and more in money making, and his children grow from babyhood to maturity without his guidance, and almost without his acquaintance. So, day by day, the two drift farther apart, each with diverse plans and interests, until at length, while ostensibly husband and wife, they are divorced as hopelessly, in sentiment and affection, as if all the courts of christendom had decreed a separation.

It is pleasant to turn from this picture of married life, originals of which may be found in all our cities, to another, which has just been unveiled to the reading public. "I married you in order to love you in God, and according to the need of my heart, and in order to have in the midst of the strange world a place for my heart which all the world's bleak winds can not chill, and where I may find the warmth of the home fire, to which I eagerly betake myself when it is stormy and cold without." This is a quotation from the "Love Letters of Prince Bismarck" to Jo-

hanna von Puttkamer, his bride and mother of his children. They were written from the time of his engagement in 1846 to 1849, and scores of similar passages might be taken from them. Although he was a stern, cold man, feared and disliked more than he was loved, his marriage was almost ideal. His wife was neither intellectual nor brilliant, but she loved her husband devotedly, and he found in her "a place for his heart."

Before all forms of government, all types of civilization, all social institutions, and all advance in education, the relations of the husband and the wife make the everlasting foundation on which the social structure of the whole world rests. Just so fast and just so far as these relations become what they ought to be, just so fast and just so far will society be uplifted—but no faster and no farther. It is the family and the home that lays the foundation of country, and these depend on the relations of husband and wife.

The greatness of a nation is not made by its extensive territorial domain, nor by its vast wealth, nor yet by its impregnable fortifications, its battleships, and its trained soldiery. It may possess all these insignia of greatness and yet be weak, and, like Rome, fall a prey to barbarian hordes. The greatness of a nation is made by its true men and women, who have been well born in good homes, where they have been carefully fashioned into a lofty type of manhood and womanhood. This is the large intent of marriage, which is not alone the cradle of the human race but the crown as well, and should be the symbol of a marriage that shall be immortal. Mary A. Livermore.

Process to Force Sulphur Into Vegetable Fibres.

A new process for the preservation of wood has been discovered in Spain, which promises to revolutionize the systems which have been hitherto employed. The ability of wood to withstand atmospheric pressure is so limited, compared with its mechanical resistance, that a study of new systems aiming at its preservation, is of great interest industrially. All the wood preservative methods now employed are defective, in so far as they make use of solutions the evaporative nature of which makes their action upon the wood effectual only for a limited time. The new method, which has been patented in Germany, utilizes a fixed body, which becomes solid upon being instilled into the pores of the wood. This substance is sulphur, the physical qualities of which offer great advantages as a wood preserver. It is fusible at about 115 degrees, a temperature which the wood can support without suffering any perceptible change. The sulphur is applied in liquid form, and, in hardening, completely fills all the interstices of the fibrous tissue.

Though sulphur oxidates easily, if subjected to a high temperature, it remains unchanged in a medium temperature, resisting, not only the influence of water, but also that of acids and alkaline solutions if cold. The reason for the failure to realize the

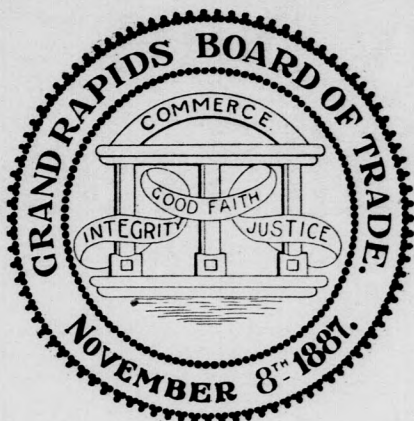
utility of sulphur in this direction heretofore was because of its small mechanical resistance, pure sulphur being very brittle and pulverous. But, as wood possesses the mechanical resistance of which sulphur is devoid, the compound of these two bodies may, under the proper conditions easily acquire valuable industrial properties, like vulcanized caoutchouc, which wood impregnated with sulphur resembles very closely.

To protect wood by means of sulphur, the sulphur is fused in a proper receptacle, steam being used to avoid an excess of heat, which would deteriorate the sulphur. Into this liquid, at a temperature of about 140 degrees, are steeped the boards which are to receive the treatment, care being taken to immerse them completely. The foam which gathers at first, generated by the separation of the air from the wood, disappears when the wood fully assimilates the temperature of the bath, which is then lowered to 110 degrees. At this point the sulphur becomes hard, and, while the air contracts, the sulphur penetrates into the fibrous tissues, propelled by atmospheric pressure. The boards are then slowly withdrawn from the bath, allowing a thin and even coat of sulphur to form and cover the wood. The coat of sulphur has a vitreous appearance and forms a very tenacious crust, excluding all tendencies to chip or break.

The degree to which the wood is impregnated varies according to the nature of the wood, the temperature and the duration of the bath. It may be gauged by the increase in the weight of the boards, from 30 to 35 per cent. where the process is conducted in an open receptacle, and to 100 per cent. if in a vacuum pan. Theoretically, it may be said that a complete fulness of the pores of the wood would increase its weight by 200 per cent. From numerous experiments which have been made with the new process, it was demonstrated that poplar was the best wood for the sulphur treatment. Oak and pine do not take the treatment so favorably, because their dry distillation begins at 140 degrees. Besides, the resin from them blackens the sulphur, and interferes with the work of the process. The process described has, up to this time, been applied only to thin boards, but in view of the satisfactory results obtained, the hope is expressed that it will soon become popular with dealers in lumber.

A New Radium Danger.

The explosion of a glass tube in which a number of milligrams of radium bromid had been sealed up for eleven months is described in a German paper. The tension producing the explosion was estimated at twenty atmospheres, possibly accumulated during that time by the liberation of helium in the tube. As physicians are using radium as a therapeutic agent it is well for them to be advised of this danger, the more so since other instances are said to be on record, and since its high cost will tend to its long keeping.



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.

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

ART GLASS
Doring Art Glass Studio.

BAKERS
Hill Bakery
National Biscuit Co.

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Edwards-Hine Co.

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Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS

Grand Rapids Brewing Co.

CARPET SWEEPERS

Bissel Carpet Sweeper Co.

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A. E. Brooks & Co.
Putnam Factory, Nat'l Candy Co.

CLOTHING AND KNIT GOODS
Clapp Clothing Co.

COMMISSION—FRUITS, BUTTER, EGGS, ETC.

C. D. Crittenden
E. E. Hewitt
Yuille-Zemurray Co.

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A. Himes
A. B. Knowlson
S. A. Morman & Co.
Wykes-Schroeder Co.

CIGAR MANUFACTURERS

G. J. Johnson Cigar Co.
Geo. H. Seymour & Co.

CROCKERY, HOUSE FURNISHINGS

Leonard Crockery Co.

DRUGS AND DRUG SUPPLIES

Hazeltine & Perkins Drug Co.

DRY GOODS

Grand Rapids Dry Goods Co.
P. Steketee & Sons

ELECTRIC SUPPLIES

M. B. Wheeler Co.

FLAVORING EXTRACTS AND PERFUMES

Jennings Manufacturing Co.

GRAIN, FLOUR AND FEED

Valley City Milling Co.
Voigt Milling Co.
Wykes-Schroeder Co.

GROCERS

Judson Grocer Co.
Lemon & Wheeler Co.
Musselman Grocer Co.
Worden Grocer Co.
The Dettenthaler Market.

HARDWARE

Foster, Stevens & Co.
Clark-Rutka-Weaver Co.
HOT WATER—STEAM AND BATH HEATERS.
Rapid Heater Co.

LIQUORS, WINES AND MINERAL WATERS.

The Dettenthaler Market.

MATRESSES AND SPRINGS

H. B. Feather Co.

MEATS AND PROVISIONS.

The Dettenthaler Market.

MUSIC AND MUSICAL INSTRUMENTS

Julius A. J. Friedrich

OILS

Standard Oil Co.

PAINTS, OILS AND GLASS

Goble Bros.
V. C. Glass & Paint Co.
Walter French Glass Co.
Harvey & Seymour Co.
Heystek & Canfield Co.
Pittsburg Plate Glass Co.

PIPE, PUMPS, HEATING AND MILL SUPPLIES

Grand Rapids Supply Co.

SADDLERY HARDWARE

Brown & Sehler Co.
Sherwood Hall Co., Ltd.

PLUMBING AND HEATING SUPPLIES

Ferguson Supply Co. Ltd.

READY ROOFING AND ROOFING MATERIAL

H. M. Reynolds Roofing Co.

SAFES

Tradesman Company

SEEDS AND POULTRY SUPPLIES

A. J. Brown Seed Co.

SHOES, RUBBERS AND FINDINGS

Herold-Bertsch Shoe Co.
Hirth, Krause & Co.
Geo. H. Reeder & Co.
Rindge, Kalmbach, Logie & Co. Ltd.

SHOW CASES AND STORE FIXTURES

Grand Rapids Fixture Co.

STOVES AND RANGES

Wormnest Stove & Range Co.

TINNERS' AND ROOFERS' SUPPLIES

Wm. Brummeler & Sons

W. C. Hopson & Co.

WHOLESALE TOBACCO AND CIGARS

The Woodhouse Co.

UNDERTAKERS' SUPPLIES

Durfee Embalming Fluid Co.
Powers & Walker Casket Co.

WAGON MAKERS

Harrison Wagon Co.

WALL FINISH

Alabastine Co.

Anti-Kalsomine Co.

WALL PAPER

Harvey & Seymour Co.

Heystek & Canfield Co.

WHOLESALE FRUITS

Vinkemulder & Company

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



Weekly Market Review of the Principal Staples.

Carpets—Salesmen on the road are meeting with only a moderate degree of success. Orders are being taken, but the yardage is not so large as manufacturers would like to see. The mills are not idle, each having enough small orders booked to keep them running, but the conditions are very unsatisfactory, as the uncertainty checks the free operation of the spinner and the manufacturer in the raw material market. It is expected that, on their second round, salesmen will take orders for a larger yardage, but by that time raw materials may have advanced to such a point that it will be necessary for the manufacturer to advance the price of carpets. Many manufacturers think that the moderate advance at the late opening was a mistake, as the scarcity of raw materials and their consequent high prices should have been taken into consideration, and the advance should have been sufficient to have brought the price of carpets up to a parity with the cost of raw material. As it is, there is a strong probability that the prices of raw materials will go higher before the season ends.

Ginghams—For fall were very quickly moved at prices that were based on a strong yarn market, and a price for cotton approaching 12 cents. The buyers evidently considered the prices as fair and equitable, as they came into the market and bought very readily. The values established at the opening still hold, as nothing has occurred since then to break them. This condition holds equally true on fine dress ginghams and on the medium to cheaper grades. Most of the lines for fall are now sold up, and those that are not are moving very readily. As regards the ginghams for 1907, the general statement is made that orders are now being booked very promptly. Both the staple and fine dress ginghams are now ordered to a very good amount for next spring. The export orders have been very meagre, but this causes no uneasiness, as it is believed that domestic consumption will be heavy enough to take care of the production.

Art Squares and Rugs—The demand for art squares is moderate, but it is not equally distributed. Manufacturers who are getting out goods that are satisfactory in design and quality are getting the greater part of the business, while those who have sought for trade by producing low-priced fabrics are not doing as much as they expected. Manufacturers of Smyrna rugs are doing a fair volume of business. The smaller sized rugs are in good demand in the eastern part of the country, while the larger rugs sell better in the West and Northwest. Made-up rugs in carpet sizes have been in good demand. Retailers have done an excellent business in these goods and as a result

they will stock up liberally with them for the fall trade.

Underwear—There has been a fair amount of business during the past week. Buying in men's balbriggans continued, mostly by the western element, who are in every way large factors in the present day market and this, too, in spite of the fact, that there has been in this particular instance an advance of 10 cents per dozen all around. Fortunate, indeed, are those houses that had the courage of their convictions and withstood the temptations of the early opening days of this market; they are now in a position to reap the reward of their own farsightedness. It is always just as well not to be too hasty in the matter of selling up the output, for the chances are that there will be some choice pickings in the aftermath that will help materially in raising the average of the season's net profit. Such a condition is to be found at present and buyers who were unable to get in earlier are paying the prices and doing the best they can to get desired deliveries.

Gray Goods—The domestic consumption, it is believed, will be great enough to take care of the products of the mills. Many mills will soon be running out of their export contracts and will be competitors in the domestic market. In contradistinction to the export situation, the domestic market has during the same period shown much more activity. The exceptional export business that was laid under contract last year to a certain extent limited the domestic supply, but this condition was of course correspondingly eliminated as the export business became quieter from time to time until it reached a point where it was practically featureless. During the latter part of the week standard four yard 3.25 and 3.508 goods have been in good demand for nearby delivery. In the medium lines of gray goods the full market values are now being received, as spots in this class of goods are becoming very scarce.

Hosiery—While the same holiday influences controlled the hosiery market that controlled the underwear and rendered the day or two preceding the Fourth somewhat quiet in a measure, the days immediately succeeding were productive of not a little business. In many instances buyers bought freely of all grades of goods and stimulated the interest in the market generally. A renewal of activity was looked for toward the latter end of the week and not vainly. It came mostly in the lower grades of domestic fashioned goods, as in the recent past, and developed fairly well. The position that the full fashioned grades are in gives the lower grades their opportunity for attention. Most of them are taking advantage of it, although the bright spots in 84-needle goods are very rare. The trouble with this line of goods is that there is too wide a variety in the line of prices. A house willing to sell for a small percentage of loss can secure business, but not otherwise.

It is better to right wrongs than to revenge them.

Buy Now For Fall Trade

Prompt delivery and best dating
We are especially strong this season on

Gloves Mittens Hosiery and Underwear

Our complete lines of these goods are now being shown by our traveling salesmen. If they do not call upon you, however, write us for trial order. You'll find our prices and terms the most satisfactory.

The Wm. Barie Dry Goods Co.
Wholesale Dry Goods Saginaw, Michigan



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.

PROBLEM OF ROAD.

It Consists in Making and Retaining Customers.

"It isn't every concern that knows how to handle its trade after it gets it," said Watkins, the Chicago salesman. "One of my friends once told me of trouble he once had in getting six extra shirts for one of his solid customers. 'When the salesman for my furnishing goods house came around,' said he, 'I merely told him to make half a dozen size 18 shirts with sleeves 36 inches long. I told him that I was not particular about the pattern, but what I wanted was something to fit. He sent the order in to the house. The stock man in charge of that department wrote back to me that they did not have the exact pattern I had picked out, and that, as they made it a rule never to make special orders unless they filled them exactly, they had left that item out of the shipment.

"I immediately wrote back for them to select other patterns and make them up instead. Back came another letter asking me what sort of material I wanted. By this time I was mad as fire, and I merely wrote on the bottom of his letter, 'Let your office boy select cloth.'

"And—so help me!—they wrote back again, saying they hardly felt like making up this size from cloth which their office boy would select, because if the material didn't suit the half dozen shirts would be dead property on their hands. What blockheads some people are, anyway! This thing was getting to be a sort of a joke with me, so I wired in for them please to send over to my clothing house and have the man from whom I bought my cloth select the patterns for the shirts. Meantime my customer was coming in every day—I stood him off from time to time—wanting to know if his shirts had come.

"Well, sir, I received a long letter stating that the clothing salesman I had asked them to have select the material was out of town—what should they do? Then I wrote in and told them that they should either make me some sort of shirts or else send out a troop of militia to guard me from my angry customer; that he had been waiting for those shirts for six weeks; to please make me six shirts that were 18 inches around the neck and that had sleeves 36 inches long; that they could make them out of chinchilla, mackintosh material, silk, linen, calico or lawn; that I didn't give a — what sort of stuff they used so long as they made them to fit. I never did get that special order from that house. I had to place it elsewhere before I could get it filled."

"A man must stand behind the goods he makes, too," spoke up the hat manufacturer, "and once in awhile make good for his over-zealous salesman, or keep quiet an unreasonable customer. One of my salesmen had the habit of guaranteeing goods sold in this way: He would say to the customer—and I couldn't stop him—'If any hats I sell you do not give your customers satisfaction, or if one of your customers

makes a kick on any hat you buy from me, whether that complaint is justifiable or not, give him a new one and charge it up to my firm.'

"One day when a man made a remittance he made a deduction of \$6 from the bill, saying that three of his customers had worn the hats they had got from us for eleven months, and that, according to instructions from our salesman, he had charged up that amount. Now, this customer was a straightforward, honest man—I could tell that from the letters he wrote—and what else could I do but credit him with the \$6?"

"That was good sense," remarked Watkins. "A customer that is not worth \$6 to a wholesale house is not worth anything. The trouble with a great many houses is that they see the orders rolling in to them through Uncle Sam's mails just as easily as the one cent advertisements that they chuck into the waste baskets unopened. They forget how their salesmen on the road must hustle to sell these goods, however good they may be. I once sold a customer of mine a lot of furnishing goods. I asked him when he wanted them shipped. He said Sept. 1. He was away up in Central Idaho, and it would have taken three weeks to get his goods to him by freight. A letter came into my house the 1st of September saying that he had not received any invoice for his goods, and asked whether they had been shipped. The old gentleman in the office—this boy's father, here," continued Watkins, pointing to Joannis Cariolanus—"called me into the office and asked me where this place was, and wanted to know if there was any express office there. I said: 'Yes, but surely you are not going to express goods away out there, are you?'

"Why not?" said he. "I gather that this man wants his goods in his house and not in ours by Sept. 1. It is true he didn't make this clear when he gave you the order, but at the same time I think I'll just send these goods out by express prepaid, and let him pay us back the amount the freight charges would have been." "Why," said I, "if you do that you'll lose money on this bill." "That may be true," said he, with a tone of assurance, "but I will make it up on his future business."

"That old gentleman is the king of them all when it comes to taking care of a customer. I tell you, one of the best ways to build business is to take care of the business you have built."

"I learned that a long time ago when I was a salesman," remarked a large manufacturer of first class clothing, who had joined the party of business men as they walked through the office. "One of the best accounts I have to-day came to me because one of my strongest competitors a few years ago did not treat one of its customers exactly as he felt he should be treated.

"You know this selling a line of goods to a second man in a town when you already have one customer there is waving a red flag in a bull's face. He perhaps has pumped his lungs out talking up a certain line

and if some one else gets hold of it then he froths at the mouth.

"Well, sir, this customer that I speak of ran a first class clothing store down in Missouri. Each season's business for this other firm amounted to about \$7,000—and that is not a bad account, gentlemen. The house, which was prospering so much that it began to get pretty chesty anyway, thought: 'Well, we are so good we ought to have another customer in that town.' They shipped a small bill of goods which another one of their salesmen sold in that point. And let me say right here that is one thing I shall never do. If I have a man on a territory he shall command that territory absolutely. If he is a good man that is the only way he can get anything out of it—if he's a poor man, I'll fire him.

"The bill was only for 100 suits, but Customer No. 1 got on to it and quit them cold. I want to tell you this, gentlemen, that we manufacturers and wholesalers don't appreciate enough, I fear, our customers out in the country. I know from my early experience on the road that a traveling man blessed with all the good qualities with which the Lord can endow him, and backed up with the best line of goods that we manufacturers can make, still must work hard and long to build for us a business; and when he puts a customer on our books it is then up to us to do our part as well as he has done his. We should not believe that it is our privilege to bump the storekeeper's head, but instead of that we should make our customer an ally, not an enemy. In that way we can do a great deal toward successfully distributing our merchandise and building a business."

"Yes, you are right about that," remarked the St. Louis merchant.

"But, say, it's growing late, gentlemen, and I must make my way to my hotel. I believe I can now get through the office; the wolves of commerce have gone to their holes."

With this the party disbanded. Joannis Cariolanus walking thoughtfully down the street.

Charles N. Crewdson.

When William J. Bryan ran for President in 1896 he was assessed at \$5,000. Now, according to the assessors of Lincoln, Neb., his property is worth \$73,225, in addition to \$78,000 in Government bonds that are exempt from taxation. Mr. Bryan, while not to be classed with the plutocrats, is clearly a "comfortable" citizen.

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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.

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Reasonable Prices.

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Observations of a Gotham Egg Man.

In a letter addressed to the Egg Man in which an egg merchant sends a subscription, I find this paragraph: "I can't understand how you figure that there are less eggs in storage June 30 this year than there were at the same time last year, with an increase in receipts according to your paper of 346,310 cases. I am very much interested in this matter and would be pleased to have you enlighten me on the subject."

In answering this enquiry it is first necessary to say that the reports of storage accumulations at the principal markets are not "figured" in the sense of being calculated from the receipts. They are based upon actual reports from storage houses as obtained through various sources. The report for Boston is an official report made weekly in that city; the report for New York is made by actual reports from the various store houses; those for Philadelphia and Chicago are obtained from well posted operators in those cities who obtain statements from the managers of the warehouses as far as possible. Nevertheless it remains to reconcile the decrease of holdings indicated for June 30 with a large aggregate increase in the reports of receipts at these markets during the period from March 1 to June 30.

It is evident that the result indicated may be caused (1) by a greater consumption this year than last, (2) by a greater volume of stock reported in Chicago's receipts coming forward to New York, Boston or Philadelphia this year than last, or (3) by the reports of receipts being more completely made. These points have all been considered in this column in former issues.

In regard to the apparent heavy increase in receipts it has been considered probable by some that a larger quantity of the eggs arriving this year at seaboard markets were originally billed to Chicago and then forwarded—appearing both in Chicago's report of receipts and in the report for the Eastern market where they finally landed; and it is possible that in reporting the receipts some of the trade organizations may be getting fuller reports than formerly.

In regard to the relative extent of consumption in the two years it is to be remembered that last year there was a scarcity of eggs during the first ten days of March in all the markets; prices had previously been on a famine basis and the great scarcity of stock was not relieved until the week beginning March 12. But this year prices had been comparatively low under full supplies during February, and consumption was well on toward the spring basis by the opening of March. During the first couple of weeks of the period beginning March 1, therefore, the consumption of eggs was very much greater this year than it was last

year and the difference would amount to many thousands of cases.

Now the statistics show that the aggregate increase of receipts this year as compared with last, during the four months from March 1 to June 30, was about 346,000 cases and the decrease of storage stocks in the same markets on June 30 was, as reported, 316,000 cases. This makes 662,000 cases that must be accounted for in the four months by differences in the completeness of receipt reports, unusual duplication of reports, or increased consumption, or partly by all of these factors. Probably differences in reports of receipts could not be charged with more than a small part of this large quantity and fully 600,000 cases would have to be charged to excess consumption in order to substantiate the reports of storage holdings. But the excess consumption during the first two weeks of March this year—as above explained—might easily account for 100,000 cases in the four markets together and this would leave 500,000 cases for increased consumption during the period of fifteen weeks from March 15, when prices were nearly on a parity.

It is only fair to say that the report of the associated warehouses for June 30 indicates a decrease of only 10½ per cent. in the storage holdings at the houses reporting compared with last year, while the reports for the four leading markets last week showed a decrease of nearly 17 per cent. But the total quantity reported by the associated warehouses is of considerably smaller volume.

The year has been notable for a more serious effort on the part of associations of egg collectors to buy stock at packing points according to grade. It is only by making a proper discrimination in the prices paid to country merchants, and finally to the farmers, that any improvement can be expected. Items like the following from a Kansas paper show that the leaven of improvement in present methods is working.

"All country merchants handling eggs have recently received circulars calling their attention to the fact that Kansas eggs, which by right ought to stand at the head and be graded as No. 1, are now frequently graded as second or even third class. The trouble with the Kansas eggs is that they are not marketed soon enough and there is nothing that deteriorates as fast as an egg. Eggs should never be kept in a damp place and should be marketed as soon as possible. If all the farmers who raise eggs for market would keep their eggs fresh and bring to market while fresh—at least twice a week—merchants could pay a higher price for them, but as long as present conditions exist Kansas eggs will continue second class in price, and not always in much demand. The time will come when merchants will be compelled to candle all eggs and buy by weight instead of count, and that will be a good thing for all concerned."

But the difficulty is by no means peculiar to Kansas, being common in practically all states.—N. Y. Produce Review.

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

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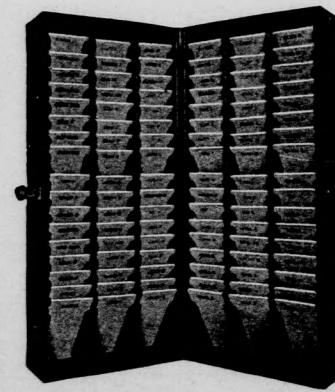
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A. H. Morrill & Co.

105 Ottawa-St., Grand Rapids, Mich.

Both Phones 87.



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

Man Worker at Home Keeps Wife Busy.

When the clubs and the women that are on educational committees get down to the fact that the girls need manual training just as much as the boys, instead of spending all the extra time in the cooking class, they will go a long step toward making the domestic woman at least more independent and putting her where the men won't patronize her.

The reason is that if woman is to get an economic, or even an honorary, value in domestic work, she must count in the time she puts in helping the man about the house do things. It's right here that she does more work without pay than she even does in church work. Moreover, if she could sit down and work at her own things all the time she spends playing admiring audience to her husband and getting his tools, she easily could do all her own sewing herself.

Sometimes she puts a new mantle on the light. At our house the burners always are kept up on the top shelf of the china closet on the right hand side. "He" knows where they are just as well as I do. Yet every time he puts one on it's the same old story.

"Well, get me the burner."

"You know where it is. It's up on the top shelf, where it was last time."

"There isn't any burner here."

"Yes, there is—in the left hand closet on the right hand side."

"No, there isn't."

"It's in the same place, only that old pickle caster is set up in front of it."

"Well, if you want that burner put up to-day you'll have to come and find it."

I put down my work, with the scissors and everything else rolling off on the floor, and put my hand right on the missing mantle.

I know there isn't any use sitting down again. Sure enough, in about two minutes there's a call from the top of the stepladder.

"Get me that piece of asbestos that is on the dining room table. Get me a match so I can burn this out." Then, "O, say, just hand me that screw, will you? It's right down there."

If it only was. But hunting for screws on all fours gets to be second nature to the wife of the handy man about the house. At least it is for me. I "train" every time I want a little brass fastening put up to change the curtain rods.

It's not only to hunt screws, but it's the running exercise in getting the things.

"I wish you'd put up that rod for this little valance—put it there just above the other one."

"All right"—with a beatific smile—"bring me the screwdriver." I get the screwdriver, which is in the tool drawer out in the kitchen. The curtain is being put up in the window at the front of the flat. When I get back there is a critical inspection going on of the fixture and the screw.

"Say, didn't you know better than to let anybody give you a screw like that to go into those fasteners? Too big? Well, I should say so. I'll tell

you what you do, get that little paper of screws in my brown coat pocket.

"Get me the gimlet."

"Get me the hammer."

"No, not that one, the little one."

These are also at the back of the house. Then I go and get the little screwdriver which belongs to the sewing machine.

"Hang it, there goes another screw on the floor!" The air is getting blue, and, fearing the curtain won't get up I go down again on all fours. Finally the fixture is up and there is nothing to do but to carry the things back, sweep up the sawdust, hang the curtain and take out the stepladder.

But the worst, when you play cad-dy for skilled labor, is the way you never get any credit. I never shall forget the time when we made grills for the windows. They were big spider webs made of blue and mahogany cord fitted in the upper sashes of a French window in the dining room which backed up to a brick wall. We saw it in a magazine and he undertook the job.

It really was a triumph of art. First there were the frames to accurately measure and have made. Then they had to be stained and there were little screws to set three-quarters of an inch apart all the way around the inside. Then there was a big curtain ring to fasten in the middle. When he found the center and tied it in—in midair, as it were—anything feminine could only look on in admiration. I held the frames steady all the time the screws were put in and kept busy in between times getting the blue stuff hemmed and ready to go up back of the window.

But it was when the cords were laced through that it got to be serious. There were seventy yards in each piece. For fear of showing the piecing and getting it looser in some

places he insisted on having it "spliced" only a couple of times. He started with the end, sitting down in the parlor clear at the front window, and began pulling it through, lacing a few rings at a time, drawing up, and then lacing a few more. All this time I had to keep undoing the bolt and reeling out as it was wanted.

To keep it from getting tangled it had to be trailed along clear through to the kitchen and once out there, put around a chair, skein fashion. The flat is sixty feet from front to back and every time he pulled it through a new hook it took a trip to get it in to him the way he wanted it.

Of course the skilled part was to lace the cord and adjust the fullness—at which you could sit down. The only time I could do the same was when it was time to sew the ends together when it was pieced. This showed what it was to have at least a little technical knowledge—as well as afterwards when everybody said, "How awfully smart your husband was to make those grills."

There have been lamps designed for every possible position from jutting out over the piano to balancing on newel posts. But there never has been a lamp yet that was made to hold. Even if you can hold it in one hand so that you can take a paper in the other you can not look away from it without its becoming wobbly. But when you have to spend weary hours at it, all the time thinking of the hat you want to trim, it is worse.

Besides this you have to jolly them along—or at least I had to—and tell them how lovely the screens looked. They want you for company, too, as I found when I tried to fix the lamp on a low tabourette near by. "O, that won't do. Come on and hold it down here where we can see."

Lillian Grace Thomas.

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at once. It will sell and satisfy.

HAND SAPOLIO is a special toilet soap—superior to any other in countless ways—delicate enough for the baby's skin, and capable of removing any stain.

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

THE UNCHANGING EAST.

The Holy Land a Thousand Years Behindtime.

I never yet met a visitor to the Holy Land who was not struck by the fact that Palestine is over a thousand years behind the times, notwithstanding the queer little railroad from Jaffa to Jerusalem, which enables prosaic porters to yell out incongruously "Jerusalem, Jerusalem—all out!"

This sort of thing is a little disturbing to the pilgrim—especially the woman pilgrim, who on the journey up from the port has been trying to compose her thoughts to becoming solemnity. It would be so much more interesting if one could ride up from Jaffa on a caravan of swaying camels, but that can not now be done. There is at any rate a bit of progress in the Holy Land—a crowd of insistent hackmen who tout for custom in front of the railroad station building in the Holy City!

Truth to tell, many a cultured visitor to the Holy Land is exceedingly glad to turn his back on Jerusalem. At the Church of the Holy Sepulchre they are amazed and disgusted to see hundreds of dirty Armenian, Greek and Russian peasants sleeping and eating in this fane of hoary antiquity, which the flower of Christian chivalry strove to wrest from Islam more than a thousand years ago; and, more wonderful still, Moslem troops were ordered by the Turkish Mutesarrif of Jerusalem to keep order among the excited Christian sects, lest they shed one another's blood in the square on Easter morn!

The dirt and confusion, the beggars, the "holy places" shown with unblushing effrontery in three places at once, the uproar and extortion—these things cause the traveler to call for horse and pack mule and "mukhari," or caravan man, and go rattling out of the Damascus Gate toward the great silent heart of Palestine, where time's frantic rush is unknown and men live precisely as they did in the time of Moses.

All other nations advance. Palestine is fast losing the few industries she picked up since the Crusades. The Levantines on the coast will tell one great times are coming; that the perilous landing through the rocks in small boats at Jaffa is to be done away with; that the solitary little railroad from that port to Jerusalem is to be extended; that the outrageous and baffling rates of exchange—the government has one, commerce has another, and the Christian post-offices a third—will be made uniform, and so on.

Uproar, confusion, extortion, deception! Truly it is good to get outside the gates and in sight of a Bedouin encampment of sombre camel hair tents—the black "Tents of Kedar" of Solomon's Song; to be entertained by a shepherd sheikh-patriarch, and hear by night the old, old songs of love and war; to watch the vast flocks and herds, and see with one's own eyes the daily life of the Pentateuch which the Mosaic scribe has made so familiar to us all.

The Arab population consists of the Hadari, or settled tribes, and the

Bedawi, or nomad shepherds, who live under the patriarchal government of Abraham. The nomads regard the settled tribes as their prey, and levy blackmail accordingly. Between the two races there is no comparison in point of physical and moral character. The Hadari Arabs are poor, spiritless creatures—lazy, dishonest in petty ways, yet professing great faith in the "kilhem frenjeyeh" or "word of a Frank." Yet in fact they are suspicious of his every movement, and the traveler will have difficulty in persuading a Hadari sheikh to change a paltry Turkish mejedi.

These settled Arabs have their little mosques and medresehs or schools, in which a squatting turbanned fiteh teaches small boys to recite unending Suras of the Koran. The Hadari are found in Palestine proper, the Hauran, the Bekaa and North Syria.

The Bedouins, on the other hand, are found in numerous shifting tribal camps to the south of the Dead Sea. The Bedawi refuse to cultivate the soil, but the Hadari do practice a weird sort of agriculture, scratching the stony ground with a forked branch dragged by a grumbling camel, and sowing seed which is expected to produce (and commonly does) a most generous crop.

But it is in the free nomad Bedouin Arabs that one finds true children of Nature—stalwart, brave and hospitable, without fixed dwellings, living in patriarchal tribes, ruled by a chief shepherd, or man of age, and of wealth estimated in sheep and oxen, goats and camels, horses, mules, dogs and women.

The chief occupation of the men is fighting and robbery. They may tan a little necessary leather with bark of the pomegranate tree, but beyond such minor industries the women do all the work, while the men go off fighting or robbing. They spend their lives in the open air, these children of the desert. Their "club" is a quiet, shady corner, where nargilehs may be smoked and a quiet game of "tric-trac" indulged in—a kind of chess known to these nomads from time immemorial. They will sit playing thus the whole day long, uttering no sound save an occasional "Ya waled," "O boy" (for more coffee), or "Ghayyin en nefes!" "Bring another pipe!"

The women weave the coarse black felt for the tents out of camel hair. The material is thick and waterproof, and is stretched on poles, one side being left open to a height of five or six feet. Each tent is divided into two compartments—one for men and the other for women.

In the women's half is the fireplace, where all cooking is done with brushwood and dried camel litter as fuel. Round about the camp roam the herds of camels and cattle, sheep and goats, dogs, mules, fine horses and the superb white asses for which the Bedouins of the Syrian Desert are especially famous. A common sight in the desert ways is a big Arab mounted on a tiny donkey, which sight irresistibly reminds one of the unfortunate man in the parable of the Good Samaritan, who was traveling between Jericho and Jerusalem



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

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Merchants, Attention!

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

Would you like to reduce your stock quickly?

Would you like a Special Sale of any kind?

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

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24 fine glass display jars holding 120 pounds of high-class candies. One of the best propositions ever put out by a candy manufacturer.

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

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To say to you that you do not have to go into foreign countries, or even into adjoining states to buy high-grade confections. We are making them in our factory every day.

Straub Bros. & Amiotte
Traverse City, Mich.

in just this way, when he "fell among thieves"—as he may do to-day.

The hospitality of these nomads is wonderful. They will kill a goat, a sheep, a camel even, for a guest, whether Moslem or Frank, and a "sit down" banquet (without tables or chairs) is given with unlimited coffee and pious ejaculations of "Bismillah!" As they eat they hear the women pounding coffee berries in wooden mortars, or grinding corn between two stones, the strokes rhythmical and musical, accompanied, it may be, by a low crooned love song.

Although the women are Moslems, they are never veiled. Their menfolk depend on them for material as well as moral support in the tent, the pasture and in plunder and war. They can throw a spear with any warrior.

The life is one of utter freedom from care. Their dress, for example, is simplicity itself—a blue cotton robe for the women, a burnous for the men, with perhaps a sheepskin cloak for the cold altitudes of the mountains. The house may be here to-day and packed on a camel's back to-morrow, to seek "pastures new" in the most literal sense. Furniture is of the simplest—a few earthenware pots and pans, some stones for grinding corn, a few knives and sleeping quilts.

The entertainments are peculiar and as old as the hills. There may be performing bears from Mount Lebanon, with musicians, jugglers and story tellers, or there may be an Arab theatrical entertainment. There is in this only one character. One old man acts all the parts with wonderful ventriloquial skill. He is alone, behind a screen. An old woman is apparently asking questions of a boy, who answers in a shrill treble, or one hears the deep bass of an old man, answered by a girl's voice begging for pardon. The old man chastises her. There are shrieks and prayers; the mother comes on the scene; all yell at once. And all the time the whole effect is produced entirely by the solitary actor "behind the scenes," who illustrates his play with big figures rudely cut out of bark.

These people know nothing of the world outside. A railroad they never saw. They lead the life led by Abraham, Isaac and Jacob. Even admitting that their religion and their quaint and frequent ablutions in the desert sand date from after the Christian era, we are still strictly accurate in saying they are "a thousand years behind the times!"

W. G. Fitzgerald.

Nothing New Under Sun.

According to an examiner in the patent office at Washington discovery, like history, repeats itself and this official is disposed to believe that we are not so much ahead of the ancients as it pleases us to think. Many of our discoveries, continues the examiner, are but rediscoveries, improved upon, no doubt, but not altered in nature.

For instance, the ancients knew of the lightning conductor, or, at all events, the method of attracting the lightning. Celtic soldiers in a storm

used to lie on the ground, first lighting a torch and planting their naked swords in the ground by their side with the point upward. The lightning often struck the point of the sword and passed away without injury to the warrior.

The Romans, too, seem to have known the lightning rod. On the top of the highest tower of the Castle of Dunio on the Adriatic there was set from time immemorial a long rod of iron. In the stormy weather of summer it served to predict the approach of a tempest. A soldier was always stationed by it when the sea showed threatening signs of storm. From time to time he put the point of his long javelin close to the point of the rod. Whenever a spark passed between the two pieces of iron he rang a bell to warn the fishermen. Gerbert, in the tenth century, invented a plan for diverting the lightning from fields by planting in them long sticks tipped with very sharp lance heads.

In 1662 France was already in possession of omnibuses. The Romans sank artesian wells even in the Sahara. In 1685 Papin published an account of an experiment made by one of his friends who caused flowers instantaneously. The secret, which was not revealed, lay in the preparation of the ground.

Massage is an ancient practice and was known to the Romans. Paracelsus speaks of homeopathy, saying that like is cured by like, and not contrary by contrary. The speculum, the probe, the forceps, were known in the year 500; indeed, specimens of them have been found in the ruins of Pompeii. Aristotle noticed that sea water could be made drinkable by boiling it and collecting the steam.

The Greeks had a woolen or linen cuirass so closely interwoven as to be impenetrable by the sharpest darts. We moderns have not found out the secret of it. The Romans had better mills than ours for pounding olives. The Chinese invented iron houses as early as 1200. Glass houses were found among the Picts in Scotland, and the Celts in Gaul and many centuries earlier in Siam. Grass cloth was used many hundreds of years ago by the Chinese.

Symbols of Good and Evil.

Heat and cold are Sir Oliver Lodge's symbols for good and evil. For extreme cold, from one viewpoint, is a deadly damaging thing, fatal to high organisms, and a thing to be excluded at all cost. Cold, the cold of a parlor night, the cold of liquid air, will inflict loss of limbs by frost bite, will hurt, and pain, and kill. No one can afford to despise cold if it be sufficiently intense. Yet what is cold? Is it anything? Was it a thing that had to be created and brought into being? No. It simply is the absence of heat. The absence of all heat whatever would be absolute zero; and down to such a temperature as that,—460 deg. Fahrenheit—no experimenter has yet descended, even in the laboratory. In such cold as that all activity would cease, and the material universe would stagnate into oblivion. Why, then, if

cold only is absence of heat, why is it so deadly and destructive? Why is it so intense and evil to human beings? The answer plainly is, because they have attained so high a standard of development, because of their high organization, because of the high temperature at which they normally exist. Cold will not necessarily kill the lowly seed, though it will keep it in suspended animation; but any higher organism it will destroy. How do we reckon cold? How do we distinguish what is cold from what is hot? It all depends on our standard of reckoning. Our standard of temperature is the human body, anything below that is cool, anything above that is warm; anything much above or below is painfully hot or cold. Cold then from the absolute viewpoint of nothing, exists only because heat exists. Heat is a positive thing, cold is a negative thing; but from the viewpoint of human life, cold is a positive, damaging, deadly thing. If we ask why cold was brought into existence we ask nonsense. What we really must mean is. Why was heat brought into existence? You can not have heat and degrees of heat, without having degrees also of cold. One implies the other.

Sure of His Job.

A Philadelphia lawyer recently had cause to make frequent complaints of the destructiveness of his office boy, an Irish lad of 12. The straw that broke the camel's back was the smashing of a unique inkstand presented to the attorney by a friend in

Japan. As the stand was quite valuable, the lawyer decided to teach the boy a lesson. So, summoning him, he said: "Look here, Tom, this sort of thing must cease! That inkstand was worth \$30. I shall retain \$2 of your salary each week until it has been paid for."

With a grin the boy replied: "Well, sir, it looks like I'm sure of a steady job for some time to come."

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What Income Will Justify Marriage?

There are two sides to every question; to many questions, indeed, there are several sides, while some may be said to be faceted and present a different aspect from whatever point of view.

Of these last is the momentous question, always of vital importance to some two or other, and which of late has received much attention and discussion from women's clubs and the public press: Upon how much, or rather, to strike the root of the matter, upon how little money may two people marry?

To this there is not, nor can be, any ready made answer which will fill all cases; the problem must be solved according to individual needs. Character, disposition, social position, health and strength—physical, mental, and moral—all must be taken into consideration, as well as the matter of financial ability. Moreover, the amount of affection between the two concerned is important; not merely passion, but genuine, permanent love, which counts its joy to spend and be spent for the beloved, which prefers a dinner of herbs and love therewith to a banquet at which its savor is lacking.

It universally is agreed that some assured income is requisite for any matrimonial venture. It is only fools who marry recklessly upon nothing a year. Even Tom Moore, who stands as the exponent of improvident genius, declares that:

"Lips, though blooming, must be fed,

And not even Love can live on flowers."

To which sage utterance may be added the fact that flowers are quite as expensive as other diet. Although one may be marrying solely for love, there must be money enough to make marriage a reasonable possibility. The question is as to the necessary amount for such purpose, and here it is that opinions differ.

Ten dollars a week is sufficient, say some, and produce figures to prove it; others name \$25 as the minimum. Leading banks in New York and Chicago discountenance marriage upon the part of any clerk with a salary of less than \$1,000 a year, which they regard as the amount necessary for a provident couple. Men whose probity will endure much hardness for themselves can not be trusted to be proof, always, against the needs of a sick and suffering wife. "A wife and children," says Victor Hugo, "are poverty's teeth, and they bite hard." A well known society and club woman of Chicago, sensible and practical, fixes \$5,000 a year as the income necessary for two people with moderate ideas in Chicago society; people who live modestly but comfortably in a pretty flat upon the North Side. Robert Grant maintains with facts and figures to prove the

statement, that life upon less than \$10,000 a year is not life, but merely existence; and, even before the time when steam yachts and automobiles were accounted as among the necessities of life, Pierre Lorillard told a New York newspaper reporter that no man successfully might keep up his end at Newport upon less than \$1,000 a day.

Nevertheless, statistics demonstrate incontrovertibly that the average income of respectable families in the United States is rather under than over \$500 a year, while many manage to exist in comparative comfort upon much less. It is not the necessities but the luxuries of life which are expensive, and the true measure of need is one's desires rather than one's actual wants. Diogenes in his tub (which, by the way, was a huge wine tank, large enough to accommodate a man easily) and Thoreau's cabin in the woods are historical, but neither of these dwellings included such superfluity as a wife. Moreover, there are many to whom luxuries absolutely are essential, like Pierce Loti's countess when reduced to poverty: "Poor woman, she can do without the necessities of life, but how she will suffer for lack of her luxuries!" It is the part of wisdom always to count the cost of any undertaking, if one would escape the risk of failure. And it is much easier to drift into matrimony than to get out of it when one is once in.

The difficulty appears to be that young people who marry nowadays desire to begin where their parents left off. To this must be added also the fact that life is a much more complex and expensive affair than it was fifty or even thirty years ago. It was the correct thing to be a family man in those days, and every mistress of a household was proud of her skill in domestic economy, making an allowance of \$5 a week go as far through a ten roomed house as five times the amount will travel nowadays through a six roomed flat. Above all, father was not above taking the children, including the baby in its carriage, out upon Sunday afternoon, while mother staid at home and cooked the dinner, a pair of fowls or a roast joint with vegetables, and a dessert made the day before; a dinner honestly paid for, to which any man in those days was proud to ask a friend.

But in these degenerate days things are altered sadly, and the man who would marry at five and twenty must either be possessed of an independent income or a sublime belief in himself and his bride-elect. He must be ready and willing to forego most of the pleasures and recreations which custom and popular habit have converted almost into necessities, and he will no doubt discover that the young wife of the present day expects much more and performs much less than did her mother of thirty years ago. It is not at all probable that she will be content to sit at home and darn stockings while he reads aloud from some improving book. Neither will she regard a game of whist with the next door neighbors as a delightful break in the monotony of a month,

nor a semi-occasional visit to the theater as a giddy and exciting diversion. Moreover, it scarcely is to be expected that she will recognize the existence of such an institution as washday while there is a steam-laundry within reach of the telephone.

She will not submit to wear a dress which has been made over so often that all her neighbors know it a block away. And she will consider it her lawful right to have a new hat at least every season.

Wherefore the marriageable young man of to-day, being much wiser than he has any business to be, knows all these things and gently but firmly dodges matrimony just as long as he can; so that it frequently happens that before he himself realizes it he slides past the susceptible age and settles down into a clubman and confirmed bachelor, who, if he misses much happiness in life, may at least hug himself in the consciousness that he is free from much of its responsibility.

It is beyond denial that even though courtship be devoted to sentiment, when it comes to marriage the question of dollars and cents must be taken into consideration. The lovers will be obliged to go methodically into the matter of inevitable expenses and balance them with the funds at command to meet them. The would-be husband must not be afraid of putting his exact position before his future wife. If he have no more than \$1,000 a year, it is nothing to be ashamed of; it is nothing for him to hide, and if the girl has not grit enough to be willing to fight the bat-

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tle of life at his side she would by far better have time to think it over and not make an attempt which will embitter both of their lives.

Dorothy Dix.

How a Man Acts During His Wife's Absence.

If you are married and consider the proposition of enlarging the house—don't do it. Just send the family away for a few weeks and find out how big the house really is. A seven room house—which seems overcrowded with the husband, who occupies twenty-four cubic feet of space; the missus and the kids—becomes twice as large as Westminster Abbey within twenty-four hours after the husband is left alone.

Being left alone is the best treatment ever devised for the regulation and disciplining of a husband. After he has been abandoned for two weeks he will bark, roll over, play dead and eat out of the hand for months. He will mind the baby, wash dishes and run errands without a kick, and hang around the house until he is shooed away.

After a certain length of time every husband gets restless. It is in the blood. The attack of pining for bachelordom usually comes on in the spring and the symptoms are unmistakable. About the time he has the furnace cleaned out, the attic straightened up, and the lawn mowed for the second time, he begins to think his clothes are a bit shabby.

After a week he will sit back of his paper and grunt when the wife hints that he might help with the dishes.

The second week he begins to come home half an hour late to dinner and say:

"Met old Bill this afternoon. Isn't married yet, poor old fellow. He was telling what great times they had the other night at their smoker."

"Are you sorry you married?" asks his wife.

"Not a bit—of course not. Wouldn't be single again for a minute for a million dollars."

He says it real loud, just as if trying to yell himself down in an argument.

It is at that stage that the wise little wifey—one of those who are foolish like foxes—begins to make arrangements to take the kids and run down in the country for a couple of weeks—"so poor hubby can have plenty of rest and sleep."

Hubby protests. He does not want them to go at all, and when the train pulls out he breathes a great big sigh of relief and breaks for the nearest place where his bachelor friends congregate.

For just two days he riots and rollicks about town. He goes home when he pleases, sleeps as long as he can, and entertains his old chums at a dinner arranged in honor of his temporary freedom, and gets up the next morning with a headache, a bunch of remorse and a sad sense of something missing.

Then he notices how big the house has grown. He wanders around from room to room, making a mental list of the things he was going to do while the folks were away, and gets

his own breakfast. He eats on the kitchen table and uses one plate, one cup, one saucer and one spoon—to save dishwashing.

A strayed cat feels luxuriously at home compared with him. He walks on his tiptoes, as if still afraid of waking the baby. He decides that he won't do any work around the house that afternoon, but will hurry down to the office. Maybe there is a letter from his wife there.

He finds none, so he wanders around and around downtown. Every man who passes him, bundle laden, with a wife beside him, he envies. He goes home early and tries to sleep, but finishes up by propping himself up in the pillow and reading in bed until nearly daylight, throwing his cigar ashes on an outspread newspaper.

The next afternoon he goes over, borrows the neighbor's baby and astounds her by taking care of it and playing with it all afternoon, until she says to her husband: "I don't see why a woman with such a good husband ever goes away from home. He just loves children, and you—"

At the end of the first week a poor, lonesome, homesick and highly moral man is writing ten page letters. He is disgusted utterly with his bachelor friends. Their jokes and what they call "fun" do not appeal to him. He tries the theater, but goes home after the first act and writes his wife for heaven's sake to come home.

When she comes he gets to the station two hours ahead of time and waits. He rushes through the gates, musses up the new silk shirt waist she has made, kisses her five or six times, picks up one baby and two grips and, grinning like a Cheshire cat, leads the way. He puts the baby to sleep that night, washes the dishes he has neglected for a week, helps unpack, runs errands, offers to cook dinner and sets the table.

He has been cured. He will not want to be a bachelor again—not until the next spring.

Bluster and Business.

There is too much bluster against the mail order houses and too little real work—good, argumentative, convincing work with the consumer—to counteract their influence. Occasionally some abortive, non-representative member of the mail order family passes into the hands of a receiver or out of existence, and the man who is suffering from the mail order concerns, and a large portion of the trade press, gloat and imagine they foresee the end of the entire mail order business. Meanwhile the mail order giants continue to grow and prosper amazingly. Only the other day one of them increased its capitalization to \$40,000,000, with the assistance of a syndicate of New York bankers, because its business was growing so rapidly its capital was no longer sufficient to handle it. If the retailer would save himself from the mail order menace he will need to quit blustering and settle down to the business of converting back to himself the consumers whom the mail order houses have converted away from him.—Retailers' Journal.

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and take chances in the purchase of COFFEE?

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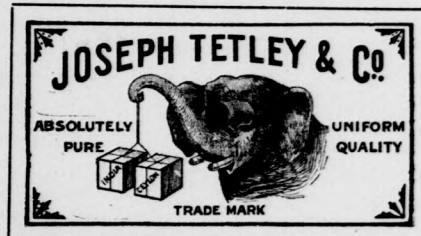


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CONCERNING FACULTY.

Varying Views of Men on This Subject.

Written for the Tradesman.

"Faculty," said the hardware man, "is system."

"Faculty," said the commission man, "is knowing how."

"Faculty," said the dry goods merchant, "is correctly matured talent."

"Faculty," declared the clothing dealer, "is the biggest thing in the world, and I don't care what you call it. It takes the place of genius, of talent, of training. A man who possesses faculty can make good anywhere."

"Right you are," declared the other three, in unison.

"I had an application, not long ago," said the dry goods man, "from a barber who wanted to learn the dry goods business. He had inherited a little money from his parents, and wanted to go into trade. Naturally, he wanted to know something about the dry goods before he invested his money."

"It's a wonder he didn't butt right in without knowing calico from watered silk," said the shoe man. "That is the way people butt into the shoe trade. They are going to show the old heads how to run their stores. They might even succeed, if they were able to run their own stores long enough to get the hang of the business."

"I rather liked the looks of the young fellow," continued the dry goods man, "and thought seriously of giving him a show. But I am a cau-

tious sort of a chap, as you all know, and I decided to look him up a bit. Of course the first thing to do was to visit his shop. It belonged to him, and I thought I ought to be able to learn something there. Well, I got into his chair for a shave. In three minutes I decided not to have anything to do with him."

"You'll have to show me how you can get down to results in a barber chair in three minutes," said the commission man.

"Well, the fellow did not know how to spread lather. He daubed here and there, and did all his rubbing in one spot, with his eyes fixed meditatively on the street. Then, when he began to shave, he cut a little here, and a little there, and skipped about until I thought he was missing half his work. That settled me. I don't care what a man is doing, he must have system to his work. I probably could not succeed as a barber, but if you ever see me take a hand at the tonsorial game you'll see me begin to shave in front of one ear and keep right on like a man mowing in a meadow—straight on, with no dodging about. Then this barber lounged on his chair while I went out without a brushing, the porter having stepped out to learn the base ball score. I saw that the barber lacked faculty, that he had no knack for waiting on people, and that he did not give his entire attention to what he was doing. When he came to see me again I advised him not to go into dry goods."

"But he did," said the hardware man.

"Oh, yes, he did," was the reply, "and he's a deadly enemy of mine. He thinks that I was afraid of his rivalry, when I only wanted to save his money for him. Do you know how he is getting on?"

"He's about all in," was the reply. "You sized up the situation exactly. There is no system at his place of business, and customers are not treated as they should be. When the boss is indifferent, the clerks soon catch the impudent spirit. People are not leaving their money where they are not treated with all courtesy, as you all know. I reckon the barber will be standing behind a chair again before long."

"That is the way I figured the thing out," said the dry goods man. "A man who can't do a good job shaving can't run a dry goods house. It makes no difference what a man works at, his character shows in the manner in which he works. I have clerks who can't keep their departments looking trim and neat, and I have others who straighten things out the minute they get into the store. It is faculty, and it is born with a man, like the color of his eyes or the size of his fist."

"Hold on!" laughed the commission man. "I can't go quite as far as that. Faculty may be cultivated. A man who is born without a single idea of system in his head may learn to be an orderly and systematic man."

"You may be right," was the answer, "but I do not think as you

do. A man may train himself so that he will not be quite so careless and inattentive as nature intended him to be, but an acquired faculty will break through the case you keep it in and leak away. It is like being born with a fortune."

"It is better than a fortune," said the shoe man. "It is a thing that will stick, while money may get away."

"Business men, the world over are looking for men with faculty," declared the clothing merchant, "and when they find one they can't keep him long, for a man of that stamp will soon get into business for himself. If he does not, some other dealer who can pay fancy salaries gets him away. I sometimes think that parents might rear their children to appreciate and practice system, even where faculty is lacking."

"They are too busy," said the commission man.

"Most of them do not know how," put in the shoe dealer.

"If the mother tries to teach order," said the clothing man, "she is too apt to put it on the ground that they should save her 'steps' by being a little more orderly about the house, so I guess my suggestion is no good."

"Training can accomplish much," said the hardware man, "but it can't make a man see what is wrong about the appearance of a store the minute he enters it, and it can't give him the talent to set it right in a second—to set it right quietly, without bulling around and making a grand-stand

Why Not You?

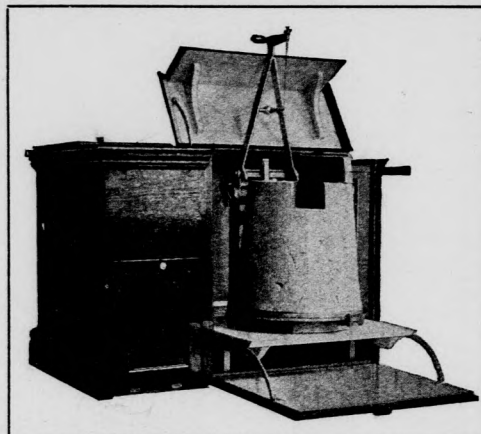
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play. Faculty, therefore, is better than great riches."

"You bet it is," declared the commission man, "and the man who has it shows it in the way he eats and walks as well as in the way he conducts a big business. The little thing show character as well as big ones. Who would employ a clerk who came looking for a job in a generally mussed-up condition. If his clothing is mussy, his stock will be mussy. If he comes stamping in, bumping up against things and falls into his chair with a bump, he will prove to be heedless. I guess we shall never get perfect clerks until we have a school where they may be trained."

"We can't get men of superb talent always," said the dry goods man, "but we hope to get men who have the bump of order well developed, who know how to get on the right side of customers, and who pay strict attention to what they are doing. These are the qualities I missed in the barber, you remember. If young men will keep their minds on the matter in hand, always, they will do very well without this wonderful talent we have been discussing. That is, providing, of course, that they have a normal brain. There is no accounting for what a fool will do."

And the impromptu debating society adjourned. Alfred B. Tozer.

The Spell of the North.

In Norway, where King Haakon VII was crowned a few days ago, the spirit of the old Norse navigators still lingers. The water is the Norse road; children go to school by it, wedding parties go to church over it, and the farmer goes to market upon it. Mail steamers thread the watery mazes everywhere, and where they can not come up to a pier a small boat puts out at morning, at noon or in the twilight to send to Bergen or some faraway port tubs of butter or boxes of fish.

"Old and young are accustomed to the water. The children might as well have been born upon it," says Albert Perry Brigham, in the "Bulletin of the American Geographical Society," "so much at home are they with rowing craft, and I have seen young girls with unconcern gathering berries upon the brink of a precipice."

The Norseman has never failed in his mastery of the wild nature in which he lives, and the inheritance of a stern and stormy zone seems to appear even in the slow farmer boy, who, with his yellow horse and harness of rotten cord, runs one down at breakneck speed along the edge of cliffs, scaring one to desperation, but bringing one safe to the foot of the mountain. No doubt a cautious New England driver would break the harness, overturn the vehicle and bring one to disaster.

Railroads, Mr. Brigham thinks, are the least important factor in transportation, and they seem, even prospectively, of less account than the government highways, which are built with infinite toil, under the direction of skilled engineers, inward from every fiord head toward the capital. There are harbors everywhere, and

every fiord mouth has been for ten centuries a challenge to see the world. It was inevitable, therefore, that Norsemen should breathe the ocean air and go forth. Their errands have accorded with the stage of civilization which, century by century, they have attained. Thus they have crossed the sea for discovery, for robbery and conquest, for commerce and for new homes. They are strangers to no land where ships may come.

Thousands have made their home over the sea, but they do not forget. The separation of Norway from Sweden was observed by almost the same interest among the Norwegians of this country as on the Scandinavian peninsula. "The spell of the land," to use the words of Br. Brigham, "is upon them—the aurora, the long summer day, the calm winter night, the frugal ways, the mountains, the waterfalls and the sounding sea; these join to turn the Norseman in wild fancy, if not in bodily presence, to the land which bore him, reared him and made him her own."

The Furniture Interests of Michigan.

A bulletin of the Census Bureau of the Department of Commerce recently issued contains some interesting statistics concerning the manufacturing interests of Michigan, including, of course, furniture-making. The totals for the State show that there are 134 factories in Michigan, an increase of ten factories in the past four years—since the last United States census was taken. The capital invested has been increased from \$13,900,789 in 1900 to \$15,797,796 in 1904, and the output has been increased from \$14,614,506 in 1900 to \$18,421,735 in 1904. The only cities for which detailed figures are given are Detroit, Grand Rapids, Muskegon and Saginaw. The figures for these cities may be summarized as follows:

Grand Rapids.	
Number of plants	38
Total invested	\$8,004,713
Average number of wage-earners employed	6,654
Value of annual product	\$9,409,097
Detroit.	
Number of concerns	24
Capital invested	\$2,496,415
Average number of wage-earners employed	1,949
Value of annual product	\$ 624,404
Muskegon.	
Number of plants	4
Total invested	\$ 736,117
Average number of wage-earners employed	573
Value of annual output	\$ 746,236
Saginaw.	
Number of plants	5
Total invested	\$ 151,734
Average number of wage-earners employed	174
Value of annual product	\$ 211,746

China's Development.

The recent annulment of railroad and mining concessions seems to be very gratifying to the Chinese, and is an example of national development. All will remember that the Chinese government bought up the first railroad built in China, from Shanghai to Moosung, only to tear up the roadbed and destroy the equipment. It is with a very different purpose that the purchase of the Hankow-Canton concessions was affected. China is apparently about to exploit her own resources, and feels ready for all that such exploitation may involve.—Century Magazine.



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Manufacturers
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Terpeneless Lemon

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Orange

Almond, Rose, Etc.

Quality is Our First Motto.

Proud of it

Sherer-Gillett Co.,

Chicago

Dear Sirs:

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

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

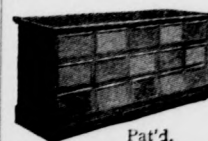
I consider the purchase of this counter a 100 per cent. investment and I am sure it will pay for itself in less than a year.

Yours truly,

C. R. Wagner,

Mahanoy City, Pa.

June 6, 1906



**Sherer Counters
FOR GROCERS**

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

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

A GOOD INVESTMENT THE CITIZENS TELEPHONE COMPANY

Having increased its authorized capital stock to \$3,000,000, compelled to do so because of the REMARKABLE AND CONTINUED GROWTH of its system, which now includes more than

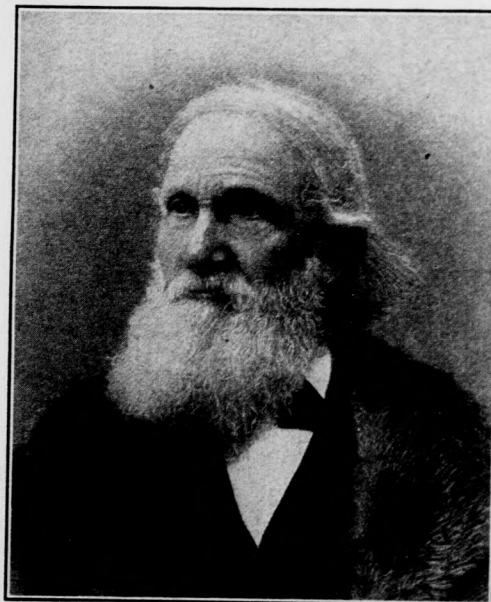
25,000 TELEPHONES

to which more than 4,000 were added during its last fiscal year—of these over 1,000 are in the Grand Rapids Exchange, which now has 7,250 telephones—has placed a block of its new

STOCK ON SALE

This stock has for years earned and received cash dividends of 2 per cent. quarterly (and the taxes are paid by the company.)

For further information call on or address the company at its office in Grand Rapids
E. B. FISHER, SECRETARY



Try a
John Ball
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Cigar

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

[Makers

Grand Rapids, Mich.

John Ball

WRINKLES.

How To Eradicate These Ugly Facial Blemishes.

Written for the Tradesman.

It sometimes seems as if the whole Sex Feminine had gone crazy over the desire to have a fine complexion. Any cosmetic manufacturer will tell you that, to sell a "dope" to the ladies, all he has to do is to label it Complexion Beautifier and the women will fall over each other in their mad desire to buy something guaranteed to add to their charms if already blessed with beauty and to acquire it if Nature has denied them the priceless gift. And they will sit up nights rubbing in the stuff, according to their powers of perseverance and endurance. The lotion or ointment they apply with such assiduity may be the very worst thing they could use for their particular skin; it may harshly take off the cuticle or it may bring on dreadful sores and pimples, and, although the latter eventually may result in ridding the skin of impurities, the appearance for the time being is anything but pleasant for the owner and for those about to look upon.

Women—and this statement applies to old and young alike—will go to any lengths to have a fair skin—will even risk life itself in the race after the possibly-obtainable. They are forever buying this, that or t'other "skin food" with a specious name attached—forever chasing any will-o'-the-wisp that promises to gratify the longing of their hearts. There was the sad case of a young Grand Rapids girl who was said to have lost her life as the result of the manipulations of a Chicago "complexion specialist." A young lady I know went around the house for weeks and weeks with such a dreadful face that her people nicknamed her, "Scar Faced Charlie," and the cognomen clings to her to this day. She bought a salvy mixture—put up in a pretty box by a money-loving neighbor and sold to the dupes in her vicinity as a wonderful beauty-help—and applied it freely to her already-clear skin. Thinking that if a little was efficient more was better, she daubed the remedy on and rubbed it in good and hard. This course she kept up daily a week, at the end of which time she was a sight for gods and men. In hue her face was a deep-beety red, and was covered with large blotches and big bluish-red pustules, and it was months before her skin got back to its normal condition, and for years afterward it "broke out" on the slightest provocation. When the girl went out in company or on the street—which was not very often—she was the object of commiserating curiosity, which was anything but agreeable to one of her sensitive disposition. The experience was bitter, but it was just what the girl needed to make her let well enough alone when it came to her physiognomy.

Some girls troubled with "black-heads" and "whiteheads" are everlastingly "squeezing 'em out." This is a foolish idea, for if the pimples are black proper massaging will cause them to disappear, and if white

they will go away of their own accord.

Never use extremely hot water on the face. It breaks down the muscles and makes fierce red spots come out, when there wasn't a sign of such before applying this treatment. Pin the hair back tight so that it won't get wet, and have two bowls of water, one just comfortably hot, the other as cold as you can get—even iced. Dash big handfuls of the hot water on your face, then handfuls of the cold. Keep this up about twenty or so times and wipe with a soft cloth or towel. Never scrub the skin off—don't, in fact, ever do anything harsh to the flesh of the face—always be gentle in the rubbing, but firm. Apply the hot and the cold water to the chest, also, if you wish to develop it; and for the latter take deep breathing exercises. To remove wrinkles from the face your own self—deep lines are really what make one look the oldest of any of Old Father Time's ravages—you must scan your face most carefully in your best mirror. You can get every wrinkle out, but the most of us put 'em right back in—there's the trouble. We have all sorts of ways of doing this. Watch the next person you are talking with—man, woman or even child. See how they "squinch" up their eyebrows unconsciously at almost every sentence they utter. They'll have manners of pulling down the corners of the mouth, tricks in smiling which put crow's-feet in the most conspicuous part of the face. Then they "bridle" and, if they are at all inclined to a plump neck, this gives them a "double chin"—sometimes even a "triple chin"—and, as time goes on, the neck will get so fat that the chin actually loses itself in the sea of neck, and one conjectures, in contemplating the queer metamorphosis, as to where its boundaries once were. The "double chin" wrinkles may even extend behind the ears, as if to emphasize their ugliness.

You can massage these all out. But don't go to all this bother and loss of time and cosmetic money and then put the lines right back where they were before you began.

Be careful, in selecting an unguent, not to get one that contains anything that will produce "fuzzers," as vaseline, for instance, which is the worst thing in the world to make hair grow where you don't want it. After a shampoo, however, if your hair is not of the greasy sort, give the scalp a nice—what they call an "oil glow" in the Beauty Parlors, which is nothing more nor less than vigorous massaging with vaseline in which is the proper proportion of carboic acid. If the scalp is inclined to be dry and dandruffy this is a most excellent way to overcome this difficulty, and at the same time it is excellent to bring in new hair. By the way, never use soap on the hair. Always have an egg shampoo—six eggs, beaten up either separately or together. The white of the egg takes out the dirt and the yolk makes the hair beautifully soft and fluffy. In rinsing use almost cold water at first, as hot or even warm water cooks the egg in the hair. People who shampoo their

Fans For Warm Weather



Nothing is more appreciated on a hot day than a substantial fan. Especially is this true of country customers who come to town without providing themselves with this necessary adjunct to comfort. We have a large line of these goods in fancy shapes and unique designs, which we furnish printed and handled as follows:

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.

hair at home are quite apt to forget this, and then they wonder what makes their hair so gummy-like. After rinsing all the egg out with cold water gradually add hot until the rinsing water is quite hot, after which slowly bring it back to cold. If this course is carried out you are not near so apt to take cold, after which thoroughly dry the hair over a gas stove.

I see I've inadvertently switched off on to hair—which one girl I know who often discusses the subject with her girl companions calls "hayer"—but it isn't very far to hark back to the face.

What was I saying? Oh, yes, about "fuzzers." After selecting a good cream go to a "real masseuse" and study her movements in going over the face. Be sure she is one who understands her business thoroughly. In the privacy of your own apartment you may cheat the Beauty Doctor out of her fee any time you are industrious enough to undertake the job. Always rub the wrinkles the opposite way from the "tracks." Rub the emolient in with rotary movements and "ironing" movements. It won't do just to look after your face and chest once in a while at first. You will have to work hard and long and have a great deal of patience. But it will bring its own reward in a soft "bright" skin and obliteration of disagreeable wrinkles and all scrawniness. Then when you have got where you want to be a little care every day will keep you young and fresh looking.

Beauty Specialist.

Suspicious Citizen Found His Purchases Overweight.

A few days ago a citizen, grown suspicious of short weights in food products, bought a pail of lard, supposed to weigh three pounds, and had the contents weighed by the city chemist. The lard weighed two pounds seven ounces, nine ounces less than three pounds.

Filled with the gloomy satisfaction resulting from this discovery, he determined to carry his investigations further, and to learn to just what extent the consumer is being defrauded by short weights in packed food preparations. He prepared a list of articles habitually used in every kitchen and commonly purchased in tins or paper cartons.

"I'll demonstrate to you," he assured his wife at the breakfast table, "that you aren't the shrewd shopper you think you are. You're being robbed—systematically robbed—by the unscrupulous manufacturer."

The suspicious citizen's list of articles included cocoa, coffee, butter, baking powder, mustard and sausage. He sought a medium quality of each, reasoning that short weights in this grade harmed the greater number of consumers and those who could least afford to pay for something they did not get. One or two of the articles were bought at a grocery store, the remainder at stalls in the city market. Each package was stamped with its alleged weight.

With his arms filled with parcels the suspicious citizen sought the city chemist.

"You kindly proved to me the other day that I was being sold short weight in lard," he told that official. "Will you please let me know the worst about these things?"

The chemist stripped the sausage and put it on the scales. Then he studied a moment.

"Well, what's the shortage?" enquired the impatient citizen. "Bout nine and a half ounces, isn't it?"

"Weights twenty ounces," said the chemist.

"Beg pardon?"

"Twenty ounces," I said.

"Scales busted?"

"No."

"A horrible mistake. Try the baking powder."

The half pound can weighed nine ounces. A little cocoa was spilled, but what was left in the can weighed more than a pound. The pound of twenty cent coffee was above weight, so was the mustard.

"I'll gamble on the butter, though," said the citizen.

"You lose," said the chemist.

"It's all an accident," the citizen persisted. "Absurd. Of course it's accidental. You just wait until we use up these things and by thunder I'll get some more and—"

But the chemist was busy.—Kansas City Star.

Mountain Ranges Are Growing?

Disquieting to dwellers on the Pacific seaboard, and profoundly interesting to the geologists, are the remarkable conclusions drawn by Dr. C. Davison, who is an authority on the topic of earthquakes, from the San Francisco disaster. He says that in the western United States we are presented with mountains in four stages of growth. In the Rockies we have ranges so ancient that they have almost ceased to grow; the Sierra Nevada is another that is approaching old age; the coast ranges are in the stage of youthful vigorous growth, with the possibility of long and active growth before them; while still further to the west, and not yet risen above the ocean there seems to lie an embryonic range of which the San Francisco and other earthquakes are the birth throes. When the city on the beautiful San Francisco harbor comes to celebrate its millionth anniversary its people may be able to confirm or disprove this geologic forecast.

Nourishing Old Fruit Trees.

Often the roots of fruit trees, more exhausted than the parts in the air, refuse to supply the branches with their proper nourishment. To cure or prolong life of trees possessing still a certain vigor a French investigator has injected solutions of sulphate of iron and other chemicals into the trunks. The liquid penetrates into the cells of the tree, but not into the old wood. It follows the young layers, descending into the roots to the depth of three and a quarter feet and rising to the top of the tree with uniform distribution. Good results are said to have been attained.

Life very seldom uses a pretty face as a bulwark for brains.

San Francisco, California, Crowd.

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

Yours very truly,
Adam Goldman, Pres. and Gen'l. Mgr.
New York and St. Louis Consolidated Salvage Company.



Monopolize Your Business in Your City

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

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

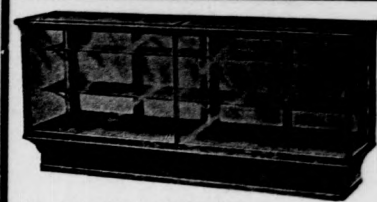
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Second Hand Motor Car Bargains

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

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

Cadillac, 4 passengers, 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.

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

Through sleeping car to New York on the "Wolverine," making the run in nineteen hours and fifty minutes.

For full particulars see Michigan Central agents, or

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Selling Goods To Men in the Right Way.

The goods a man buys in July for his personal use are not the things he wants to stock up on but the things that he needs to fill in for the summer uses and the things he buys a little at a time. He is not going to load up and when he buys he is usually going to buy in a hurry. Those facts must be borne in mind by the clerks who would sell the most goods to men in July.

The hot weather goods are the things wanted. He hurries into the store to get another shirt because the weather has compelled the wearing of shirts in number greater than usual. Again, he comes in to buy a couple of collars because he has perspired more than usual and hasn't received the last lot back from the laundry. He finds too many dirty handkerchiefs in his pockets and not any in the drawer at the house, so he has to come in and get more to carry him through to clean-clothes-time. Dusty streets have taken the good look off the fancy hose and he has to have another pair or two before Sunday.

Such men are to be found in every town where any quantity of men's wear is offered for sale, and such men are most often in sufficient hurry that they are not over particular what they look at so long as it is good and passably answers their needs. Such men are not inclined to be finicky about their selections but they are inclined to resent with much energy any attempt on the part of store people to get the best of them in a deal. Be sure you are square with the man in a hurry and that you will tell him all you think he needs to know about the goods you show him or sell him.

If there be anything whatever out of the way with the goods, let him know it, and if there be any reason whatever why you think he may be dissatisfied with a purchase, be sure you make the point clear to him before he leaves the store. If it is a last year's shirt you have to offer him because you haven't his size in new goods, or for some other good reason, tell him of it and allow him to buy it with a full knowledge of the goods. Don't sell it to him without explanation, gloat over your "good luck" in selling it and run the risk of having that man go back on you and the store if he should find out the truth through someone else.

If it be collars, or handkerchiefs, or hose that he wants, know what you are doing when you go after such simple lines of merchandise. When a man buys such things he doesn't like to stand about on impatient feet and wait for you to inspect the fixtures back and forth five or six times before you can find what he is after and before you know whether or not you have the goods on hand. If he needs it in hose and you haven't it in stock, don't send him away with

10½ without telling him what he has. If it be a certain brand of collar he wants, don't be funny and sharp enough to wrap up something else without telling him you are out of the one he wants and think the one you show him will please him exactly as well. The good features of the one you have may be all right, but there is nothing more exasperating to a man in a hurry than to put on a collar different from what he expected to wear and find he hasn't time to go back and change it.

He may come in for an extra suit of thin underwear. He wants a 36 shirt. You show him and please him with fine ribbed goods that are not marked in such sizes. You find you are out of the size nearest corresponding to 36—in fact, you haven't anything but the largest size. Instead of telling him that, you wrap up one of the things that are big enough for whales or elephants and send him away with it. He puts it on and wears it a few hours with extreme disgust. He takes a dislike for that kind of underwear and for the store where he bought it. His dislike is not unreasonable. You could have avoided it had you known enough to keep track of the goods in stock and not show anything you couldn't produce in the right sizes.

There is where you will flounder and have a good deal of trouble—not keeping track of the men's goods and knowing what there is to show. You are not so busy at this time of the year that you are really unable to know what is and what is not in the furnishings. Be careful to show to your customer what you can furnish him in his size, provided he takes a fancy to the goods. A man who has made up his mind to buy a certain thing you have shown him and who can not be fitted, is always disappointed. Even although he buys something else, he will go away more or less displeased with his purchase. Please him now and he will come back in the fall for something more extensive in apparel; displease him and he will hunt some other store when he wants to buy more stuff.

I am well aware that you can not be sure of everything all the time, but I am also well aware that you can keep close enough track of what is and what is not in the stock that you will not be caught with a customer one time in fifty, no matter what you may be showing. The clerk who will keep track of and have in mind almost exactly what is in stock all the time can sell goods not only with greater ease, but can sell many times more goods than the clerk who is slovenly about such things and runs

the risk of blundering into things all right when he has to do it.

A man is a peculiar creature in his buying for personal wear. He may not be especially finicky about the styles or the exact up-to-dateness of the goods he looks at, but he will be particular about their pleasing him. May be he will show some of the strangest of tastes in his selections, but he is bound to please himself whether others are pleased or not. If you want to tell a customer what he should wear, be sure you know the

The Cooper Clothing

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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

man before you begin your advice. If he wants to wear an Alice blue tie on a deep indigo shirt, don't get him off the notion by telling him he does not want to do it. Don't drive him as you might a chicken you wanted to get into a certain pen. Suggest something else and lead him away from his error, but the moment you begin to tell him what he does and does not want he will hump his back and you can not do anything more toward selling goods to him. Avoid superior smartness and the possible air of superiority toward a customer that he may be able to resent.

Nor is the customer who buys such things the only one to be on the watch for during these July days. There are the men of the field and the factory who will want clothing. Any old thing won't do for them any more than for the man of the town. If they are after hose they want something good—something that is substantial and dependable, and they want the goods just as swiftly as the other sort of customer. Maybe it is a half-dozen of nickel handkerchiefs, but they have the right to pick their patterns and you have no right to get fussy if it takes them longer than your laid-out schedule to select the goods.

The man who appears to you to be taking too much time to select a common jumper or a fifty-cent shirt is quite liable to have a family of five or more to look after, and if he takes a little too much of your time to-day enough of the family will come in and buy to-morrow, or some other day before long, to make up for all your extravagance for his benefit. Do not get bossy with the man who wants common clothes. He is just as good a customer, and in the course of a year may leave a good many more dollars with the store as the man whose business demands that he wear better clothing and keep in smoother personal appearance.

But it is not the trade of the one kind or the other that counts for so much just now. July is a month when you need every sale you can get and the store needs the business. Look carefully after it all, and don't think you are so rushed with business in one of the slowest months of the year that you haven't the time to do all business as it should be done.—Drygoodsman.

Get Acquainted and Be Pleasant.

"We don't get close enough to our customers." This remark was recently made by a dealer who is entitled to be listed in the progressive class. It would be well if more dealers were brought to realize the truth of the statement. It is a wonder that some men in business ever have any success when one remembers their attitude towards the public.

Some men in business never make any special effort to become personally acquainted with the people of the community in which they live and try to do business. They somehow seem to feel that their position in the community is an important one and, therefore, they must be so dignified as to not show too much familiarity with the masses of the people. This may not be what they think,

but it is what they act, hence the result is the same.

The merchant should take lessons from the political candidates who for a few weeks before election will be soliciting votes by using all their arts and powers to create a favorable impression with the people. The office-seeker may by nature be a cold-blooded individual, but he has business sense enough to know that if he is to find favor with the voters he must cultivate their acquaintance and, if possible, create the impression that he is worthy of the office he seeks and that if elected he will serve the people faithfully.

What would one think of a candidate for office who was not well known to the voters of the district he hoped to carry who would simply announce in the papers that he was a candidate and then sit down in his office and wait for election day? Suppose that some of the voters who had never known him, except possibly by sight, should call at his office and he should reluctantly lay down his paper and, looking at them in a manner that indicated he had been disturbed, should say to the callers: "Well, what's on your mind to-day?" We have all seen men in business receive callers in just such a manner, especially when the callers were strangers and the merchant wasn't sure whether they came to buy goods or to get his contribution to a public enterprise or a charity subscription.

Nothing throws a chill over the prospective buyer quicker than to enter a place of business to see what he can do and be received in the manner described. It should be the constant study of the man who seeks trade from the public as to how he can become better acquainted with every one in the community. He should study to please, not only in the goods he sells but in every way. The man who always has a cordial greeting for all who enter his place will find that people will go out of their way to do business with him.

The Prevariation of Priscilla.

He put an arm around her waist. "Shall it be soon?" he asked in a low voice.

"No! Positively not for years and years," she replied, shaking her pretty head.

"Oh, thunder!" he ejaculated.

"Now, Arthur!" she said, reprovingly.

"I am so rough," he apologized.

There was silence for a little while. Then Arthur returned to the attack. What right had she to be so decided about it, he thought.

"Priscilla," he said, "one year would be a long time."

"Well, in some ways," she admitted.

"Then why," he went on, "such an awful delay?" He paused for a reply.

There was a short silence, while Priscilla thought how best she could put it. At last she began.

"Arthur Motley," she looked timidly at him. "We should not be rash," she urged, pleadingly.

"N-o," was his monosyllabic comment.

"Wouldn't a year be rash?" she persisted.

He stood up in front of her, and cried to her from the fullness of his heart. Love gave him eloquence.

"Let us be rash," he said.

"Make it two years," she said.

"Horrible!" he muttered, with clenched teeth. Out aloud, "Priscilla, my Priscilla," dwelling lovingly upon the name.

He held out his arms to her, and no longer could she resist him.

"Let it be pretty soon!" she cooed.

"Next month, darling?" he asked, hardly able to believe his ears.

"Yes, Arthur," she lisped.

Many a man thinks he is doing a grand equestrian trick when his bad habits take the bit and run away with him.

A Warning.

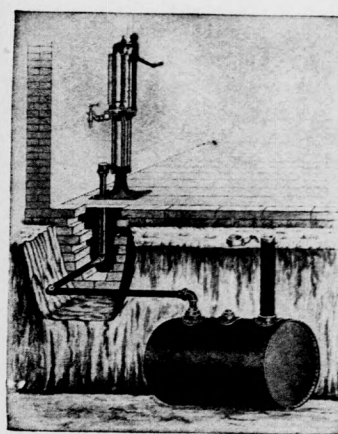
A young man in New York, who is ambitious to attain fame at the bar, was conversing with a friend touching the probabilities of success, when the latter was moved to take a pessimistic view of the situation.

"Don't you," he asked, "ever despair of gaining a good practice at the law?"

"I do not," was the confident response of the youthful disciple of Blackstone.

"At least you will admit," went on the other, "that the profession is already overcrowded."

"Perhaps it is," laughingly responded the youth. "All the same, I propose to graduate in law, and those who are already in the profession will have to take their chance."



Out No. 42

Tank Buried, Pump in Store.
One of Fifty.
Good for Kerosene, too.

How About Your Gasolene

Perhaps you have a Bowser Self-measuring Outfit for kerosene and if so, are pleased with it. Why not buy a Bowser now for gasolene. Every advantage which it offers for kerosene is more than duplicated with gasolene,

for gasolene is the most volatile of liquids.

It's worth thinking about, isn't it. Just drop us a postal and let us show you where you can save.

Send for Gasolene Catalog M.

S. F. BOWSER & COMPANY, Inc.

FORT WAYNE, INDIANA

Fire and Burqlar Proof

Safes

Tradesman Company, Grand Rapids

MAIL ORDER OUTFIT.

The Story of a Young Girl's Wedding Clothes.

Written for the Tradesman.

Pretty Nora Morton was to have been married in June. Now the wedding may take place in August or September, or it may never take place. The fault lies with a mail order house. Mail order catalogues are not popular at the present time in Brushville, near which place pretty Nora resides. Anything that serves to postpone a wedding is never popular where women are consulted, and women have to be consulted when you buy a girl's clothes of a mail order house. I have heard it stated that all the mail order business sent in from Brushville during the last month might have been shipped in a collar box—which, of course, makes better business for the retail dealers of that small but growing town.

When the wedding day was set, along about the first of June, Nora began worrying over her wedding outfit, as all young girls will. There is a French word which describes a bride's wedding outfit, but I don't know how to spell or pronounce it, and I wouldn't use it if I did. Nora, realizing that marriages were likely to be scarce in her scheme of life, decided to have an outfit that would make the people of Brushville sit up and take notice. That was the first point. The second conclusion reached was that the general store at Brushville was not the place to buy this wonderful outfit. Martin, the merchant, hardly ever went to New

York to buy goods, and Nora had heard it said that his stock was old fashioned.

Nora had a little money of her own. A year before her father, who lives on a small farm just outside of Brushville, had given her a cow and a hundred hens, and she had sold butter and eggs and schemed until she had \$50 in hard cash. But the outfit would cost at least \$75, so she laid siege to the heart and wallet of her stoop-shouldered and sun-and-wind-tanned father and coerced him out of \$25 more, which money ought to have been invested in new shingles for the barn instead of a wedding outfit. With the money in hand Nora pondered over the subject of buying. Where should the money be spent? It would cost a lot to go to the city, and the local store had been rejected as a purchasing point. There, then, remained only the mail order plan of purchase.

To tell the truth, this mail order plan of purchase rather pleased Nora's father. He owed a large account at the Brushville store, and he had no means of making immediate payment. His crops had not brought the hoped-for prices, and his expenses had been high, so the merchant was carrying him for quite a large sum, which was long past due according to the agreement made when the account was opened. You see Farmer Morton did not care to have Merchant Martin know what sort of extravagances Nora was going into in the matter of her wedding trousseau. He had an idea that the merchant would ask for

something on account when he saw such a wad of money going into wedding fixtures. So the farmer encouraged his daughter in the mail order proposition, while Martin, who knew all about the approaching wedding, was wondering if he would have to charge the stuff to the old account.

So Nora and Belle Horton, her dearest friend, put their pretty heads together and pored over a mail order catalogue for hours at a time until there was just enough of the \$75 left unappropriated to pay the expressage to Brushville. And in due time the box of goods arrived at the local express office and was surreptitiously conveyed to the Horton residence on a back street of the town. You notice that it was no part of Nora's plan to make herself cheap and discredit the magnificence of the trousseau by placing it on exhibition at her own country home. She had arranged that her trunk should be packed at Belle's house, and from there the bridal party would go to the depot on the wedding night. The bridal trip was to be a short one and to extend no farther than to Grand Rapids, but that would be better than none.

So Belle's brother got a hatchet and pried the cover off the box and the girls prepared to feast their eyes on the splendor of the contents. At the very top was a hat box, crushed in packing, and looking for all the world like one of the accordion plug hats which artists love to place upon the heads of Irishmen when they put them into their fifty-cent jokes. Belle

seized the box and opened it with trembling fingers. Yes, the hat was there—the hat selected at such pains for the bridal tour. It was crushed into a shapeless mass. The one rose with which it was trimmed stuck straight up like a blurr of colors on a long stick. The ribbons were cheap and not well put on.

"Oh, Belle! My new hat!"

Nora covered her face with her hands. Somehow, she was not anxious to go on with the unpacking of the box.

"Perhaps they'll make it good," suggested Belle, hopefully.

Nora took courage at the notion and removed a silk petticoat from the box. It looked like an article left over from a bargain sale, and the dust ruffle was of cheap cotton. Next came a black broadcloth skirt, which was made up the wrong way of the goods and looked like a grater when you brushed it. Nora sat down with tears streaming from her face.

"It's too bad!" sympathized Belle. "After you working and saving for a year to have nice things! I just think something ought to be done about it!"

"I d-d-don't see what can be done," sobbed Nora. "There isn't time to make the exchange, even if the firm acts honestly and promptly."

"Perhaps the rest of the goods are all right," said Belle.

The next thing to come from the box was an Eton suit of light gray, trimmed with narrow lace. Both girls clapped their hands as the skirt and jacket came from the box. They certainly looked nice.

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

"Now, you must try the skirt on this minute," said Belle. "I guess you are all right in this, and you can get a hat here, you know."

"But I haven't any more money," wailed Nora.

"Well, your father can have it charged," said Belle.

Nora drew on the skirt and stood before the mirror for one second. Then she sat down and resumed her tears. The skirt was baggy about the hips, just where the decrees of society demand a tight fit, the seams were drawn, and there was a wretched sag at the back. It was of cheap material, and looked common and second-hand.

Then came the jacket, but Nora did not have the nerve to put this on. The pretty pink Persian braid in front looked as if it had been sewed on by an apprentice. The stitches showed and they were not straight in line. The cloth at the back pulled so that it was tighter than the lining, and there were shelf-marks on the sleeves.

Nora was about ready to collapse.

"I never can wear that to Grand Rapids, never," she said. "I don't know what to do, Belle. I haven't a thing fit to wear except the wedding dress, and that was made by Miss Taylor out of silk mother has had for years. But I can't travel in my wedding dress. Whatever am I to do?"

Belle shook her head.

"You might wear one of mine," she said, "if you weren't so slender. Why, I never saw anything like this."

"It's just awful," sobbed Nora.

"They ought to be arrested," suggested Belle.

"And just think of my making butter and saving egg money for a year to get a prize package like that," cried Nora, angrily. "I wish I had bought my trousseau here!"

"But the catalogue praised the goods so."

"Yes, I know."

"And said they'd refund the money if everything wasn't as recommended."

"Do you really think they will?"

Belle wrinkled her pretty eyebrows.

"I am afraid not," she said. "You see they'll claim that the goods were damaged here."

"I guess we couldn't damage the cut of that jacket and this skirt, could we?" said Nora, scornfully. "I don't see how they can claim that we turned the cloth in that black broad-cloth skirt upside down."

"Well, you can try, but I'm afraid," was the reply. "But let's look at the rest of the stuff."

In response to a pull a mass of underwear came out of the box. The goods were mussy and looked shelf-worn. The buttons were sewed on with one long thread, and when one dropped off into Nora's hand all the others on that garment were loosened. There were six suits, but they did not match. The embroidery was ragged at the edges and pulled out easily. The stockings were thin and looked like five cents a pair at the village store.

Even optimistic Belle gave it up in disgust.

"It is just robbery!" she declared.

"Think of the savings of a whole

year going like this," complained Nora. "And that is not the worst of it. How am I ever to be married without decent clothes?"

"Oh, Clarence won't care," suggested Belle.

"But I care," pouted Nora, "and I just won't do it. I'll make these mail order folks return me my money, or send good clothing."

"The mail order people are not in business to return money," said Belle. "I'd sue 'em," she added.

"I haven't got enough money to buy a postage stamp," wailed Nora. "Here are some white waists," said Belle. "Perhaps they are all right."

Nora looked up hopefully and then looked down again. The waists were too large. They were humpy about the shoulders and there were damaged spots along the fronts.

"Here's some shoes," said Belle.

The shoes had once been white, but now they were soiled and out of shape. It was easy to see that they were out-of-date, for the heels were like toothpicks, and the soles suggested paper.

Nora threw them at the door and sat down in despair.

Then she saw Belle hustling about the room, gathering up the goods and stuffing them into the box.

"What's up?" she asked.

"Here comes Mrs. Martin!"

"Mercy! We mustn't let her know how much money I sent away," said Nora, "and pa owing more than \$100 there. Perhaps she won't come into this room."

"Oh, yes, she will," said Belle. "She just makes herself at home here. She'll see these goods, all right, before she leaves the house."

In a moment the wife of the keeper of the general store opened the door and walked into the room where the girls were sorrowing over the duplicity of a mail order house.

"Hello, girls," she said, cheerfully.

"Holding a silence session?"

The girls managed to giggle just a little.

"I see," said the merchant's wife. "Nora's been buying her trousseau. I'm just dying to look it over. May I?"

Nora said "Yes" and then went and looked out of the window.

Directly the exclamations from Mrs. Martin told that she was deep in the box. "Well, I never," she said, finally.

"Isn't it awful?" said Belle.

Nora was beyond the power of speech.

"What can she ever do with that stuff?" asked Belle.

"They must be made to take it back," replied the merchant's wife. "My! I don't see how you dare send so much money away without ever seeing the goods. Husband can't sell his goods unsight and unseen."

"I guess I'm a fool!" sobbed Nora.

"There are plenty of others," said Mrs. Martin. "You would be surprised if you knew how much money is sent away from here every year to the mail order houses."

"They won't get any of mine," said Belle.

"They hardly ever receive a second order," said Mrs. Martin. "But all this does not help Nora out," she added. "We may as well go over to

the store and see what we can do there."

But Nora was ashamed to go, and declared that she'd put off the wedding until she got what she ordered from the mail order house, which decision did not please Clarence a bit when he learned of it.

The goods were sent back with a request for a return of the money, and negotiations are still on between Nora and the mail order house. Perhaps if the shipping department knew that a wedding hangs in the balance they would quicken their action, but they do not know, and the wedding may take place at any time this fall or winter, for it is uncertain, this waiting for a mail order house to refund money.

In the meantime Clarence is looking glum and miserable, and Merchant Martin is wondering if Nora will have to come to him at last and ask for credit for her wedding outfit.

And this is the reason why there are no mail order goods being shipped into Brushville this summer. It is stated by the neighbors that Nora will walk six miles to get her hands on a mail order catalogue. She burns them, like the man who went about scalping Indians because they set fire to his home while he was out after their game.

Alfred B. Tozer.

Some folks never think of coals of fire until August, nor of cups of cold water until December.

Two strings to your bow may be all right if you can keep them clear of your neck.

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.

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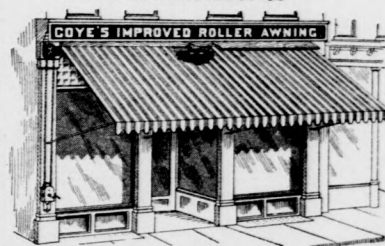
is free from gum and is anti-rust and anti-corrosive. Put up in 1/2, 1 and 5 gal. cans.

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Your Customers

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A Big Profit

FILBERT ROTH.

Glimpse of His Wonderful Work for Forestry.

He was born in Wertemberg, Germany, and came to this country sometime before 1880. I do not know the year, but he was a boy in his teens, and with his family moved to Ann Arbor, which at that time was quite a German city. It may seem strange to you, but probably one-half of the population at that time was German. After the family was settled he started out to earn a livelihood, and because of his close affiliation with practical forest affairs in his native country, he chose to take to the woods. For some years he did everything in a lumber camp from carrying drinking water to the superintendent's work. He also learned to make shoes, to shoe horses and to do almost anything and everything that is required to be done in connection with a modern lumber plant. He became acquainted with men who bought timber and turned it into lumber, with the jobbers who sawed it up, with the salesmen who disposed of the product and with every form of personality connected in any way with the lumbering business. He spent some years thereafter in the Great West as a cowboy and a sheep herder. The relations of his experiences in connection with this work and the many things that he learned in connection with it, would form an interesting book. Sometime I hope he may be induced to write it.

Two years following this experience in the Western grazing region he took up the vocation of a hunter, and thus he not only became acquainted with the ways of the game, but of the wild animals not considered game. He suffered the privations of the lone hunter and enjoyed the exhilaration of the hunt. He became thoroughly acquainted with the timber of a vast region west of the Mississippi River, including the Rockies. He awoke one morning with the intense desire to become educated for a broader work than he could possibly do without the culture which comes from university relationships. With a few hundred dollars which he had saved he came to Ann Arbor and, through the good offices of Professor Spaulding, he was tutored so that under certain conditions he could enter the University. Here he spent four years, and they were eventful years to him; the lines were wonderfully attractive to him, he had a good head and was equal to any amount of hard study; he was greatly interested in the Museum, because of his wide observation in connection with the products of the earth over a vast area of country, and under Dr. Steere, worked in the Museum, for which he received a compensation to assist him in getting through his course. During the last year he performed experiments, as a co-worker with Professor J. B. Johnson, of the Columbia University, St. Louis, in connection with testing the strength of various woods. This work brought him in touch with the Bureau of Forestry at Washington, to which he was called immediately after he graduated at Ann Arbor.

I first met him in Washington in the winter of 1896-97. Immediately following my first acquaintance, he, with Dr. Fernow, was called to the newly-organized Forest School at Cornell University. Here he had immediate charge of the work which the University undertook in the Adirondacks, and it was while he was engaged here that he was recalled to Washington to enter the Interior Department as a chief, charged with the care of all the Government Western reserves.

In the meantime we were starting forestry work here in Michigan and the Board of Regents took sufficient interest in the work of the Michigan Forestry Commission to listen attentively to the suggestion that a Forest School be organized at the University. Upon its organization Professor Roth was the first man to be thought of in connection with the leadership of this department, but at that time he could not be secured; he was not willing to drop his work in the Interior Department because of his feeling of obligation to carry on some things further before he should sever his relationship with the department. However, later on, the political manipulations in this department, as connected with the handling of the great reserves and the tendency to play into the hands of individuals and corporations as against the interest of all the people, he became sufficiently discouraged as to make any financial sacrifice to get into a field of forestry work which he would enjoy.

It was at this juncture that a call was extended to him to come to Michigan, and for half the salary he was getting from the United States Government he was willing to take up the matter of forestry in the Michigan University. At the very outset, however, the Michigan Forestry Commission made its agreement with the University that Professor Roth should be allowed to become the Forest Warden of the State and to be the employe of the State Forestry Commission in carrying on the work of the reserves. While it was perfectly legitimate for Professor Roth to take the salary from the State Forestry Commission, in addition to his University salary, he has never done this, but has turned over to the University the allowance from the Forestry Commission.

The splendid work which he is doing in our State should guarantee to him the sum of both these salaries, and I trust before long there will be an amicable arrangement made which will result in giving Professor Roth the salary that is due for the great accomplishments he is making in our State.

Beyond question the course in forestry in the Michigan University is as good to-day as is given anywhere in the United States, largely because of the wonderful equipment which Professor Roth brings to the work, and if the State of Michigan will grant him the assistance which he should have and which should be commensurate to the demands of the forest interests in our State, this Forest School will have no peer in America.

Chas. W. Garfield.

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We are prepared to furnish all sizes and qualities of WINDOW GLASS. Hand blown and tank made. Our goods are strictly up to the standard of quality. Packages are well made, neatly and uniformly branded. Excellent shipping facilities. Courteous treatment. Shipments direct from factories. It is worth something to secure uniform quality, boxes and branding. We also operate the most extensive grinding and chipping plant in the United States, furnishing plain D. S. Ground, D. S. Chipped, One and Two Process, Geometric Chipped, Enameled Glass, Lettering and Sign Work, etc., etc. We can ship an excellent variety of widths and lengths. Want orders of any size from lights to car loads. Cases contain about 100 sq. ft. Boxes contain about 50 sq. ft. WRITE US FOR PRICES.

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Good Grease
Makes Trade

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FRAZER
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We are either manufacturers or large jobbers of everything that pertains to the

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Grand Rapids, Mich.

THE CORNER CLUB.

Fourth of July and Cannon Fire-crackers.

Written for the Tradesman.

With the front door closed and the delivery boy nodding with his head on the book-keeper's desk, the Corner Club got into action with the grocer in the chair. Mr. Easy was promptly on his feet with the following resolution:

"Resolved—That it is the sense of the Corner Club that a fool with a cannon firecracker is worse than three fools with a shotgun."

"The resolution," said the teacher, "is unpatriotic, and I move that it be laid on the table."

"I can't see what a racket which is dangerous to life as well as to peace of mind has to do with patriotism," said the chairman. "The motion is out of order."

"I think it is about time this club invested in a book on parliamentary law," said the teacher. "The chair's decisions are rank."

"The teacher is fined the limit for disrespect to the chair," replied the grocer. "Speak to your resolution, Mr. Easy."

"I think the resolution might well be adopted without debate," said Mr. Easy. "I can't see how any person in his right mind can oppose it."

The speaker glanced at the teacher, who turned a pretty pink and arose to his feet.

"Perhaps I am not in my right mind," he said, "but I want it understood that I am in favor of the Fourth of July, noise and all, and that cannon crackers would be provided at public expense if I could have my way."

"There'll be bedquits on the walls in your room before long," said the grocer, and the teacher took his seat.

"I can't for the life of me see why the children should not be permitted a good time on the Fourth," said the Mechanic. "At all other times they are suppressed. It used to seem to me, during my childhood, that my chief mission on earth was not to make any noise. I imagine that those of us who are not nervous wrecks can stand a racket for one day in order to give the children a whirl at liberty and freedom from restraint. Anyhow, I am willing to take my chances. Let 'em make all the noise they want to, is what I say."

"You are right about giving the children a good time," said Mr. Easy, "but it is not the children of whom I complain. The kids who wear knee breeches are not the ones who break plate glass windows, and frighten horses, and set fire to dwellings. There are a lot of loafers who take advantage of the occasion to do all these delightful things. A few well-meaning people get up a mild riot for the purpose of establishing a principle. They get things started, and think they are doing quite well with their public protest against the wrongs of which they complain, and lo! here comes a bunch of thieves and murderers and bums, and the off-scourings of the earth generally, and the riot for principle grows into one for spoils, and the poor reformers get the curses of the world for the

whole thing. It is just so with this Fourth of July business. We start the children in with harmless fire-crackers and torpedoes, and along come a lot of half-baked youths with cannon crackers and dangerous fireworks, and there you are."

"I move to amend," said the teacher. "The resolution should define the age at which people may buy fireworks. Mr. Easy seems to be possessed of the notion that no one but little children should be permitted to celebrate the Fourth of July according to time-honored customs."

"The statement is misleading," replied Mr. Easy. "I would not object to the celebration with gun powder and dynamite being universal, for all ages and sexes, if the materials used were not more dangerous than those provided for the children. But with ages comes rivalry. A noise that will suit a 10-year-old is not loud enough to a fresh youth of 20. While the younger fellow is content with scaring the life out of his sister by putting a lighted cracker under her skirt, the older chap is not satisfied unless he can create a panic in a street. The fresh youth—and some of them are above 30—delight in getting in front of the Morton House on the evening before the Fourth and making a little hell away down to Ottawa street. In the meantime the owners of property in that section of the city are on the rack. Any minute a great charge of dynamite wrapped in red paper may tumble through a grating and set a fire in the basement which might cost a million of dollars."

"The insurance people have, I believe," said the grocer, "figured out just how much the Fourth of July costs the underwriters of the country every year, and it is no small sum."

"Away up in the millions," said Mr. Easy.

"I ask the sense of the club," said the teacher, with a grin, "as to how old a person must be before his crackers will set fire to a building."

"There is no doubt that the privileges of the Fourth are abused," said the Mechanic, "but I can see no way of correcting the abuses other than the ones now in vogue. The system of refusing permission to sell explosives of high power seems to me to be the only safe-guard."

"Well," said Mr. Easy, "one way would be for every citizen to carry a club and beat the fools with cannon crackers over the head when they make themselves too conspicuous. Another way would be for the Police Commission to employ a lot of special officers. I guess a few hours at headquarters would cool the patriotism of some of the fresh young bucks whose sole aim on the Fourth of July seems to be to make other people uncomfortable. A man who knocks the block off a fellow who explodes a giant cracker under his feet ought not to be arrested."

"What about the people who throw bunches and long ropes of crackers in front of their places of business simply to attract attention?" asked the grocer. "There is not much patriotism in that."

"There is no patriotism in the odors and noises of the day," said

Mr. Easy, "and the present manner of celebrating ought to be suppressed. Look here. You notice the people who make the most noise next Fourth. You'll find that a lot of them are foreigners who do not know the meaning of the noise. They only know that they are permitted to make fools of themselves and annoy others, and they do it to the limit."

"I don't see the point," said the teacher. "Are you opposed to the celebration of the day in the popular manner which has come down to us from the men who won the liberty of the land?"

"I am opposed to the deviltry of the day, the insolence of the day, the vicious spirit which permeates the tough element, the reckless disregard of personal and property rights," said Mr. Easy. "And—"

The delivery boy crept off his stool, lighted a cannon cracker with a match and put it under a soap box. When the smoke cleared there was not a member of the Corner Club in sight.

Alfred B. Tozer.

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Wall Paper

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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

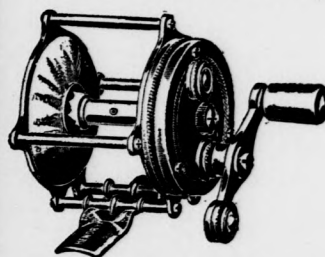
The Old National Bank

50 Years at No. 1 Canal St.

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Assets Over 6 Million Dollars

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Complete Line
of
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Base Ball Goods

**FOSTER STEVENS
& CO.**

Grand Rapids, Michigan



How a Shoe Store Changed from Credit To Cash.

Among those familiar with advertising conditions throughout the country, Knoxville, Tenn., is said to be the greatest advertising city of its size, the city directory figures now being compiled indicating a population of 75,000, including all immediate suburbs.

It is not surprising to find in a city having such a reputation that modern methods of merchandising prevail, a striking instance being the successful conduct of a retail shoe and hat business on a strictly cash basis. Along about August of 1903 a Knoxville concern, after conducting a retail shoe and hat business on the usual credit basis for twelve and a half years, had an experience that caused them to convert their business to a cash basis, making the change within sixty days.

In the month mentioned this firm inaugurated a summer clearance sale, and in order to make it a complete success they cut prices unmercifully, but at the same time they decided to demand cash for every purchase made during this sale. The sale was a success during the entire time it ran, and it was the fact that it was successful for such a comparatively long period that caused the cash policy to be permanently adopted by this firm.

If the public would pay cash one month in the year, if given cash values, why not every month? There were other reasons for the change. Two-fifths of their total sales were made on credit, and at the first of each month there was a stack of bills to be made out, gone over and collected if possible, all of which caused an exasperating expenditure of time, labor, money and patience. As the average shoe bill is comparatively small the cost of collecting it is comparatively large, tending to reduce the net profit of the retailer. But this fact that the average sale is small is a favorable factor in selling shoes for cash, as a person will readily pay the price of a pair of shoes where he would not, or rather could not, pay down the price of a suit of clothes or some other higher priced commodity.

Business friends who were consulted in reference to the contemplated change gave little encouragement, one or two saying that if the firm were just entering business it might be possible. The fallacy of this latter view was apparent as the volume of their cash business was sufficient in itself, even should their entire credit patronage be lost, to pay all expenses and net them a limited profit.

The change being decided upon, it was determined to have a formal opening under the new policy, and widespread announcement of the fact was made in newspapers, circulars and by personal letters to all credit customers. In these letters the causes for the change were fully explained and the advantages to be given

customers under the new policy were strongly set forth. The opening day came and as prices had been radically reduced, and former and present prices having been given in all advertisements, the store was crowded and the event proved to be as successful as any "sale." From that day there was no question about the success of the new policy. During the first year, despite the loss of many credit customers, many of whom have since returned, however, the sales did not fall below the aggregate of the year previous, and as many accounts due on goods sold in previous years were collected the receipts really ran over those of the previous year.

It is doubtful if there is any other firm in Knoxville in the same line of business doing a larger volume of business than this firm; there is certainly no firm doing a cleaner or more satisfactory business.

It took nerve to make this change, and hustling and advertising have been the large factors in making the new policy successful. From close observations it is the writer's belief that firms conducting their business on a cash basis (and there are several other firms in Knoxville in other lines of trade equally successful in conducting their business on cash lines), are thereby caused to become extremely ambitious to push up their sales, the reason for it being that each day is complete in itself and there is a constant desire to make each day's sales as large as possible.

The members of this firm, and their employees, are incessant workers, an instance of this being the fact that they spend many hours in dressing their windows where an ordinary shoe store would spend one. Their two windows are changed regularly each week and usually each has scores of different items in them and each item is tagged with the price. While they contain so many items they are so artistically displayed that they never have the appearance of being crowded. This is really one of their most effective modes of advertising and the results are worth the time and labor expended.

Almost every form of advertising is used, practically half a page being run in the Friday issue of the evening paper and the same space in the Sunday issue of the morning paper, while street cars are used regularly and bill boards are used for posters furnished by manufacturers whose advertised brands they handle. During special sales which are run for a month at a time in the dull season between winter and spring and between summer and fall, newspaper announcements are made more often, circulars are distributed, mailing lists are used, novelties are sent out and every form of advertising that promises a sufficient return is brought into play. While cash values is the theme of all advertising, it is a fact that shrewd buying plays a large part in enabling them to give good values, but this faculty of shrewd buying is doubtless developed, as was previously suggested, by this cash system of doing business.

Doubtless merchants will probably enquire, Does this firm actually make every sale for spot cash? The writer

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR

SOLD HERE

MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

You Are Master of the Situation

If you have what the people want they'll come after it—don't have to ask them very hard either if you sell

Hard-Pan Shoes

Competition will never, never keep the people away from a store that handles Hard-Pans in the right way.

One more proposition: We are sorry but one man in a town can have them. Order a case to day. We'll return your order if the other fellow beats you out.

Our Name on the Strap of Every Pair

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

Boys and Girls

**Give Shoes Very
Hard Wear and
We Know It**



And we build them so well and out of such good stock that they stand hard abuse a little better than any other juvenile foot wear made.

A wear test of a few pairs of our Star shoes for boys and Cordivans for girls will convince you of the truth of this assertion.

Ours are the kind of shoes that go on the feet and don't stay long on the shelves.

Write us where you live and let us show you how good they are.

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

answers, Yes, absolutely, no pair of shoes ever going out on approval until paid for, the price to be refunded if the shoes are returned within a very few days. Furthermore, packing boxes sold to jobbers are paid for when delivered and every item that goes out of this store must show its price on the cash register at the close of the day. Each cash ticket is a rebate ticket for 5 per cent. of the purchase made, good on any subsequent purchase. This is a strong string to pull back a customer. The valuable experiences which this change have developed would fill a large volume.—Advertising World.

Uncle Hank's Advice on "Specialty" Business.

It makes me tired when I hear these blamed old general shoe store proprietors and managers a-kickin' about these here specialty houses. Holly gee! you know I feel just as if I wanted to get busy right off and sell one or two of 'em a gold brick. On the dead, I believe that they'd buy without a murmur. Specialty—why, good gracious, who wants a better chance than the man in a general shoe store! He's got specialty to burn right before his eyes. Get your eyes open, get after those specialty fellows.

Did you ever stop to think that you have it on these specialty fellows to a finish? Now I ain't a goin' to argue this case at all. I am just a goin' to tell you general shoe store fellows where to get off at. Let me see where the dickens I shall start to tell you how to "specialize." There is so blamed many ways that it makes me madder than a bull in a china shop to tell you what to do.

Well, here goes for a starter. You just try this, and see whether you can't open your eyes and find some more yourself. Take these baby shoes, for instance, I know they have been a kickin' about. Well, say, talk about specialty, I don't know a woman in the town, or county either, that won't remember the place where she got the kid's first shoe—and I'll bet a new hat against a case of your odd lots that if she was pleased she went back there to see if she couldn't get a pair of shoes for herself. So there you get it right in Uncle Hank's condensed form how to start a specialty.

Gosh all hemlock, look at that there stock of soft soles. I'll bet you you have been giving 'em stuff for 50 cents a pair that you have been paying about three and a quarter a dozen for. Now right there is where you're on the wrong track. You just want to get busy and get something that is something. Set right down and take a piece of paper, and write a letter to the Shoe Retailer man asking him where you can buy baby cacks and shoes that your kid, if you have one, would wear without your being ashamed to have 'em on his feet. Say you get a line that ain't to pay you quite so much profit as the others did, but you will have something that will start you "specializing" right on the start.

Now I know blamed well that you will start to argue this way: First, you will say, "What the dickens do I want to write to that there shoe pa-

per for? I can buy baby shoes without writing to those fellows. Always buck in the start; o' course you can buy baby shoes without writing to a newspaper, but I want you fellows to know right now that newspapers are "specializers," and they'll give you a tip right. They know right where they're at, and they know who has the stuff at the right price, and they'll put you on for an all-fired good starter to "specialize."

Now here's number two for "specializing." You just get mighty busy in that baby stock, clean them odd ones off the shelf; if you can't do it one way, do it another. Don't go filling your store full of old truck but you just take them old ones and give them away.

Holly gee, I can just see you fellows sittin' up and sayin' that Hank's crazier than a loon. Well, now, that's all right, just as I said it, only don't give 'em away unless you get something in return for it. You just think it over, then shove an advertisement in your daily paper and tell 'em that you will throw in any pair of those shoes in your window for the kids, with any pair of two or two-fifty women's shoes in your shack. And I bet you, you'll say that Hank's ideas ain't quite as crazy as you thought they was.

Now you take and replace those kids' shoes with some of those kind that makes the mother stop and look and go home and call over the garden fence to her neighbors and ask if they had seen those perfectly lovely baby shoes at your place.

Now that's a starter on your "specializer." You'll find that that neighbor woman will be coming down street one of these days and take a peep right in your window to have a look at them kids' shoes. And if you get them kid shoes a settin' up there in mighty good shape you'll find that she'll be coming inside and be getting a pair for the kid. Right there is where you want to light, 'cause that woman wears shoes just as well as the baby, and if you get a salesman that knows his business you're goin' to stand a mighty good chance to sell her a pair at one time or other.—Shoe Retailer.

Shiny Leather Outlook.

A prominent tanner of patent side leather remarked in reply to a question as to whether shiny leather was to be as popular and salable for another year:

"There is nothing whatever to indicate the least abatement. Tanners and jappanners have made such rapid progress in improving the standard that lacquered leather is as staple as any other leather. All dealers looked for a falling off in sales during June, but none was perceptible and practically all dealers are sold ahead for several weeks' delivery. Were they to accumulate a fair amount they would not be adverse to doing so, as we have all found it exceedingly difficult to keep our customers supplied at all times. We do not guarantee the wear, and do not have to."

Don't look for trouble unless you know what to do with it when you find it.



Get Ready For Fall Business

Put in a
Bicycle
Step Ladder

and your top shelves
will be within easy
reach.

Have you seen our fall line of Rouge Rex Shoes?
Write for Catalogue.

Hirth, Krause & Co., Grand Rapids, Mich.

REEDER'S

GRAND RAPIDS, MICH.

Our Greyhound Tennis Shoes

Were Never Excelled at the Price

Women's, Misses' and Children's

White Canvas Oxfords

75c to \$1.60

Cleaner for White Shoes 75c Dozen



We are State Agents
GEO. H. REEDER & CO.
Grand Rapids, Mich.

Cleanliness in a Shoe Store.

The average man does not like dirt and disorder. What impression does he get of your store the first time he enters it?

Try this experiment on yourself. Put on your hat and go over across the street. Then come back and look at your own store. How does it strike you? Is it well swept? Are the windows clean? Is the stock properly placed? Are there empty cartons lying around with the covers off? Are there gaps in your shelves? Are the shelves, counters and wood-work dusted? Is the brasswork polished?

All these are points which thrust themselves upon the attention of the average man and of even the most careless and unobserving. In fact, they stick out like a sore thumb.

There is no reason for dirt in a shoe store. There may be excuses, but an excuse isn't a reason.

But perhaps you say, "The shoes I am selling are just as good, they fit just as well, they wear just as long, and the price is the same whether my store is dusted every few minutes or not."

Now don't try to justify dirt. Dirt is an enemy in more ways than one. It injures the appearance of the stock, making it less salable. It lessens the wearing qualities of the leather. It is unsanitary and above all it shows slackness.

The average man who enters your store is but half convinced that he wants a pair of your shoes. It is up to you to convince the other half. No sale is complete until the shoes are wrapped up and delivered to the man and his money is in your cash register. If a prospective customer sees that you are careless about the looks of your store he very likely concludes that you are also careless about your stock and are either unable to fit him properly because you haven't his size or are too careless to try. All your arguments calculated to impress him with your desire to please are offset by the mute but forcible evidence of your store, which in unmistakable terms testifies against you. You are obliged, therefore, to spend more time in making your sale, or as is often the case, lose the sale entirely, simply because you neglected to have your store and stock in proper condition.

Not only is the sale difficult or impossible to make, but it will be hard to get that particular man back in your store again. He may not tell you that he has noticed the dirt and the disorder, but you can bank on it that he will tell somebody else.

There are people, of course, who may not notice if your store is untidy, but the vast majority of people do notice it and it is the desire of every ambitious dealer to do business with as many people as possible.

Every minute and every cent devoted to making your store look cleaner and neater is a minute saved and a cent well invested. Even in rush hours it is not a difficult matter, as many orderly dealers can testify, to put the shoes back in the boxes and the boxes back on the shelves.

"A place for everything and everything in its place," is an old motto that isn't half worn out yet.

Dirt and Disorder are twin Devils. They don't belong in an up-to-date shoe store.

Drive them out.

The Shoe Clerk Should Be Persistent.

A prerequisite to success in any field of human endeavor is persistence, and without this characteristic the young man in the retail shoe store can hardly expect to accomplish the maximum of achievement. Rome was not built in a day, and everything that is of value is worth the energy and time needed to attain it. Invariably the more valuable an accomplishment, the greater is the necessary expenditure of energy and time.

These statements are particularly pertinent in the life of the struggling clerk in retail shoedom. The inexperienced young man commencing on a small salary has much to learn before he may reasonably expect to advance, and it is not only by keeping everlastingly at it, displaying a persistence that will not be thwarted, combating discouragement, fighting manfully toward the goal on which his vision is focused, that he ultimately "wins out."

Everywhere where human competition is an element the "survival of the fittest" is a ruling condition, and every man who "gets there" does so deservedly. Business to-day is a cold proposition. In the mercantile life of the present, natural laws govern and Nature plays no favorites. Hard work and persistent endeavor are the necessary adjuncts to a successful career. A realization of this fact will be a good tonic to our energy. Be up and doing, for opportunities are at hand. Great rewards are promised for intelligent effort. Remember, it is push, persistent, systematic effort in meeting each day's difficulties, that will keep a business well to the front in these days—for success lies in continuous effort along a certain line.

Woman and Her Shoes.

An artist has recently said that the prevailing fashion of high heels makes women walk like centipedes. As if that were not enough, an observing young man said the other day that you could tell before the evening was half over at a dancing party which girls wore high heels on their slippers just by looking at the expression of their faces. The girls with high heels looked tired and anxious and old, yes, actually "old." The reason is not far to seek. Of course everyone dances on the toe and the ball of the foot, but when the dancing steps stop the foot drops to its natural position—if it can—and all the muscles relax and rest. With a high heel under the foot it can not.

Still another high authority, a "fashion writer," says that the surest mark of a well dressed, sensibly dressed, appropriately dressed and truly fashionably dressed pedestrian is the trim, square-toed shoe, and this shoe does not have a high heel. It seems strange that any one needs to be told that. Athletes and pedestrians and

dancing men do not wear high heels. Imagine for a moment how they would look, and how awkward they would be.

For women and girls to handicap themselves by the wearing of a ridiculous pointed heel, of either the so-called "military" or the "French" type, half the time lop-sided, run-down and untidy, is beyond the ken of mere man, but the shoes themselves and the ungraceful gait they cause are not.

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

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

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

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

Oxfords SUMMER Tennis

"Three Words With But a Single Meaning"

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

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

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

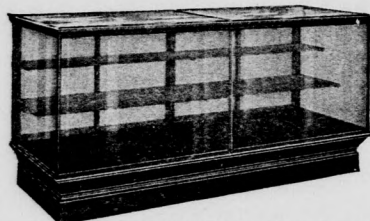
Waldron, Alderton & Melze, Saginaw, Mich.

Wholesale Boots, Shoes and Rubbers

131-133-135 No. Franklin St.

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

Store and Shop Lighting

600 Candle Power Diamond
Headlight Out Door Lamp

made easy, effective and 50 to 75 per cent cheaper than kerosene, gas or electric lights by using our

Brilliant or Head Light Gasoline Lamps

They can be used anywhere by anyone, for any purpose, business or house use, in or out door. Over 100,000 in daily use during the last 8 years. Every lamp guaranteed. Write for our M T Catalog, it tells all about them and our gasoline systems.

Brilliant Gas Lamp Co.

42 State St., Chicago, Ill.



100 Candle Power

NEW YORK MARKET

Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 14—Speculative coffee has been somewhat depressed, and as reports of the European selling came in there was a feeling that led to some decline. But the spot article is in good shape and jobbers generally report a fair run of business, although, of course, when speculation dies out there will be some effect shown on the "real stuff." At the close the feeling is steady at 73½@77½c for Rio No. 7. In store and afloat there are 3,249,466 bags, against 3,808,123 bags at the same time last year. The stock of coffee at Rio and Santos on Thursday was 824,000 bags, or 285,000 bags less than one year ago. Little actual business has been done in the milder sorts, but the whole list is well held.

The demand for refined sugar has been lively, as might be expected at this time of year, although for the moment dealers are pretty well stocked and the last day or so have perhaps brought in fewer orders; but, all in all, the trade is satisfactory.

Teas are practically without change. There will be a few days together when quite a rush of business will set in, and these will be followed by a decided lull. Prices are without change and buyers and sellers both feel ready to take a vacation.

Stocks of rice have shown quite a diminution, and as a result the market has gathered strength from day to day. Quotations show no advance, but "things tend that way." Choice to fancy, 45½@5½c; Patna, 5¼@5¾c.

Holders of spices are very firm and no concession seems to be made on anything. Buyers take only small lots and no great activity is looked for until September, if then. Stocks are not large and any considerable call will have its effect.

Not an item of interest can be found in the molasses market. Sales are generally of small lots, save in the case of the big bakeries, and they are not accumulating any; but holders are confident of an excellent fall and winter trade and prices are well sustained, while additional strength is given as stocks become depleted. Good to prime centrifugal, 18@28c and almost every fraction between these figures is given; open-kettle, 30@38c. Syrups are fairly active and quotations are firm and unchanged.

In canned goods the market is very firm for corn, and this article is going to be an interesting one for the whole season. The better grades are steadily appreciating both for spot and futures, and holders are confident that this year they will have an inning. The new food law will give them an opportunity to meet honest competition, and not for a good while have they felt so much encouraged. Some say there will be 40 per cent. less acreage of sweet corn this year than last. Tomatoes have been eas-

ier, and at the close buyers are able to make purchases, it is said, at 85c for full standard 3's, Maryland pack, delivered in New York, although the 90c rate is nominally the going price. Some pretty good lots have been worked off and the situation is better than for some time. In futures little is being done. The market is awaiting the outgiving of quotations on California fruits for 1906, and no important transactions have been recorded. Michigan and Wisconsin are being carefully watched as to the pea crop, and some anxiety is felt that the output will not be all that was hoped for. Packers there decline taking more orders until they know where they "are at."

No change is to be noted in dried fruits, either foreign or domestic.

Seeded raisins are said to be firmly held at former quotations and there is said to be very little stock left on the coast. Stocks here are not overabundant, but seem sufficiently large for requirements.

Lemons are in such abundant supply—good, bad and indifferent—that quotations are at all figures, from \$1 @5 per box, with an average of perhaps \$3.50.

No change of note has taken place in butter during the week, and while quotations are generally well sustained, the demand is ordinary. Officially the rate for extra creamery is 20¼c, but 21c has been paid. Seconds to firsts, 18@20c; imitation creamery, 16½@18½c; factory, 15½@17c; renovated, 16@18½c.

There is a better feeling in cheese,

but prices are unchanged and are not likely to show any immediate advance. Rates in the country seem to be fully as high as here, and in certain cases a little higher.

Eggs are very firm for the nearby sorts and 23c is about the rate for fancy white New York and Pennsylvania stock. Medium grades are in quite plentiful supply, and while extra firsts are quoted at 18@18½c, most of the arrivals work out at 15@16c.

A Brooklyn business man says that good looks are against the girl who is seeking for a place. She so distracts or attracts the attention of the male clerks that they get muddled in their work.



In the Race for First Choice

The Ben-Hur Cigar

Is Always the First Under the Wire

Ben-Hurs have been in the race through prosperity times and through hard times. Whether the track of Commerce has been "fast" or "slow," the results have never been disappointing.

This brand has always sold a "favorite," and even with dealers who felt a little risky on the outcome of the winning "heat," yet they have always had a sure thing in selecting **Ben-Hurs** for a good "place" among the prime favorites with their particular trade.

Many supposed fast ones have looked mighty promising under the influence of their "get-away dope" and have been followed by hired crowds of smooth, persuasive "touters," yet the best posted judges of cigar quality have been compelled to mark "distanced" on the board before the first "heat" was finished.

Dealers who place their money on the **Ben-Hur** are always sure of large winnings.

There's Not A Poor One In A Million.

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

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

THE NEW LAW.

Full Text of the National Statute Governing Food.

An act for preventing the manufacture, sale or transportation of adulterated or misbranded or poisonous or deleterious foods, drugs, medicines and liquors, and for regulating traffic therein, and for other purposes.

Be it enacted by the Senate and House of Representatives of the United States of America in Congress assembled, That it shall be unlawful for any person to manufacture within any territory or the District of Columbia any article of food or drug which is adulterated or misbranded, within the meaning of this act; and any person who shall violate any of the provisions of this section shall be guilty of a misdemeanor, and for each offense shall, upon conviction thereof, be fined not to exceed \$500 or shall be sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court, and for each subsequent offense and conviction thereof shall be fined not less than \$1,000 or sentenced to one year's imprisonment, or both such fine and imprisonment, in the discretion of the court.

Sec. 2. That the introduction into any state or territory or the District of Columbia, from any other state or territory or the District of Columbia, or from any foreign country, or shipment to any foreign country of any article of food or drugs which is adulterated or misbranded, within the meaning of this act, is hereby prohibited; and any person who shall ship or deliver for shipment from any state or territory or the District of Columbia to any other state or territory or the District of Columbia, or to a foreign country, or who shall receive in any state or territory or the District of Columbia, from any other state or territory or the District of Columbia, or foreign country, and having so received, shall deliver, in original unbroken packages, for pay or otherwise, or offer to deliver to any other person, any such article so adulterated or misbranded within the meaning of this act, or any person who shall sell or offer for sale in the District of Columbia or the territories of the United States any such adulterated or misbranded foods or drugs, or export or offer to export the same to any foreign country, shall be guilty of a misdemeanor, and for such offense be fined not exceeding \$20 for the first offense, and upon conviction for each subsequent offense not exceeding \$300 or be imprisoned not exceeding one year, or both, in the discretion of the court; provided, that no article shall be deemed misbranded or adulterated within the provisions of this act when intended for export to any foreign country and prepared or packed according to the specifications or directions of the foreign purchaser when no substance is used in the preparation or packing thereof in conflict with the laws of the foreign country to which said article is intended to be shipped; but if said article shall be in fact sold or

offered for sale for domestic use or consumption, then this proviso shall not exempt said article from the operation of any of the other provisions of this act.

Sec. 3. That the Secretary of the Treasury, the Secretary of Agriculture and the Secretary of Commerce and Labor shall make uniform rules and regulations for carrying out the provisions of this act, including the collection and examination of specimens of foods and drugs manufactured or offered for sale in the District of Columbia, or in any Territory of the United States, or which shall be offered for sale in unbroken packages in any state other than that in which they shall have been respectively manufactured or produced, or which shall be received from any foreign country, or intended for shipment to any foreign country, or which may be submitted for examination by the chief health, food or drug officer of any state, territory or the District of Columbia, or at any domestic or foreign port through which such product is offered for inter-state commerce, or for export or import between the United States and any foreign port or country.

Sec. 4. That the examinations of specimens of foods and drugs shall be made in the Bureau of Chemistry of the Department of Agriculture, or under the direction and supervision of such bureau, for the purpose of determining from such examinations whether such articles are adulterated or misbranded within the meaning of this act; and if it shall appear from any such examination that any of such specimens is adulterated or misbranded within the meaning of this act, the Secretary of Agriculture shall cause notice thereof to be given to the party from whom such sample was obtained. Any party so notified shall be given an opportunity to be heard, under such rules and regulations as may be prescribed as aforesaid, and if it appears that any of the provisions of this act have been violated by such party, then the Secretary of Agriculture shall at once certify the facts to the proper United States District Attorney, with a copy of the results of the analysis or the examination of such article duly authenticated by the analyst or officer making such examination, under the oath of such officer. After judgment of the court, notice shall be given by publication in such manner as may be prescribed by the rules and regulations aforesaid.

Sec. 5. That it shall be the duty of each district attorney to whom the Secretary of Agriculture shall report any violation of this act, or to whom any health or food or drug officer or agent of any state, territory or the District of Columbia shall present satisfactory evidence of any such violation, to cause appropriate proceedings to be commenced and prosecuted in the proper courts of the United States, without delay, for the enforcement of the penalties as in such case herein provided.

Sec. 6. That the term "drug," as used in this act, shall include all medicines and preparations recognized in the United States Pharma-

copoeia or National Formulary for internal or external use, and any substance or mixture of substances intended to be used for the cure, mitigation or prevention of disease of either man or other animals. The term "food," as used herein, shall include all articles used for food, drink, confectionery or condiment by man or other animals, whether simple, mixed or compounded.

Sec. 7. That for the purposes of this act an article shall be deemed to be adulterated—

In case of drugs:

First. If, when a drug is sold under or by a name recognized in the United States Pharmacopoeia or National Formulary, it differs from the standard of strength, quality or purity, as determined by the test laid down in the United States Pharmacopoeia or National Formulary official at the time of investigation; provided that no drug defined in the United States Pharmacopoeia or National Formulary shall be deemed to be adulterated under this provision if the standard of strength, quality or purity be plainly stated upon the bottle, box or other container thereof although the standard may differ from that determined by the test laid down in the United States Pharmacopoeia or National Formulary.

Second. If its strength or purity fall below the professed standard or quality under which it is sold.

In the case of confectionery:

If it contain terra alba, barytes, talc, chrome yellow or other mineral substance or poisonous color or flavor or other ingredient deleterious or detrimental to health, or any vinous, malt or spirituous liquor or compound or narcotic drug.

In the case of food:

First. If any substance has been mixed and packed with it so as to reduce or lower or injuriously affect its quality or strength.

Second. If any substance has been substituted wholly or in part for the article.

Third. If any valuable constituent of the article has been wholly or in part abstracted.

Fourth. If it be mixed, colored, powdered, coated or stained in a manner whereby damage or inferiority is concealed.

Fifth. If it contain any added poisonous or other added deleterious ingredient which may render such article injurious to health; provided, that when in the preparation of food products for shipment they are preserved by any external application applied in such manner that the preservative is necessarily removed mechanically or by maceration in water or otherwise, and directions for the removal of said preservative shall be printed on the covering or the package, the provisions of this act shall be construed as applying only when said products are ready for consumption.

Sixth. If it consists in whole or in part of a filthy, decomposed or putrid animal or vegetable substance or any portion of an animal unfit for food, whether manufactured or not, or if it is the product of a diseased

animal or one that has died otherwise than by slaughter.

Sec. 8. That the term "misbranded," as used herein, shall apply to all drugs or articles of food or articles which enter into the composition of food, the package or label of which shall bear any statement, design or device regarding such article, or the ingredients or substances contained therein which shall be false or misleading in any particular, and to any food or drug product which is falsely branded as to the state, territory or country in which it is manufactured or produced.

That for the purposes of this act an article shall also be deemed to be misbranded—

In case of drugs:

First. If it be an imitation of or offered for sale under the name of another article.

Second. If the contents of the package as originally put up shall have been removed, in whole or in part, and other contents shall have been placed in such package, or if the package fail to bear a statement on the label of the quantity or proportion of any alcohol, morphine, opium, cocaine, heroin, alpha or beta eucaine, chloroform, cannabis indica, chloral hydrate or acetanilide, or any derivative or preparation of any such substances contained therein.

In the case of food:

First. If it be an imitation of or offered for sale under the distinctive name of another article.

Second. If it be labeled or branded so as to deceive or mislead the purchaser or purport to be a foreign product when not so, or if the contents of the package as originally put up shall have been removed in whole or in part and other contents shall have been placed in such package, or if it fail to bear a statement on the label of the quantity or proportion of any morphine, opium, cocaine, heroin, alpha or beta eucaine, chloroform, cannabis indica, chloral hydrate or acetanilide, or any derivative or preparation of any of such substances contained therein.

Third. If in package form, and the contents are stated in terms of weight or measure, they are not plainly and correctly stated on the outside of the package.

Fourth. If the package containing it or its label shall bear any statement, design or device regarding the ingredients or the substances contained therein, which statement, design or device shall be false or misleading in any particular; provided, that an article of food which does not contain any added poisonous or deleterious ingredients shall not be deemed to be adulterated or misbranded in the following cases:

1. In the case of mixtures or compounds which may be now or from time to time hereafter known as articles of food, under their own distinctive names, and not an imitation of or offered for sale under the distinctive name of another article, if the name be accompanied on the same label or brand with a statement of the place where said article has been manufactured or produced.

2. In the case of articles labeled,

branded or tagged so as to plainly indicate that they are compounds, imitations or blends, and the word "compound," "imitation" or "blend," as the case may be, is plainly stated on the package in which it is offered for sale; provided, that the term "blend" as used herein shall be construed to mean a mixture of like substances, not excluding harmless coloring or flavoring ingredients used for the purpose of coloring and flavoring only; and provided further, that nothing in this act shall be construed as requiring or compelling proprietors or manufacturers of proprietary foods which contain no unwholesome added ingredient to disclose their trade formulas, except in so far as the provisions of this act may require to secure freedom from adulteration or misbranding.

Sec. 9. That no dealer shall be prosecuted under the provisions of this act when he can establish a guaranty signed by the wholesaler, jobber, manufacturer or other party residing in the United States, from whom he purchases such articles, to the effect that the same is not adulterated or misbranded within the meaning of this act, designating it. Said guaranty, to afford protection, shall contain the name and address of the party or parties making the sale of such articles to such dealer, and in such case said party or parties shall be amenable to the prosecutions, fines and other penalties which would attach, in due course, to the dealer under the provisions of this act.

Sec. 10. That any article of food, drug or liquor that is adulterated or misbranded within the meaning of this act, and is being transported from one state, territory, district or insular possession to another for sale, or, having been transported, remains unloaded, unsold or in original unbroken packages, or if it be sold or offered for sale in the District of Columbia or the territories or insular possessions of the United States, or if it be imported from a foreign country for sale, or if it is intended for export to a foreign country, shall be liable to be proceeded against in any district court of the United States within the district where the same is found, and seized for confiscation by a process of libel for condemnation. And if such article is condemned as being adulterated or misbranded, or of a poisonous or deleterious character, within the meaning of this act, the same shall be disposed of by destruction or sale, as the said court may direct, and the proceeds thereof, if sold, less the legal costs and charges, shall be paid into the treasury of the United States, but such goods shall not be sold in any jurisdiction contrary to the provisions of this act or the laws of that jurisdiction; provided, however, that upon the payment of the costs of such libel proceedings and the execution and delivery of a good and sufficient bond to the effect that such articles shall not be sold or otherwise disposed of contrary to the provisions of this act or the laws of any state, territory, district or insular possession, the court may by order direct that such articles be delivered to the owner thereof. The

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.	Per
120	100
122	2 90
124	2 90
126	2 90
128	2 90
130	2 90
132	2 90
134	2 90
136	2 90
138	2 90
140	2 90
142	2 90
144	2 90
146	2 90
148	2 90
150	2 90
152	2 90
154	2 90
156	2 90
158	2 90
160	2 90
162	2 90
164	2 90
166	2 90
168	2 90
170	2 90
172	2 90
174	2 90
176	2 90
178	2 90
180	2 90
182	2 90
184	2 90
186	2 90
188	2 90
190	2 90
192	2 90
194	2 90
196	2 90
198	2 90
200	2 90

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
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BUTTS, CAST.

Cast Loose, Pin, figured	70
Wrought, narrow	60

CHAIN.

Common, 7 c.	6 c.	6 c.	4 c.
BB, 8 c.	7 c.	6 c.	6 c.
BBB, 8 c.	7 c.	6 c.	6 c.

CROWBARS.

Cast Steel, per lb.	5
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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
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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
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HOLLOW WARE.

Pots	50 & 10
Kettles	50 & 10
Spiders	50 & 10

HORSE NAILS.

Au Sable	dis. 40 & 10
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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.
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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
1 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
14x26, 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
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SAND PAPER

List acct. 19, '86	dis. 50
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SASH WEIGHTS

Solid Eyes, per ton	23 00
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SHEET IRON

Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 30
No. 27	4 40
All sheets No. 18 and lighter, over 30	4 10
inches wide, not less than 2-10 extra.	

SHOVELS AND SPADES

First Grade, Doz	5 50
Second Grade, Doz	5 00

SOLDER

1/2 @ 1/2	21
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The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.

SQUARES

Steel and Iron	60-10-5
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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	12
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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, Nicked	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE

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

Churns

2 to 6 gal. per gal.	6 1/2
Churn Dashers, per doz.	8 1/2

Milkpans

1/2 gal. flat or round bottom, per doz.	48
1 gal. flat or round bottom, each	6
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	6

Stewpans

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

Jugs

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

SEALING WAX

5 lbs. in package, per lb.	2
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LAMP BURNERS

No. 0 Sun	35
No. 1 Sun	38
No. 2 Sun	50
No. 3 Sun	85
Tubular	60
Nutmeg	50

MASON FRUIT JARS

With Porcelain Lined Caps	
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Pints	Per gross 5 00
Quarts	5 25
1/2 gallon	8 00
Caps	2 25

Fruit Jars packed 1 dozen in box.

LAMP CHIMNEYS—Seconds.

Per box of 6 Joz.	
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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</

proceedings of such libel cases shall conform, as near as may be, to the proceedings in admiralty, except that either party may demand trial by jury of any issue of fact joined in any such case, and all such proceedings shall be at the suit of and in the name of the United States.

Sec. 11. The Secretary of the Treasury shall deliver to the Secretary of Agriculture, upon his request from time to time, samples of food and drugs which are being imported into the United States or offered for import, giving notice thereof to the owner or consignee, who may appear before the Secretary of Agriculture, and have the right to introduce testimony, and if it appear from the examination of such samples that any article of food or drug offered to be imported into the United States is adulterated or misbranded within the meaning of this act, or is otherwise dangerous to the health of the people of the United States, or is of a kind forbidden entry into or forbidden to be sold or restricted in sale in the country in which it is made or from which it is exported, or is otherwise falsely labeled in any respect, the said article shall be refused admission, and the Secretary of the Treasury shall refuse delivery to the consignee and shall cause the destruction of any goods refused delivery which shall not be exported by the consignee within three months from the date of notice of such refusal under such regulations as the Secretary of the Treasury may prescribe; provided, that the Secretary of the Treasury may deliver to the consignee such goods pending examination and decision in the matter on execution of a penal bond for the amount of the full invoice value of such goods, together with the duty thereon, and on refusal to return such goods for any cause to the custody of the Secretary of the Treasury, when demanded, for the purpose of excluding them from the country, or for any other purpose, said consignee shall forfeit the full amount of the bond; and provided further, that all charges for storage, cartage and labor on goods which are refused admission or delivery shall be paid by the owner or consignee, and in default of such payment shall constitute a lien against any future importation made by such owner or consignee.

Sec. 12. That the term "territory" as used in this act shall include the insular possessions of the United States. The word "person" as used in this act shall be construed to import both the plural and the singular, as the case demands, and shall include corporations, companies, societies and associations. When construing and enforcing the provisions of this act, the act, omission or failure of an officer, agent or other person acting for or employed by any corporation, company, society or association, within the scope of his employment or office, shall in every case be also deemed to be the act, omission or failure of such corporation, company, society or association, as well as that of the person.

Sec. 13. That this act shall be in force and effect from and after the first day of January, 1907.

Approved June 30, 1906.

New High Speed Steel as Hard as Glass.

To have told an old machinist ten years ago that a steel lathe tool one day would be cutting into a steel shaft at such speed that the cutting point would reach a cherry red and yet go on cutting unimpaired while the steel chips fell away at blue heat would have caused the old machinist to turn away in anger at the idea.

To-day the "high speed" steel of the laboratory not only is doing this but in its ability to hold the cutting point at such heat of friction the lathe builder and the drill press manufacturer are overturning the gearings of the old machines in order to bring them up to the possibilities of this new cutting edge of glass hardness whose resistance to red heat is one of the modern wonders of the age of steel.

In order that the layman may appreciate what the cutting edge, working at red heat, may mean, the machinist's lathe should be shown in comparison with the wood lathe of the turner.

In turning wood the speed of the object in the lathe revolving against the cutting chisel may be regulated, regardless of the friction heat on the cutting edge. A baseball bat, turning in the lathe, may make 700 or 1,000 revolutions a minute and still not affect the temper of the ordinary carbon steel in the cutting chisel.

But in the turning of iron and steel shafts in the metal lathe the first regard for speed was shaded at once in the question of heating the cutting tool until its temper would be destroyed.

For example, in the wood lathe a piece of timber making 600 revolutions a minute, while of the diameter of four inches, would allow of a shaving 600 feet long to trail from the cutting tool every sixty seconds. In the old metal lathe, with the old carbon steel tool, an iron shaft four inches in diameter would allow of only twenty-five feet of shaving in the same sixty seconds. With one turn of the shaft to one foot of shaving, this means that the limit of the carbon tool is just twenty-five turns of the shaft a minute.

But with the introduction of the high speed steel about five years ago, the machinist at the metal lathe began to see new possibilities in his machine. The first story of the steel, and the statement that it would cut a steel or iron shaft after the friction had reddened the cutting point, came from Homestead, Pa. There, according to a story that had started and that kept on traveling, a man in a machine shop had succeeded in making a steel cutter which was impervious to the annealing influences of red heat, and which wore immeasurably longer than the best of carbon steel.

"High speed" steel was its designation in the shops where it was used, and when the shops were sought out it was discovered that the steel was

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Charge goods, when purchased, directly on file, then your customer's bill is always ready for him, and can be found quickly, on account of the special index. This saves you looking over several leaves of a day book if not posted, when a customer comes in to pay an account and you are busy waiting on a prospective buyer. Write for quotations.



TRADESMAN COMPANY, Grand Rapids

produced in a little guarded brick building in a far corner of the grounds. Finally two men got together on the proposition and discovered that the possibilities of the new process steel even might be better than the possibilities of the machine shop itself. In the end it was decided that selling the shop rights to the steel might be best and shop rights were sold for as much as \$2,000. But the final result was that several manufacturers of this high speed steel have come into the field, one even of British manufacture, which pays the tariff schedule on steel, to sell at 71 cents a pound on the market.

In tempering the ordinary carbon steel the reader may be familiar with the general process. Taking a cold chisel as an example of the edged tool, the whole lower end of the tool is heated to a dull red, after which the edge of the chisel, perhaps three-quarters of an inch from the edge, is cooled suddenly in water. This cooled surface, coming from the water, is almost as white as silver, but as the expert holds the surface to the light he sees a straw colored rim of heat crawling down toward the edge, followed by the darker field of deep blue. Just when the blue has run to the edge of the tool itself the whole chisel is plunged into water and cooled, ready for use.

But there is little or no carbon in the high speed steels. When a bar of it in untempered state is snapped there scarcely is a trace of grain in it, and there are no indications of crystallization. It breaks almost as smooth as glass. Tremendous density is noted in it by the eye, and even by the weight of the piece. The fact that a tempered tool of this material holds an edge where the edge of a carbon steel tool would be destroyed is based upon the high degree of heat necessary in its tempering.

Carbon steel takes its temper from water, with the steel at cherry red heat. The high speed steel tool is heated to the white hot state of the platinum loop in an incandescent lamp before the temper is administered. To get this heat crucibles are used, and before the steel can be put into the crucibles with safety from blisters it is subjected to milder preliminary stages of heat. When the white heat of the crucible has penetrated the steel it is dipped into fish oil or the oil of cotton seed, where it cools slowly to its glass hardness. Or, as in some processes, the steel is subjected to a cold blast which cools to another stage of hardness.

With the high speed tool in the lathe, with its possibilities of cutting five to eight times faster than the carbon tool could stand, there was a necessity of considering the lathe. The old lathe, with its narrow leather belting, could not furnish the power necessary for such rapid cutting. Or if the power could be approached, the feeder which moved the cutting tool automatically down the shaft could not be moved rapidly enough.

The result has been rebuilding of the lathes that are to use the high speed steel to its limits of time sav-

ing. The belt as a distributor of power is inclined to slip under a heavy load, and in order to hold the shaft to its momentum against the tool that is turning cog gearings are necessary almost everywhere in the lathe and in the drill press. Some of the latest drill presses are without belts, depending upon gearings wholly.

As an indication of what this wonderful steel will do as a drill, cutting iron and steel, may be cited an experiment in a Chicago machine shop. The test was to put a half inch hole through an inch and a half of cast iron. Cast iron, incidentally, is hard to turn or drill. But with the high speed steel drill a half inch in diameter set to 1,500 revolutions a minute, the steel was driven through the plate in three seconds. Under its momentum the drill threw red hot shreds of metal from its point and the point going through was red hot; but the drill point was unscathed.

As showing the possibilities of this new steel in saving costs to the mill, a manufacturer who operated three drill presses in his Iowa plant bought a set of drills of high speed steel. One man had tended the three drill presses while using the carbon drills; with the high speed drills he could tend only one drill press, and this press operated so rapidly that there was not work enough to keep him busy all day.

Not only does this phenomenon in steel save immeasurable time in the operation of cutting rapidly, but in its holding its edge the machinist is saved the time and trouble of sharpening and tempering the carbon steel tool of the old type. In an Eastern shop, where a carbon knife was used for cutting hubs, it has been customary to cut fifty hubs a day, grinding the knife every six hours. The knife of the high speed steel cut 150 hubs a day and has run three months at a time without grinding.

For punches of all kinds, for milling cutters, taps and pneumatic riveters the high speed steel especially is adaptable. Its cost, however, at the present time would keep it from general use in the making of cutting tools. One of its highest uses is as tire material for locomotive drive wheels. In a general way the high speed steel is any man's property, as the process by which it originally was produced has become known through the old "shop rights" sold by the American inventors. Considering the metal in the machine shop as it now is proved, it is not too much to anticipate by the past a future in which the revolutions of the metal lathe will reach up to the whirling limits of the wood lathe with its snarling song of industry. Irwin Ellis.

A Teacher's Qualifications.

There were a number of the usual type of village loafers sunning themselves one day on and about the steps leading up to the general store in Springgrass. Among them was a seedy individual who said he came from Punktown, and he was telling of the many different occupations he

had attempted during a checkered career.

"An' I tried school teachin', too," he ended triumphantly. "Yes, siree, I tried that, too."

"How long did you teach?" enquired an interested auditor.

"Wal, not long; I reely only went to teach."

"Did you hire out?" persisted the curious one.

"Wal, no; I didn't hire out; I jest went to hire out."

"Why did you give it up?"

"Wal, I give it up because—you see, I traveled to a place, an' I heerd 'em say the school teacher was leavin', so thinks I, I might as well do that as saw wood or mend tin pots; so I asked who to 'ply to an' they told me to Trusty Sneekles. Wal, I looked him up. I told him my objec', and I showed him my muskile; then I asked him would he let me try my hand on the unroly boys of the deestrick. He wanted to know if I reely thought I was fit to tackle 'em, an' I told him I wouldn't mind his askin' me a few easy questions in 'rithmetic and jography, or I said I'd show him my han' writin'.

"He said no, not to mind, as he could always tell a reely good teacher by his gait. 'Let's see you walk off a little ways,' sez he, an' I kin tell jes' 's well's if I'd examined ye,' sez he.

"He sot down by the door as he spoke, so I turned kinder quick and walked off as smart as I knew how. He said he'd tell me when to stop, so I kep' on till I thought I'd gone far enough, then I looked around—the door was shut an' Sneekles was gone."

"Did you go back?" chorused his audience.

"Wal, no, I didn't go back."

"Did you apply for another school?"

"No," said the gentleman from Punktown. "No, I ruther judged that mebbly my walk was agin me."—New England Grocer.

Monkey That Wears Spectacles.

The clever cuckoo is not the only birdling that deposits its eggs in the nests of other birds, and thus gives

the little ones an unwilling step-mother. In the South Kensington Natural History museum a case of nests lately has been prepared in evidence of this. Among these is one with the egg of the cowbird in a nest of the tyrant thrush, the difference between the eggs being most marked. In other instances the foreign egg closely resembles the native eggs. But some species of cuckoo hatch their own eggs, like other faithful birds. Another natural history curiosity is in the Berlin Zoological garden, where a spider monkey has been operated on for cataract, and now wears glasses. For more than a year after Mr. Monkey had been received at the zoo he was healthy and lively; then he became quiet, ceased to play, and crouched in a corner. He was examined and found to be suffering with cataract, so was immediately taken to the eye hospital and operated upon. In less than a month the spectacles were fitted on his nose, and are now worn with becoming gravity.

Fly Nets Lap Dusters Summer Goods

Our stock of these goods is very complete and we are prepared to fill orders promptly.

Brown & Sehler Co.
Grand Rapids, Mich.

WHOLESALE ONLY

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; Treasurer, John B. Kelley, Detroit.

United Commercial Travelers of Michigan
Grand Counselor, W. D. Watkins, Kalamazoo; Grand Secretary, W. F. Tracy, Flint.

Grand Rapids Council No. 131, U. C. T.
Senior Counselor, Thomas E. Dryden;
Secretary and Treasurer, O. F. Jackson.

Ways a Salesman Can Clinch His Business.

Land your prospect's order the first time you call on him. There is little use in calling two, three or four times to secure the business that you expected and should have got at the first interview.

This is the advice we are constantly giving our salesmen, and with marked effect.

We find that men who are determined to get business at the first interview find a way to do it. We find that the old fashioned process of finally landing a prospect after a series of preliminary skirmishes is too expensive and can be done away with by a concerted, resolute effort on the salesman's part.

In the old days when business moved at a slower pace than it does at present, salesmen thought nothing of honoring a prospective customer with anywhere from three to half a dozen visits before getting his signature.

Their first visit served to introduce themselves, and to give him a general notion of their proposition.

Their second visit afforded an opportunity to answer any objections which might have been incubating in his brain after the first visit.

Their third visit would perhaps land the order. Perhaps, however, it would only serve the customer as a pretext for claiming he had given the salesman's proposition (whatever it might be) sufficient consideration, and that in view of the time he had already spent in "taking it up" he felt warranted in turning it down without any further investigation.

The habit of returning again and again in the effort to secure a single order has several bad consequences.

First, it gets the prospect too familiar with the notion that he is at liberty to put the salesman off and take his own time in deciding.

Second, if the salesman has made the best selling talk of which he is capable on the first occasion, he can not well help but make a weaker impression on the second visit, since a good many of his arguments lose their force through repetition. The prospect is conscious of a diminution of the force brought to bear upon him, and the salesman for his part is conscious of losing ground in consequence. Thereupon his enthusiasm and confidence begin to wane.

Third, the cost of all these visits must be considered. It is common in advertising to divide the total number of dollars spent in placing

an advertisement by the number of enquiries which are traceable to that advertisement, thus finding the cost per enquiry. The same principle ought to be as accurately applied in determining just what it costs a firm each time a salesman calls on a prospective customer. The firm that pays \$5,000 a year for the salary and expenses of a salesman who calls on ninety different prospects a month virtually pays only a third as much per call as the firm that pays \$5,000 yearly for the salary and expenses of a man who makes three calls on each of thirty different prospects in a month.

A salesman should remember when he enters a prospect's place of business that his visit represents a certain outlay of money. If he does not want to double or treble that outlay he will try to close at the first interview instead of returning a second or third time.

In order to close at the first interview a salesman must bear one rule in mind: that it won't do to allow the prospect to take the upper hand in conversation and divert the talk from the main issue. Many salesmen are too pliant. They are plastic in the hands of a man who has doubts and objections. As long as the prospect will keep silent and let them do the talking they are logical, clear, forceful and convincing; but when a hard-headed fellow grabs the reins and steers the conversation off the main track, they lose their mastery of the situation, and instead of their selling the buyer it is as if he were selling them.

He can back them into a corner, dump them into a ditch, steer them into a blind wall, no matter how good a proposition they have or how thoroughly they understand it.

The instant a salesman ceases to take the whip hand in conversation, the chances are against him.

If he is forced into the passive attitude, no matter how ably he answers the prospect's objections, it is not for him but for the prospect to steer the conversation to whatever termination he chooses—either a sale or a turn down as the case may be.

The way to avoid this difficulty is to put your selling talk up in such a manner as to anticipate any objections which the prospect may reasonably be expected to make. Perhaps what you know about your proposition and the reasons why he should accept it would make several volumes, if printed. That is no reason why you should try to force all that information upon him. If you try to do that, you will not be able to tell him the essential facts in their entirety in the space of time allotted for your call.

All you can hope to do is to give him a summary of what you know, and compel him, by the forcefulness and mastery of your manner, tacitly to agree to hear you to the end of that summary before interrupting you with objections, doubts or enquiries. When you have reached the end you will in most cases have anticipated the very objections, doubts and enquiries that he was prepared to make. And your selling talk will

have ten times the weight, by reason of its logical, consecutive, concise arrangement that it would have had if you had stated the same facts in answer to a random fire of questions from him.

When a man has given you his attention, you have the same right to proceed uninterrupted until you have said your say and scored your point that an orator has who mounts the rostrum at a public meeting.

Be prepared for the man who hates to make up his mind in a hurry. He will tell you that you have a good thing, but he wants to "talk it over with his wife," or "think about it a while first," or "see what others are doing in the same line."

When a man says he wants to think it over, don't humor him. Too many salesmen do. This remark: "I'll have to think it over," is more of a poser to many of them than the most practical objection to the proposition itself. They lose their vitality in salesmanship, when it comes to these absurd, colorless objections which reflect the procrastinatory mind of the man they have to deal with, more than they would if called upon to do battle with his prejudice.

In such a case ask Mr. Procrastinator how long he would take to make up his mind to go and eat if he suddenly felt hungry—and then prove to him that he has an emptiness which only your proposition can fill. If he wants to talk it over with his wife, ask if he really believes she could oppose any act that would benefit him, and show that your proposition does confer a benefit. Show him that by putting the thing off and thinking it over he is squandering time that is worth so much an hour—his own time, in which he might be enjoying the benefit you have to extend, and your time, in which you might be reaping a harvest of orders from other people who know a good thing when they see it and don't have to study over their acceptance of an offer that is obviously advantageous.

If he wants to find out, before clinching the deal, what others think of your line, spring your testimonials. Have your proofs right ready, and pound it home to him that John Jones' printed endorsement is just as trustworthy a guide as if John Jones had given his approval by word of mouth. Say to him, "Mr. Blank, you could take a trip to Mr. Jones' offices, send in your card, and gain an audience with him. You could ask as man to man what he thought of my proposition; he could tell you, and if he said he approved it you would believe him. But that would all take your time, Jones' time and mine, and how could it be a bit more convincing and satisfactory than reading Mr. Jones' opinion among the endorsements which I have spread before you here?"

If your endorsements are genuine you will find no difficulty in convincing him of that—on the rare occasion when he will express a doubt.

Whether or not you land an order at the first interview depends to a great extent upon your ability to win unquestioned confidence. Many salesmen who are themselves abso-

lutely honest, and whose propositions are above reproach in every respect, fail in some way to impress people they call on as being absolutely what they represent themselves to be. The salesman should be careful to avoid putting up statements that may sound incredible without paving the way for them with evidence, or backing them up with some sort of proof to allay any rising suspicion in the prospect's mind.

When one wishes to inspire confidence in a man it is a capital plan to start the conversation with a few statements which he knows are true and which he would hardly expect you to be acquainted with. For instance, if Salesman Brown has business with Mr. Robinson, a banker in the town of X, I should advise Brown before making his call to obtain some statistical information in regard to the town and county in which Robinson's bank was located. Then on introducing himself let him make some such remark as: "Mr. Robinson, it is rather surprising to find in a county of 25,000 population, and one whose industries amount to a quarter of a million dollars a month, there are only eight banks, and I see that you have such and such a proportion of the total amount of banking business."

Brown in this case has shown himself familiar with his prospect's environment and the conditions under which he does business. The natural inference Robinson will draw is that "since this man knows my business and is reliably informed about it, it must be that he understands his own business well also." Knowing such statements to be true when they are related to his own affairs, he naturally is more disposed to credit Brown when some foreign subject is introduced.

Another secret of winning a man's confidence is never to let him tell you anything about your own business which you do not know, or appear to

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

know, yourself. Occasionally a prospect who is not inclined to credit what a salesman says will hand out the remark: "Don't attempt to tell me anything about this thing, young man. I was in the business long before you were born." He will usually follow up this assertion with some "pointers" which he intends to force upon the salesman's acceptance, and which would change the entire aspect of the salesman's proposition. It is the salesman's part to show entire respect for the elder gentleman's long experience in the field, but resolutely and deftly to sidetrack any gratuitous suggestions offered on the strength of it. If he lets himself appear as a novice who has come to take instruction from his senior he is simply throwing away his chance of directing the other's mind to the point where he will decide to buy. While avoiding contradiction and controversy, he should make it firmly understood that he is thoroughly and accurately informed about his line, and that his tuition for being modern is none the less reliable.

The number of times you have to call at a man's place of business before you land him depends to a great extent on your facility in getting yourself admitted. There are many salesmen who overdo the matter of politeness. Perhaps, on entering a large establishment they will be headed off directly by an impudent boy in brass buttons, a pert young lady stenographer, or a stern and implacable old party at the information desk. No matter which of these the salesman has to deal with, he will be told that Mr. Jones, the prospect, is very busy and can not see anybody just at present, and he will be asked to tell the nature of his business. If he is one of the super-polite salesmen, he will take this little setback without any opposition and will be foolish enough to leave word for Mr. Jones that he represents such and such a company and has come to see him in regard to insuring his life, placing an investment, buying a book or machine or lot, as the case may be.

He will ask when Mr. Jones may be expected to be at leisure. Now it is simply impossible for the salesman to get any definite information from the boy in buttons, the stenographer, or the implacable old information man on the subject. None of them will take an interest in him, nor is any one of them probably in a position to make an engagement for Mr. Jones. They are simply sidetracking the salesman, railroading him out of the office. If the salesman drops that deprecatory, apologetic manner—if he pushes forward into the regions of private offices without permitting himself to be hindered, merely asking in an authoritative tone to be directed to Mr. Jones' desk, he will not be bitten by any of the employees, or be devoured alive by Jones himself, or even handed over to the police. He may possibly meet with a cold reception, but in nine cases out of ten his enterprise and aggressiveness will be rewarded by a decent welcome from the prospect.

A great deal depends on the sales-

man's manner in making such an entrance. If there's anything of noisiness, impertinence or brashness in his style he will, of course, make a bad impression. If his assurance and push convey no notion of disrespect of persons or disregard of rules, but merely indicate the hustler, the customer in most cases will make the following deduction: "Here is a man who has something important to say to me. He doesn't seem to stand in awe of me, and, therefore, I take it that he is accustomed to dealing on terms of equality with business chiefs. It is probably someone of some account, and I'd better find out who he is."—M. C. Smith in Salesmanship.

No More Grocery Grog Shops in San Francisco.

A very important development in the future retail grocery business of San Francisco, Cal., lies in the recent passage of an ordinance by the Supervisors which divorces forever the grocery and saloon from one another. It has been the custom for hundreds of small grocers in San Francisco to run a saloon in conjunction with their grocery store, the two being separated by a swinging door. This has been a great evil, and it is a blessing to the trade that it has at last been abolished. Incidentally, the saloon license was raised from \$84 per annum to \$500 per annum.

L. D. Mosher, who for the past seven years has been acting as salesman, covering Western Michigan territory, for the Voigt Milling Co., has terminated his connection with that institution and, together with his family, removed to Chicago, where he will engage in business for himself. Mr. Mosher has been continuously associated with the above house for twenty-six years—first as superintendent of the Crescent Mills, then of both the Star and Crescent Mills, and later as State representative, thus practically growing up in the business to which he has so long and faithfully contributed of his energy and skill. His departure will prove a serious loss, not only to the Voigt Milling Co., but to the milling interests of the entire State. He will be succeeded by W. A. Van Syckle, of Holland, a man of experience and acknowledged ability.

Paul J. Hake has accepted the appointment of traveling salesman for the Voigt Milling Co. and will at once enter upon the duties of that position. He takes the place recently made vacant by the resignation of L. Langeland, of Muskegon, and for the present will cover the same territory as he did. Mr. Hake is experienced in the milling business and enjoys the confidence and esteem of a large circle of acquaintances, which will materially add to his usefulness as a representative.

Traveling men who desire to obtain Wm. Alden Smith petitions or buttons can secure either or both at the office of the Michigan Tradesman at any time.

If your religion is not in everything it is in nothing.

Benton Harbor Peach Crop Better Than Expected.

Benton Harbor, July 17—The peach has deceived us. There is not to be such a scarcity of the "queen of fruits" as early reports credited. The crop is not to be the bumper one of last year but it will not be much below the average. Prices will be high and quality will be good.

What more can Berrien county wish?

Jerome Parks, of Marion, Ind., who buys Berrien county stock for several large Hoosier cities, declared to-day that he had made a canvass of several of the large growers of this section and he is made happy by the reports given him. In many places, he is told, the yield will not be behind that of last season. Other places present practically bare orchards.

In his opinion the Benton Harbor fruit district will market 75 per cent. of the total yield of 1905.

"I was surprised at the reports given me," declared Mr. Park.

"Early figures were all against the peach. In Indiana we were led to believe that there would be no crop at all in Berrien and adjacent counties. Now I am satisfied that when the season is ended, Berrien will figure a total shipment that will not be so very small when compared with the wonderful season in 1905."

Mr. Parks says that Indiana is using more and more Michigan fruit every season. He has kept record of the sales in cities of the gas belt and it shows that last year the total consumption of fruit shipped from Michigan was greater than the previous two years. This season's total exceed all.

Commission men in general seem to think that peach prices will be at a top level. The demand for Michigan fruit is so great that with quality good, growers will get what they ask.

New Wholesale Grocery House at South Bend.

South Bend, Ind., July 17—This city is to have a new wholesale grocery concern. A stock company has been formed and the wholesale confectionery and fruit house of Whiteman Bros., St. Joseph street, has been purchased. The stock will be increased to take in every line of goods handled in a grocery store and four traveling men will make this city and the adjacent territory in the interest of the new house. The incorporators are William F. Whiteman, John R. Price and E. J. Smith. Mr. Whiteman is well and favorably known here, while E. J. Smith, who will act as manager of the new wholesale house, has had twenty-two years' experience in the grocery business. For seventeen years Mr. Smith was in the retail grocery business and for nearly four years he successfully managed the affairs of the South Bend Wholesale Grocery Co. John R. Price is a thorough business man and is the junior member of the wholesale grocery firm of Kidd, Dater, Price & Co., of Benton Harbor, Mich. The new company is incorporated for \$50,000 and will occupy

the two story brick building on St. Joseph street.

The Independent Five and Ten Cent stores secured a lease on the Kirby building on South Michigan street, now occupied by the Shidler hardware establishment. F. M. Murphy, of Chicago, General Manager of the corporation, is in the city and made the necessary negotiations for his concern. The building will be remodeled for the reception of the new enterprise. Special fixtures of modern design will be installed and the place will be made thoroughly up-to-date. The entire three floors and basement of the building will be used. The concern expects to open its doors for business about Aug. 1.

Reorganization Hardly Necessary.

An effort is being made at Lansing to reorganize the National Supply Co., the mail order house that went to the wall a few months ago with such disastrous results to so many farmers throughout the entire State. The stockholders lose every dollar they put into the concern and as the creditors are only being offered 25 cents on the dollar on claims aggregating about \$135,000, we can not see why they should want to bring to life such a disastrous business failure. This concern was engaged in business less than three years, yet the losses during that time amount to between two and three hundred thousand dollars, and that is the reason we can not see why they should want to continue the business. It is claimed that it was an immensely profitable investment for some of the officers and stockholders who had access to the cash, but as only a few can handle the cash of such a store we do not believe the farmers of Michigan will bite as readily as they did before. The failure of the National Supply Co. was one of the rottenest failures that has occurred in Michigan in a long time and any one who would again take stock in such a rotten concern under practically the same management, except Harlow, should expect to lose his money.—Grand Ledge Independent.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, July 18—Creamery, fresh 18@21c; dairy, fresh, 15@17c; poor, 13@14c.

Eggs—Fresh candled, 18@19c.

Live Poultry—Broilers, 20@21c; fowls, 12½@13c; ducks, 11@14c; geese, 10@11c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@14c; old cox, 10c.

Beans—Pea, hand-picked, \$1.65; marrow, \$2.75@2.90; mediums, \$2@2.10; red kidney, \$2.60@2.75.

Rea & Witzig.

Movement to Divorce Saloon and Grocery.

In Missouri the saloon and grocery are to be divorced. This is the decision of the Knights of Father Matthew and the Anti-Saloon League, and plans for the accomplishment of it are well under way. They aim to have the present liquor law amended so as to make it impossible for the "corner groggeries," as they are pleased to term them, to exist longer in Missouri.



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.

Lady Pharmacists in Germany.

It is about three months since the Prussian Minister of Education issued an order pointing out that with the exception of charitable sisters and other ladies employed in connection with religious sick fund associations, it is permissible for ladies who fulfil the conditions for admission to pharmaceutical examinations to enter upon the pharmaceutical profession as a means of gaining a livelihood. The question of the lack of qualified assistants and the admission of females to the branch is now to be raised at the forthcoming meeting of the German Pharmaceutical Association. In this connection the Berlin Tageblatt gives publicity to a lengthy communication apparently emanating from an assistant, who submits that there is no lack of qualified employees at the present time, and that if those who have turned their back upon the profession were to return to it the supply would exceed the demand. The writer states that the reason why men quit the business is, firstly, to be found in the low salaries, and, secondly, in the absence of a legal sick fund and old age pension fund. In support of the first contention he points out that a competent and experienced dispenser only receives \$35 a month, inclusive of board and lodging; that salaries of from \$45 to \$50 per month under the same condition are rarities, and that the owner of a pharmacy recently advertised for an elderly dispenser at the rate of \$19 per month. In his opinion the sale of pharmacies at increased prices only tends to further lower salaries, and the only general remedy lies either in the nationalization of pharmacies, their conversion into municipal pharmacies, or the exercise of Government control on the transfer of such businesses. As to the employment of female labor the communication urges that as there is no lack of male assistants, the profession is to be thrown open to ladies for the purpose of securing even cheaper labor than prevails at the present time. Under existing circumstances the writer concludes that ladies are not physically fitted to follow the profession, which at times, including night service, frequently entails the continuous attention of assistants for from forty-eight to sixty hours. But if changes were made by the Government the time would then arrive for the admission of women to the profession.

Distributing Medicine Samples.

In several Western cities there is an agitation against the free distribution of samples of medicine. One city has already passed an ordinance forbidding the practice, and providing a heavy penalty for its violation. In Cincinnati one child gathered up thirty sugar-coated pills which had been thrown about the streets and swallowed them.

The indiscriminate distribution of dangerous medicines, which may be harmless when taken in proper doses but dangerous when taken in large quantities, is a method of advertising which should be prohibited. No manufacturer of medicines has the right to endanger the lives of children or ignorant persons, who do not know better than to take these medicines in excessive amounts. The practice of placing dangerous drugs into the hands of irresponsible persons is one which is usually dealt with by boards of health, and the passing of ordinances especially to check the offense would seem to be in the nature of giving the authorities additional power to deal with persistent offenders.

Aside from the right or wrong of this method of attracting attention to one's wares, the results from a liberal distribution of such samples can hardly be sufficient to warrant the heavy expense. Even if the medicines possess merit, enough will not be given away to effect a cure or to make a good test of their efficacy; and a trade built up in this way is almost sure to be of the most transient character, for with each new distribution of samples the fleeting fancy of those who are always anxious to get something for nothing, even to the extent of experimenting with free patent medicines, will be shifted from one remedy to the latest to be had free of charge.

Remarkable Statement as to Drug Habit.

Apropos of the legislative movements to restrict the sale of the habit-producing drugs, the manager of an institution in this city for the cure of drug addicts, in response to an enquiry as to the origin of these cases, makes the following statement: "Of the hundreds of these cases which I have investigated I have found that the women as a rule who use morphine, excepting those of the demi-monde, began to use the drug on the advice of physicians. Many of the straight cocaine cases trace their origin to the proprietary catarrh cures, but I never knew of a morphine case which was caused from taking any patent medicine containing opium or morphine. The men get their start with cigarettes. Tobacco is the first stepping stone to moral and physical depravity, particularly cigarettes. Then comes liquor for a stimulant, the morphine or chloral to make them sleep, then cocaine to keep the mawake, and so it goes until they become perfect wrecks, morally

and physically. If our legislators are desirous of getting at the root of the evil they should pass a law prohibiting the manufacture and sale of cigarettes—the greatest demoralizing influence to modern civilization."

Three of a Kind.

The drug store clerk who strikes a match while he is drawing such a volatile and highly explosive liquid as alcohol should be placed in the same category with those two interesting personages, one of whom does not know the gun is loaded and the other of whom earned his niche in the place of fame by rocking the boat. As Mr. Joe Weber would say, "they belong in the foolishness house."

The match, the alcohol and the drug clerk were in combination to play a tragedy and start a big fire in a Vermont town a few days ago, but a merciful Providence and the arrival of a good fire department spoiled the programme and saved the young man and his employer's stock. Thus the tragedy was averted, and a comedy element was interjected by the loss of the drug clerk's beautiful mustache, which was badly singed. It was a narrow escape, and the lesson will soon be forgotten. However, had the consequences of the clerk's thoughtless act been more serious they would probably have made no more impression than did the miraculous escape, for he and his kind rarely profit by experience.

The Drug Market.

Opium—Is higher on account of an advance in the primary market, and another advance is looked for later on, on account of the prospects of a small crop.

Quinine—Is weak at the late decline.

Bromine and Bromides—Are weak.

Cubeb Berries—Are scarce and higher.

Oils Lemon and Bergamot—Continue to advance and are still tending higher.

Oil Cloves—Is higher on account of an advance in the spice.

Oil Neroli—Is in the hands of a foreign syndicate and has doubled in price.

Oil Peppermint—The price has not been fixed on this year's crop.

Goldenseal Root—Will rule very high again this year on account of the small crop.

Gum Shellac—Continues very high, with no prospects for lower price.

Blue Vitriol—Has again been advanced by the manufacturers.

Nitrate Soda—Has advanced and is tending higher.

Linseed Oil—Has declined.

Mr. Faber's Decorated Cat.

Sidney Faber, of this city, has a decorated cat. Not in the paint and pomade of modern fashion is she bedecked, but in the old barbaric splendor of ear-rings. Yes, a soft, tiger-striped pussy, with pearl ear-rings.

"The ancient Egyptians used to decorate their cats in this way," explained Mr. Faber, "and as she is a good natured little animal, I thought I'd try the experiment. First I rubbed both sides of the ears with cocaine. A pin stuck in a cork made

the necessary holes and then I put in these two pearl screw studs, first having dipped the points in carbolated vaseline. The wounds are quite healed now and the cat seems to suffer no inconvenience whatever."

The new Chicago directory is now in the last stages of completion. It will be issued in less than thirty days, and it is expected to show a total close to 3,000,000, indicating a gain of about 500,000. If this is correct and Chicago can keep on growing at such a pace, it will of course outstrip New York, but Chicago's population figures have always been considered "queer."



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.

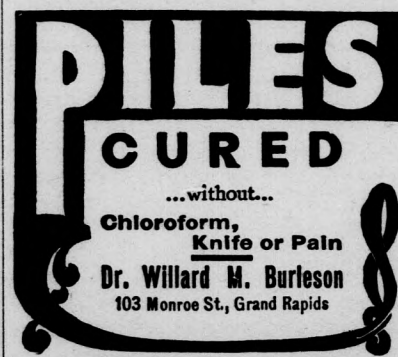
FRED BRUNDAGE Wholesale Druggist
Muskegon, Mich.

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.



Booklet free on application

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	1 15@ 25	Scillae Co	7 50
Aceticum	6@ 8	Cucurbit	1 20@ 30	Tolutan	7 50
Benzolcum, Ger.	70@ 75	Evechthitos	1 00@ 10	Prunus virg	7 50
Boracic	0 17	Erigeron	1 00@ 10		
Carbolicum	26@ 29	Gaultheria	2 25@ 25	Tinctures	
Citricum	50@ 52	Geranium	50@ 60	Anconitum Nap'sR	60
Hydrochlor	3@ 5	Gossipil Sem gal	50@ 75	Anconitum Nap'sF	50
Nitricum	8@ 10	Hedeoma	2 25@ 25	Aloe	50
Oxalicum	10@ 12	Junipera	40@ 20	Arnica	50
Phosphorium, dil.	0 15	Lavendula	30@ 25	Aloes & Myrrh	50
Salicylicum	42@ 45	Limonis	1 20@ 130	Asafoetida	50
Sulphuricum	1 1/2@ 5	Mentha Piper	3 50@ 35	Atrope Belladonna	50
Tannicum	75@ 35	Mentha Verid	5 00@ 50	Aurant Cortex	50
Tartaricum	38@ 40	Morrhuae gal	1 25@ 150	Benzoin	50
Ammonia		Myrica	3 00@ 30	Benzoin Co	50
Aqua, 18 deg.	4@ 6	Olive	75@ 30	Barosma	50
Aqua, 20 deg.	6@ 8	Picis Liquida	10@ 12	Cantharides	75
Carbonas	13@ 15	Picis Liquida gal	0 35	Capicum	50
Chloridum	12@ 14	Ricina	1 02@ 106	Cardamon	75
Aniline		Rosmarini	0 10	Cardamon Co	75
Black	2 00@ 25	Rosea os	5 00@ 60	Caster	1 00
Brown	30@ 100	Succini	40@ 45	Catechu	50
Red	45@ 50	Sabina	90 1 60	Cinchona	50
Yellow	2 50@ 300	Santal	2 25@ 50	Cinchona Co	50
Baccae		Sassafras	75@ 80	Columbia	50
Cubebae po. 22	18@ 20	Sinapis, ess. os.	0 25	Cubebae	50
Juniperus	7@ 8	Tigil	1 00@ 20	Cassia Acutifol	50
Xanthoxylum	30@ 35	Thyme	40@ 50	Cassia Acutifol Co	50
Balsamum		Thyme, opt	0 10	Digitalis	50
Copaiba	45@ 50	Theobromas	15@ 20	Ergot	50
Peru	0 150	Potassium		Ferri Chloridum	35
Terrabin, Canada	60@ 65	Bi-Carb	15@ 18	Gentian	50
Tolutan	35@ 40	Bichromate	13@ 15	Gentian Co	50
Cortex		Bromide	25@ 30	Guaiaca	60
Abies, Canadian.	18	Carb	12@ 15	Guaiaca ammon	60
Cassiae	20	Chlorate po.	12@ 14	Hyoscyamus	50
Cinchona Flava.	18	Cyanide	34@ 38	Iodine	75
Buonymus atro.	30	Iodide	2 50@ 20	Iodine, colorless	75
Myrica Cerifera.	18	Potassa, Bittart pr	30@ 32	Kino	50
Prunus Virgini.	20	Potass Nitrat opt	7@ 10	Lobelia	50
Quillaja, gr'd	12	Potass Nitras	6@ 8	Myrrh	50
Sassafras po. 25	24	Prussiate	23@ 26	Nux Vomica	50
Ulmus	26	Sulphate po	15@ 18	Opil	75
Extractum		Aconitum	20@ 25	Opil, camphorated	50
Glycyrrhiza Gla.	24@ 30	Althae	30@ 35	Opil, deodorized.	1 50
Glycyrrhiza, po.	28@ 30	Anchusa	10@ 12	Quassia	50
Haematox.	11@ 12	Arum po	0 25	Rhatany	50
Haematox, 1s	13@ 14	Calamus	20@ 40	Sanguinaria	50
Haematox, 1/2s	14@ 15	Gentiana po 1s	12@ 15	Serpentaria	50
Haematox, 1/4s	16@ 17	Glycyrrhiza pv 15	16@ 18	Stromonium	60
Ferru		Hydrastis, Canada	1 90	Tolutan	60
Carbonate Recip.	15	Hydrastis, Can. po	0 200	Valerian	50
Citrate and Quina	2 00	Hellebore, Alba.	12@ 15	Veratrum Veride.	50
Citrate Soluble	55	Inula, po	18@ 22	Zingiber	20
Ferrocyanidum S	40	Ipecac, po	2 25@ 35		
Solut. Chloride	15	Iris plox	35@ 40	Miscellaneous	
Sulphate, com'l	2	Jaapa, pr	25@ 30	Aether, Spts Nit 3f 30@	35
Sulphate, com'l, by		Maranta, 1/2s	0 35	Aether, Spts Nit 4f 34@	38
bbl. per cwt.	70	Podophyllum po.	15@ 18	Alumen, grd po 7	3@ 4
Sulphate, pure	7	Rhel	75@ 100	Anatto	40@ 50
Flora		Rhel, cut	1 00@ 25	Antimoni, po	4@ 5
Arnica	15@ 18	Rhel, pv	75@ 100	Antim	
Antemis	30@ 35	Spigella	1 50@ 60	Antimoni et po T	40@ 50
Matricaria	30@ 35	Sanguinari, po 1s	0 15	Antipyrin	25
Bosmas		Serpentaria	50@ 55	Antifebrin	20
Barosma	30@ 35	Senega	85@ 90	Argent Nitras oz	54
Cassia Acutifol.		Smilax, off's H.	0 40	Arsenicum	10@ 12
Tinnevely	15@ 20	Smilax, M	0 25	Balm Gilead buds	60@ 65
Cassia, Acutifol.	25@ 30	Scillae po 45	0 25	Elsmuth S N...	1 85@ 1 90
Salvia officinalis.		Symplocarpus	0 25	Calcium Chlor, 1s	9
1/2s and 1/4s	18@ 20	Valeriana Eng	0 25	Calcium Chlor, 1/2s	10
1/4s Ursi	8@ 10	Valeriana, Ger.	15@ 20	Calcium Chlor 1/4s	12
Gummi		Zingiber a	12@ 14	Cantharides, Rus	0 175
Acacia, 1st pkd.	0 65	Zingiber j	22@ 25	Capici Fruc's af	20
Acacia, 2nd pkd.	0 45	Semen		Capici Fruc's po	22
Acacia, 3rd pkd.	0 35	Anisum po 20	0 16	Cap'i Fruc's B po	15
Acacia, sifted sts.	0 28	Aplum (gravel's)	13@ 15	Carphylus	20@ 22
Acacia, po	45@ 65	Bird, 1s	4@ 6	Carmin, No. 40.	0 4 25
Aloe Barb	22@ 25	Cardam po 15	12@ 14	Cera Alba	50@ 55
Aloe, Cape	0 25	Cardamon	70@ 90	Cera Flava	40@ 42
Aloe, Socotri	0 45	Coriandrum	12@ 14	Crocus	1 75@ 1 80
Ammoniac	55@ 60	Cannabis Sativa	7@ 8	Cassia Fructus	35
Asafoetida	35@ 40	Cynodon	75@ 100	Centraria	10
Benzoinum	50@ 55	Chenopodium	25@ 28	Cateacum	35
Catechu, 1s	0 13	Dipterix Odorate.	80@ 100	Chloroform	32@ 52
Catechu, 1/2s	0 14	Foeniculum	0 18	Chloro'm Squibbs	90
Catechu, 1/4s	0 16	Foenugreek, po.	7@ 9	Chloral Hyd Crs1	35@ 1 60
Comphorae	1 12@ 1 16	Lini	4@ 6	Chondrus	20@ 25
Murphorium	0 40	Lini, grd. bbl. 2 1/2	3@ 6	Cinchonidine P-W	38@ 48
Galbanum	0 100	Lobelia	75@ 80	Cinchonid'e Germ	38@ 48
Gamboge po. 1	35@ 1 45	Pharlaris Cana'n	9@ 10	Cocaine	3 55@ 3 75
Galacum po 35	0 35	Rapa	5@ 6	Corks list D P Ct.	75
Kino po 45c	0 45	Sinapis Alba	7@ 9	Creosotum	0 45
Mastic	0 60	Sinapis Nigra	9@ 18	Creta	0 75
Myrrh po 50	0 45	Spiritus		Creta, prep	0 5
Opil	325@ 35	Frumentum W D. 2	0 00@ 2 50	Creta, precip	9@ 11
Shellac	60@ 70	Frumentum	1 25@ 1 50	Creta, Rubra	0 8
Shellac, bleached	60@ 65	Juniperis Co O T 1	65@ 2 00	Crocus	1 15@ 1 20
Tragacanth	70@ 1 00	Juniperis Co	1 75@ 2 50	Cudbear	0 24
Herba		Saccharum N E 1	90@ 2 10	Cupri Sulph	63@ 8
Absinthium	4 50@ 4 60	Spt Vini Galli	1 75@ 6 00	Dextrine	7 10
Eupatorium oz pk		Vini Oporto	1 25@ 2 50	Emery, all Nos.	0 8
Lobelia oz pk		Vina Alba	1 25@ 2 00	Emery, po	0 6
Majorum oz pk		Sponges		Ergota po 65	60@ 65
Mentra Pip. oz pk		Florida Sheeps' wool		Ether Sulph	70@ 80
Mentra Ver. oz pk		carriage	3 00@ 3 50	Flake White	12@ 15
Rue oz pk		Nassau sheeps' wool		Galia	0 23
Tanacetum V. oz pk		carriage	3 50@ 3 75	Gambler	8@ 9
Thymus V. oz pk		Velve extra sheeps' wool, carriage.	0 2 00	Gelatin, Cooper.	0 60
Magnesia		Extra yellow sheeps' wool carriage.	0 1 25	Gelatin, French	35@ 60
Calcined, Pat	55@ 60	Grass sheeps' wool, carriage	0 1 25	Glassware, fit box	75
Carbonate, Pat.	18@ 20	Hard, slate use.	0 1 00	Less than box	70
Carbonate, K-M.	18@ 20	Yellow Reef, for slate use	0 1 40	Glue, brown	11@ 13
Carbonate	18@ 20	Syrups		Glue white	15@ 25
Oleum		Acacia	0 50	Glycerina	12 1/2@ 16
Absinthium	4 90@ 5 00	Aurant Cortex	0 50	Grana Paradisi	0 25
Amygdalae, Dulc.	50@ 60	Zingiber	0 50	Humulus	35@ 60
Amygdalae, Amla	800@ 8 25	Ipecac	0 60	Hydrarg Ch...Mt	0 90
Anisi	1 75@ 1 80	Ferri Iod	0 50	Hydrarg Ch Cor	0 85
Aurant Cortex	2 75@ 2 85	Rhel Arom	0 50	Hydrarg Ox Ru'm	0 100
Bergamoli	2 75@ 2 85	Smilax Off's	50@ 60	Hydrarg Ammo'l	0 110
Cajuputi	85@ 90	Senega	0 50	Hydrarg Ungue'm	50@ 60
Carophilli	1 30@ 1 40	Scilla	0 50	Ichthyobolla, Am.	90@ 100
Cedar	50@ 90	Sedilla	0 50	Indigo	75@ 100
Chenopadi	3 75@ 4 00	Sedilla	0 50	Iodine, Resubi	3 85@ 3 90
Cinnamoni	1 15@ 1 25	Sedilla	0 50	Iodoform	3 90@ 4 00
Citronella	60@ 65	Sedilla	0 50	Lupulin	0 40
Citronellae	60@ 65	Sedilla	0 50	Lycopodium	85@ 90
Cotum Maa	80@ 90	Sedilla	0 50	Myrrh	0 50

Liquor Arsen et Hydrarg Iod	25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
LiQ Potass Arsenit	10@ 12	Saccharum La's.	22@ 25	Zinc Sulph	7@
Magnesia, Sulph.	2@ 3	Salacin	4 50@ 75		
Magnesia, Sulph bbl ..	1%	Sanguis Drac's.	40@ 50	Oils	
Mannia, 8 F	45@ 50	Sapo, W	12@ 14	Whale, winter	70@ 70
Menthol	3 30@ 40	Sapo, M	10@ 12	Lard, extra	70@ 80
Morphia, S P & W 35@	2 60	Sapo, G	15@ 18	Lard, No. 1	60@ 65
Morphia, S N Y Q 35@	2 60	Seidlitz Mixture	20@ 22	Linseed, pure raw	37@ 40
Morphia, Mal.	2 35@ 2 40	Sinapis	18	Linseed, boiled	38@ 41
Moschus Canton.	2 40	Sinapis, opt	7@ 30	Neat's-foot, w str	65@ 70
Myristica, No. 1	25@ 30	Snuff, Maccaboy.		Spts. Turpentine ..	Market
Nux Vomica po 15	10	DeVoes	@ 51	Paints	bbl. l.
Os Sepia	25@ 28	Snuff, S'h DeVoe's	@ 51	Red Venetian	1% 2 @3
Pepsin Saac, H & P D Co	01 00	Soda, Boras	9@ 11	Ochre, yel Mars 1%	2 @4
Picis Liq N N N 1/4 gal doz	02 00	Soda, Boras, po.	9@ 11	Ocre, yel Ber 1%	2 @3
Picis Liq qts	01 00	Soda et Pot's Tart	25@ 28	Putty, common l 2 1/2	2 @3
Picis Liq. pints.	06	Soda, Carb	1 1/2@ 2	Putty, strictly pr 2 1/2	2 1/2 @3
Pil Hydrarg po 80	50	Soda, Bi-Carb	3@ 5	Vermillion, Prime	
Piper Nigra po 22	18	Soda, Ash	3 1/2@ 4	American	13@ 15
Piper Alba po 35	30	Soda, Sulphas	@ 2	Vermillion, Eng.	75@ 80
Pix Burgum	3	Spts, Cologne	@ 2 60	Green, Paris	24 @30
Plumbi Acet	12@ 15	Spts, Ether Co.	56@ 55	Green, Pennsular 13@	16
Pulvis Ip'e et Opil 1 30@	150	Spts, Myrcia Dom	22 00	Lead, red	7 1/4@ 7 3/4
Pyrethrum, bxs H & P D Co. doz	75	Spts, Vini Rect bbl	@ 90	Lead, white	7 1/4@ 7 3/4
Pyrethrum, pv.	20@ 25	Spts, Vii Rect 1/4 b	@	Whiting, white S'n	@ 95
Quassia	8@ 10	Spts, Vii R't 10 gal	@	Whiting Gilders'	@ 90
Quino, S P & W.	18@ 28	Spts, Vii R't 5 gal	@	White, Paris Am'r	@ 1 25
Quina, S Ger.	18@ 28	Strychnia, Crystl 11 05@	1 21@	Whit'g Paris Eng cliff	@ 1 40
Quina, N. Y.	18@ 28	Sulphur Subl	2 1/4@ 4	Universal Prep'd 1 10@	1 20
		Sulphur, Roll	2 1/4@ 3 1/4		
		Tamarinds	8@ 10	Varnishes	
		Terebenth Venice	25@ 30	No. 1 Turp Coachl 10@	1 20
		Theobromae	45@ 50	Extra Turp	1 60@ 1 20

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

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Candies	Candies
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Hydies and Pelts	Hydies and Pelts
J	Jelly	Jelly
K	Licorice	Licorice
L	Meat Extracts	Meat Extracts
M	Mince Meat	Mince Meat
N	Molasses	Molasses
O	Mustard	Mustard
P	Nuts	Nuts
Q	Olives	Olives
R	Pipes	Pipes
S	Pickles	Pickles
T	Playing Cards	Playing Cards
U	Potash	Potash
V	Provisions	Provisions
W	Rice	Rice
X	Salad Dressing	Salad Dressing
Y	Saleratus	Saleratus
Z	Salt Soda	Salt Soda
1	Salt	Salt
2	Salt Fish	Salt Fish
3	Seeds	Seeds
4	Shoe Blacking	Shoe Blacking
5	Snuff	Snuff
6	Soap	Soap
7	Soda	Soda
8	Soups	Soups
9	Spices	Spices
10	Starch	Starch
11	Sugar	Sugar
12	Syrups	Syrups
13	Tea	Tea
14	Tobacco	Tobacco
15	Twine	Twine
16	Vinegar	Vinegar
17	Washing Powder	Washing Powder
18	Wicking	Wicking
19	Woodenware	Woodenware
20	Wrapping Paper	Wrapping Paper
21	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Plums
12 oz. ovals 2 doz. box...75	Plums
AXLE GREASE	Peas
Frazer's	Peas
1lb. wood boxes, 4 dz. 3 00	Peas
1lb. tin boxes, 3 doz. 2 35	Peas
3 1/2 lb. tin boxes, 2 dz. 4 25	Peas
10lb. pails, per doz... 6 00	Peas
15lb. pails, per doz... 7 20	Peas
25lb. pails, per doz...12 00	Peas
BAKED BEANS	Pineapple
Columbia Brand	Pineapple
1lb. can, per doz... 90	Pineapple
2lb. can, per doz...1 40	Pineapple
3lb. can, per doz...1 80	Pineapple
BATH BRICK	Pumpkin
American	Pumpkin
English	Pumpkin
BLUING	Raspberries
Arctic Bluing	Raspberries
6 oz. ovals 3 doz. box...40	Raspberries
16 oz. round 2 doz. box...75	Raspberries
BROOMS	Russian Caviar
No. 1 Carpet	Russian Caviar
No. 2 Carpet	Russian Caviar
No. 3 Carpet	Russian Caviar
No. 4 Carpet	Russian Caviar
Parlor Gem	Russian Caviar
Common Whisk	Russian Caviar
Fancy Whisk	Russian Caviar
Warehouse	Russian Caviar
BRUSHES	Salmon
Scrub	Salmon
Solid Back 8 in.	Salmon
Solid Back, 11 in.	Salmon
Pointed Ends	Salmon
Stove	Salmon
No. 3	Salmon
No. 2	Salmon
No. 1	Salmon
Shoe	Salmon
No. 8	Salmon
No. 7	Salmon
No. 4	Salmon
No. 3	Salmon
BUTTER COLOR	Sardines
W. R. & Co.'s, 15c size.1 25	Sardines
W. R. & Co.'s, 25c size.2 00	Sardines
CANDLES	Sardines
Electric Light, 8s.	Sardines
Electric Light, 16s.	Sardines
Paraffine, 6s	Sardines
Paraffine, 12s	Sardines
Wicking	Sardines
CANNED GOODS	Shrimps
Apples	Shrimps
2lb. Standards	Shrimps
Gallon	Shrimps
Blackberries	Shrimps
2lb. cans, 90@1 75	Shrimps
Standards gallons	Shrimps
Beans	Succotash
Baked	Succotash
Red Kidney	Succotash
String	Succotash
Wax	Succotash
Blueberries	Succotash
Standard	Succotash
Gallon	Succotash
Brook Trout	Succotash
2lb. cans, spiced... 1 90	Succotash
Clams	Succotash
Little Neck, 1lb. 1 00@1 25	Succotash
Little Neck, 2lb. @1 50	Succotash
Clam Bouillon	Succotash
Burnham's 1/2 pt. 1 90	Succotash
Burnham's pts. 3 60	Succotash
Burnham's qts. 7 20	Succotash
Cherries	Succotash
Red Standards 1 30@1 50	Succotash
White	Succotash
Corn	Succotash
Fair	Succotash
Good	Succotash
Fancy	Succotash
French Peas	Succotash
Sur Extra Fine	Succotash
Extra Fine	Succotash
Fine	Succotash
Moyen	Succotash
Gooseberries	Succotash
Standard	Succotash
Hominy	Succotash
Standard	Succotash
Lobster	Succotash
Star, 1/2 lb. 2 15	Succotash
Star, 1lb. 3 90	Succotash
Picnic Tails	Succotash
Mackerel	Succotash
Mustard, 1lb. 1 80	Succotash
Mustard, 2lb. 2 80	Succotash
Soused, 1 1/2 lb. 1 80	Succotash
Soused, 2lb. 2 80	Succotash
Tomato, 1lb. 1 80	Succotash
Tomato, 2lb. 2 80	Succotash
Mushrooms	Succotash
Hotels	Succotash
Buttons	Succotash
Oysters	Succotash
Cove, 1lb. @ 90	Succotash
Cove, 2lb. @1 60	Succotash
Cove, 1lb. Oval @1 00	Succotash

2	3
Plums	Peerless
Plums	Riverside
Plums	Springdale
Plums	Warner's
Plums	Brick
Plums	Leiden
Plums	Limburger
Plums	Pineapple
Plums	Sap Sago
Plums	Swiss, domestic
Plums	Swiss, imported
Plums	CHEWING GUM
Plums	American Flag Spruce
Plums	Beeman's Pepsin
Plums	Edam
Plums	Best Pepsin
Plums	Best Pepsin, 5 boxes.2 00
Plums	Black Jack
Plums	Largest Gum Made
Plums	Sen Sen
Plums	Sen Sen Breath Perf.
Plums	Sugar Loaf
Plums	Yucatan
Plums	CHICORY
Plums	Bulk
Plums	Red
Plums	Eagle
Plums	Frank's
Plums	Schener's
Plums	CHOCOLATE
Plums	Walter Baker & Co.'s
Plums	German Sweet
Plums	Premium
Plums	Vanilla
Plums	Caracas
Plums	Eagle
Plums	COCOA
Plums	Baker's
Plums	Cleveland
Plums	Colonial, 1/2s
Plums	Colonial, 1/4s
Plums	Epps
Plums	Huyler
Plums	Van Houten, 1/2s
Plums	Van Houten, 1/4s
Plums	Van Houten, 1s
Plums	Webb
Plums	Wilbur, 1/2s
Plums	Wilbur, 1/4s
Plums	COCOANUT
Plums	Dunham's 1/2s
Plums	Dunham's 1/4s & 1/2s
Plums	Dunham's 1/4s
Plums	Dunham's 1/2s
Plums	Bulk
Plums	COCOA SHELLS
Plums	20lb. bags
Plums	Less quantity
Plums	Pound packages
Plums	COFFEE
Plums	Rio
Plums	Common
Plums	Fair
Plums	Choice
Plums	Fancy
Plums	Santos
Plums	Common
Plums	Fair
Plums	Choice
Plums	Fancy
Plums	Peaberry
Plums	Maracaibo
Plums	Choice
Plums	Mexican
Plums	Choice
Plums	Fancy
Plums	Guatemala
Plums	Choice
Plums	Java
Plums	African
Plums	Fancy African
Plums	O. G.
Plums	P. G.
Plums	Mocha
Plums	Arabian
Plums	Package
Plums	New York Basis
Plums	Arbuckle
Plums	Dilworth
Plums	Jersey
Plums	Lion
Plums	McLaughlin's XXXX
Plums	McLaughlin's XXXX sold
Plums	to retailers only. Mail all
Plums	orders direct to W. F.
Plums	McLaughlin & Co., Chicag-
Plums	go.
Plums	Extract
Plums	Holland, 1/2 gro boxes 95
Plums	Felix, 1/2 gross...1 15
Plums	Hummel's foil, 1/2 gro. 85
Plums	Hummel's tin, 1/2 gro. 1 43
Plums	CRACKERS
Plums	National Biscuit Company
Plums	Brand
Plums	Butter
Plums	Seymour, Round
Plums	New York, Square
Plums	Family
Plums	Salted, Hexagon
Plums	Soda
Plums	N. B. C. Soda
Plums	Select Soda
Plums	Saratoga Flakes
Plums	Zephyrettes
Plums	Oyster
Plums	N. B. C. Round
Plums	N. B. C. Square, Salted
Plums	Faust, Shell
Plums	Sweet Goods
Plums	Animals
Plums	Atlantic, Assorted
Plums	Bagley Gems
Plums	Belle Isle Picnic
Plums	Brittle
Plums	Cartwheels, S & M.
Plums	Current Fruit
Plums	Cracknels
Plums	Coffee Cake, N. B. C.
Plums	plain or iced
Plums	Cocoanut Taffy
Plums	Cocoa Bar
Plums	Chocolate Drops
Plums	Gum
Plums	Cocoanut Drops
Plums	Cocoanut Honey Cake 12

3	4
Peerless	Cocoanut H'y Fingers 12
Riverside	Cocoanut Macaroons 13
Springdale	Dixie Sugar Cookie 9
Warner's	Fruit Honey Squares 12 1/2
Brick	Frosted Cream 8
Leiden	Fluted Cocoanut 10
Limburger	Fig Sticks 12
Pineapple	Ginger Gems 8
Sap Sago	Graham Crackers 8
Swiss, domestic	Ginger Snaps, N. B. C. 7
Swiss, imported	Hazelnut 11
CHEWING GUM	Hippodrome 10
American Flag Spruce	Honey Cake, N. B. C. 12
Beeman's Pepsin	Honey Fingers, As Ice. 12
Edam	Honey Jumbles 12
Best Pepsin	Household Cookies As 8
Best Pepsin, 5 boxes.2 00	Iced Honey Crumpets 10
Black Jack	Imperial 8
Largest Gum Made	Jersey Lunch 8
Sen Sen	Jamaica Gingers 10
Sen Sen Breath Perf.	Kream Klips 10
Sugar Loaf	Lady Fingers 12
Yucatan	Lem Yen 11
CHICORY	Lemon Gems 10
Bulk	Lemon Biscuit Sq. 8
Red	Lemon Wafer 16
Eagle	Lemon Cookie 8
Frank's	Malaga 11
Schener's	Mary Ann 11
CHOCOLATE	Marshmallow Walnuts 16
Walter Baker & Co.'s	Muskegon Branch, iced 11
German Sweet	Molasses Cakes 8
Premium	Mouthful of Sweetness 14
Vanilla	Mixed Picnic 11 1/2
Caracas	Mich. Frosted Honey 12
Eagle	Newton 12
COCOA	Nu Sugar 8
Baker's	Nic Nacs 8
Cleveland	Oatmeal Crackers 8
Colonial, 1/2s	Okay 10
Colonial, 1/4s	Orange Slices 16
Epps	Orange Gems 8
Huyler	Penny Cakes, Asst. 8
Van Houten, 1/2s	Pineapple Honey 15
Van Houten, 1/4s	Plum Tarts 12
Van Houten, 1s	Pretzels, Hand Md. 8 1/2
Webb	Pretzellettes, Hand Md. 8 1/2
Wilbur, 1/2s	Pretzellettes, Mac Md. 7 1/2
Wilbur, 1/4s	Raisin Cookies 8
COCOANUT	Revere, Assorted 14
Dunham's 1/2s	Richwood 8
Dunham's 1/4s & 1/2s	Rube 8
Dunham's 1/4s	Scotch Cookies 10
Dunham's 1/2s	Snow Creams 16
Bulk	Snowdrop 16
COCOA SHELLS	Spiced Gingers 10
20lb. bags	Spiced Gingers, Iced 10
Less quantity	Splited Sugar Tops 9
Pound packages	Sultana Fruit 15
COFFEE	Sugar Cakes 8
Rio	Sugar Squares, large or
Common	small 8
Fair	Superba 8
Choice	Sponge Lady Fingers 25
Fancy	Urchins 11
Santos	Vanilla Wafers 16
Common	Vanilla Crimp 8
Fair	Waverly 8
Choice	Water Crackers (Bent
Fancy	& Co.) 16
Peaberry	Zanzibar 9
Maracaibo	In-er Seal Goods.
Choice	Almond Bon Bon 150
Mexican	Albert Biscuit 100
Guatemala	Animals 100
Java	Bremer's But. Wafers 100
African	Butter Thin Biscuit 100
Fancy African	Cheese Sandwich 100
O. G.	Cocoanut Macaroons 2.50
P. G.	Cracker Meal 75
Mocha	Faust Oyster 100
Arabian	Fig Newtons 100
Package	Five O'clock Tea 100
New York Basis	Frosted Coffee Cake 100
Arbuckle	Protana 100
Dilworth	Ginger Snaps, N. B. C. 100
Jersey	Graham Crackers 100
Lion	Lemon Snaps 50
McLaughlin's XXXX	Marshmallow Dainties 100
McLaughlin's XXXX sold	Pretzellettes, H. M. 100
to retailers only. Mail all	Royal Toast 100
orders direct to W. F.	Saltine 100
McLaughlin & Co., Chicag-	Saratoga Flakes 150
go.	Seymour Butter 100
Extract	Social Tea 100
Holland, 1/2 gro boxes 95	Soda, N. B. C. 100
Felix, 1/2 gross...1 15	Soda, Select 100
Hummel's foil, 1/2 gro. 85	Sponge Lady Fingers 100
Hummel's tin, 1/2 gro. 1 43	Sultana Fruit Biscuit 150
CRACKERS	Unedea Biscuit 50
National Biscuit Company	Unedea Jinjer Wayfer 100
Brand	Unedea Milk Biscuit 50
Butter	Vanilla Wafers 100
Seymour, Round	Water Thin 100
New York, Square	Zu Zu Ginger Snaps 50
Family	Zwieback 100
Salted, Hexagon	CREAM TARTAR
Soda	Barrels or drums 29
N. B. C. Soda	Boxes 30
Select Soda	Square cans 32
Saratoga Flakes	Fancy caddies 35
Zephyrettes	DRIED FRUITS
Oyster	Apples
N. B. C. Round	Sundried 7 1/2 @ 8
N. B. C. Square, Salted	Evaporated @11
Faust, Shell	California Prunes
Sweet Goods	100-125 25lb. boxes. @ 6
Animals	80-100 25lb. boxes. @ 6 1/2
Atlantic, Assorted	70-80 25lb. boxes. @ 7
Bagley Gems	60-70 25lb. boxes. @ 7 1/2
Belle Isle Picnic	50-60 25lb. boxes. @ 7 3/4
Brittle	40-50 25lb. boxes. @ 8 1/4
Cartwheels, S & M.	30-40 25lb. boxes. @ 8 3/4
Current Fruit	1/4c less in 50lb. cases.
Cracknels	Citron
Coffee Cake, N. B. C.	Corsican @22
plain or iced	Currents
Cocoanut Taffy	Imp'd 1 lb. pkg. @ 7 1/2
Cocoa Bar	Imported bulk @ 7 1/2
Chocolate Drops	Peel
Gum	Lemon American 13
Cocoanut Drops	Orange American 13
Cocoanut Honey Cake 12	

4	5
Cocoanut H'y Fingers 12	Raisins
Cocoanut Macaroons 13	London Layers, 3 cr
Dixie Sugar Cookie 9	London Layers, 4 cr
Fruit Honey Squares 12 1/2	Cluster, 5 crown
Frosted Cream 8	Loose Muscatels, 2 cr
Fluted Cocoanut 10	Loose Muscatels, 3 cr @7 1/4
Fig Sticks 12	Loose Muscatels, 4 cr @7 1/2
Ginger Gems 8	L. M. Seeded, 1 lb. 7 3/4 @8 1/2
Graham Crackers 8	L. M. Seeded, 1/2 lb.
Ginger Snaps, N. B. C. 7	Sultanas, bulk
Hazelnut 11	Sultanas, package 7 1/2 @ 8
Hippodrome 10	FARINACEOUS GOODS
Honey Cake, N. B. C. 12	Beans
Honey Fingers, As Ice. 12	Dried Lima 6
Honey Jumbles 12	Med. Hd Pk'd 1 75 @1 85
Household Cookies As 8	Brown Holland 2 25
Iced Honey Crumpets 10	Farina
Imperial 8	24 1lb. packages 1 75
Jersey Lunch 8	Bulk, per 100 lbs. 8 00
Jamaica Gingers 10	Hominy
Kream Klips 10	Flake, 50lb. sack 1 00
Lady Fingers 12	Pearl, 200lb. sack 3 70
Lem Yen 11	Pearl, 100lb. sack 1 85
Lemon Gems 10	Maccaroni and Vermicelli
Lemon Biscuit Sq. 8	Domestic, 10lb. box 60
Lemon Wafer 16	Imported, 25lb. box 2 50
Lemon Cookie 8	Pearl Barley
Malaga 11	Common 2 15
Mary Ann 11	Chester 2 25
Marshmallow Walnuts 16	Empire 3 25
Muskegon Branch, iced 11	Peas
Molasses Cakes 8	Green, Wisconsin, bu. 1 25
Mouthful of Sweetness 14	Green, Scotch, bu. 1 30
Mixed Picnic 11 1/2	Split, lb. 4
Mich. Frosted Honey 12	Sago
Newton 12	East India 6 1/2
Nu Sugar 8	German, sacks 6 1/2
Nic Nacs 8	German, broken pkg...
Oatmeal Crackers 8	Tapoca
Okay 10	Flake

6

Meal

Bolted	2 90
Golden Granulated	3 00
St. Car Feed screened	22 50
No. 1 Corn and Oats	22 50
Corn, cracked	22 00
Corn Meal, coarse	22 00
Oil Meal, old proc.	30 00
Winter Wheat Bran	19 00
Winter Wheat Midg	21 00
Cow Feed	2 00

Oats

No. 2 White Old	43
No. 2 White New	38
No. 3 Michigan Old	41
No. 3 Michigan New	37

Corn

Corn	57 1/2
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Hay

No. 1 timothy car lots	12 00
No. 1 timothy ton lots	13 00

HERBS

Sage	15
Hops	15
Laurel Leaves	15
Senna Leaves	25

JELLY

5 lb. pails, per doz.	1 85
15 lb. pails, per pail	40
30 lb. pails, per pail	70

LICORICE

Pure	30
Calabria	23
Sicily	14
Root	11

MEAT EXTRACTS

Armour's, 2 oz.	45
Armour's, 4 oz.	80
Liebig's Chicago, 2 oz.	25
Liebig's Chicago, 4 oz.	50
Liebig's Imported, 2 oz.	45
Liebig's Imported, 4 oz.	50

MOLASSES

New Orleans	40
Fancy Open Kettle	35
Choice	26
Fair	25
Good	22

Half barrels 2c extra.

MINCE MEAT

Columbia, per case	2 75
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MUSTARD

Horse Radish, 1 dz.	1 75
Horse Radish, 2 dz	3 50

OLIVES

Bulk, 1 gal. kegs	1 65
Bulk, 2 gal. kegs	1 60
Bulk, 5 gal. kegs	1 55
Manzanilla, 8 oz.	90
Queen, pints	2 50
Queen, 19 oz.	4 50
Queen, 28 oz.	7 00
Stuffed, 5 oz.	90
Stuffed, 8 oz.	1 45
Stuffed, 10 oz.	2 40

PIPES

Clay, No. 216	1 70
Clay, T. D., full count	65
Cob, No. 3	85

PICKLES

Medium	4 75
Barrels, 1,200 count	4 75
Half bbls., 600 count	2 88
Small	7 00
Barrels, 2,400 count	7 00
Half bbls., 1,200 count	4 00

PLAYING CARDS

No. 9 Steamboat	85
No. 15, Royal, assorted	1 20
No. 20, Royal, enameled	1 20
No. 572, Special	1 75
No. 98, Golf, satin finish	2 00
No. 808, Bicycle	2 00
No. 632, Tourist whist	2 25

POTASH

48 cans in case	4 00
Babbitt's	3 00
Penna Salt Co's	3 00

PROVISIONS

Barreled Pork	16 75
Fat Black	16 50
Short Cut	16 50
Short Cut Clear	16 75
Bean	14 50
Pig	20 00
Brisket, clear	18 00
Clear Family	15 00

Dry Salt Meats

S P Bellies	11 1/2
Bellies	11 1/2
Extra Shorts	9

Smoked Meats

Hams, 12 lb. average	13 1/2
Hams, 14 lb. average	13 1/2
Hams, 16 lb. average	13 1/2
Hams, 18 lb. average	13 1/2
Skinned Hams	14 1/2
Ham, dried beef sets	13 1/2
Bacon, clear	13 1/2
California Hams	9 1/2
Picnic Boiled Ham	14 1/2
Boiled Ham	20
Berlin Ham, pressed	8 1/2
Mince Ham	9

Lard

Compound	7 1/2
Pure	10
80 lb. tubs, advance	1 1/2
60 lb. tubs, advance	1 1/2
50 lb. tins, advance	1 1/2
20 lb. pails, advance	1 1/2
10 lb. pails, advance	1 1/2
5 lb. pails, advance	1 1/2
3 lb. pails, advance	1 1/2

Sausages

Bologna	5
Liver	6 1/2
Frankfort	7
Pork	7
Veal	7
Tongue	7
Headcheese	7

7

Beef

Extra Mess	10 00
Boneless	11 00
Rump, new	10 50

Pig's Feet

1/2 bbls.	1 10
1/4 bbls., 40 lbs.	1 85
1/2 bbls.	3 75
1 bbl.	7 75

Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	28
Beef, rounds, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid dairy	10
Rolls, dairy	10 1/2 @ 11 1/2

Canned Meats

Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef	2 00 @ 2 50
Potted ham, 1/4s	45
Potted ham, 1/2s	85
Deviled ham, 1/4s	45
Deviled ham, 1/2s	85
Potted tongue, 1/4s	45
Potted tongue, 1/2s	85

RICE

Screenings	4
Fair Japan	5
Choice Japan	5 1/2
Imported Japan	6
Fair La. hd.	6
Choice La. hd.	6 1/2
Fancy La. hd.	6 1/2 @ 7
Carolina, ex. fancy	6 1/2 @ 7 1/2

SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35

SALERATUS

Packed 60 lbs. in box	3 15
Arm and Hammer	3 15
Deland's	3 15
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 1/4s	3 00

SAL SODA

Granulated, bbls.	85
Granulated, 100lb. cs.	1 00
Lump, bbls.	80
Lump, 145lb. kegs	95

SALT

Common Grades	2 10
100 3 lb. sacks	2 00
60 5 lb. sacks	1 90
28 10 1/2 lb. sacks	1 90
56 lb. sacks	30
28 lb. sacks	15

Warsaw

56 lb. dairy in drill bags	40
28 lb. dairy in drill bags	20

Solar Rock

56lb. sacks	20
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Common

Granulated, fine	80
Medium, fine	85

SALT FISH

Cod	6 1/2
Large whole	6 1/2
Small whole	6
Strips or bricks	7 1/2 @ 10
Pellock	3 1/2

Halibut

Strips	13
Chunks	13 1/2

Herring

White Hoop, bbls.	11 50
White Hoop, 1/2 bbls.	6 00
White Hoop, keg	75
White Hoop mchs.	80

Norwegian

Round, 100lbs.	3 75
Round, 40lbs.	1 75
Scaled	13

Trout

No. 1, 100lbs.	7 50
No. 1, 40lbs.	3 25
No. 1, 10lbs.	90
No. 1, 8lbs.	75

Mackerel

Mess, 100lbs.	13 50
Mess, 40lbs.	5 90
Mess, 10lbs.	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10 lbs.	1 55
No. 1, 8 lbs.	1 28

Whitefish

No. 1, No. 2 Fam	9 75
100lb.	4 50
50lb.	2 25
10lb.	1 12
8lb.	92

SEEDS

Anise	10
Canary, Smyrna	5 1/2
Caraway	9
Cardamom, Malabar	1 00
Celery	15
Hemp, Russian	4 1/2
Mixed Bird	4 1/2
Mustard, white	8
Poppy	9
Rape	4 1/2
Cuttle Bone	25

SHOE BLACKING

Handy Box, large, 3 dz.	2 50
Handy Box, small, 1 dz.	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

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SNUFF

Scotch, in bladders	37
Maccaboy, in jars	35
French Rappie in jars	43

SOAP

Central City Soap Co.	3 00
Jaxon	3 00
Boro Naphtha	3 85

J. S. Kirk & Co.

American Family	4 00
Dusky Diamond, 50 8 oz	2 80
Dusky D'nd, 100 6 oz	3 80
Jap Rose, 50 bars	3 75
Saxon Imperial	3 10
White Russian	3 00
Satinet, oval bars	3 00
Domine, oval	2 15
Snowberry, 100 cakes	4 00
Proctor & Gamble Co.	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 25

LAUTZ BROS. & CO.

Acme, 70 bars	3 60
Acme, 30 bars	3 85
Acme, 25 bars	3 85
Acme, 100 cakes	3 15
Big Master, 100 bars	4 00
Marseilles, 100 cakes	5 80
Marseilles, 100 cakes 5c	4 00
Marseilles, 100 ck toilet	4 00

A. B. Wisley

Good Cheer	4 00
Old Country	3 40

Soap Powders

Central City Soap Co.	2 40
Jaxon, 16 oz.	2 40

Lautz Bros. & Co.

Snow Boy	4 00
Gold Dust, 24 large	4 50
Gold Dust, 100-5c	4 00
Kirkoline, 24 1lb.	3 80
Pearline	3 75
Soapine	4 10
Babbitt's 1776	3 75
Roseine	3 50
Armour's	3 70
Widom's	3 80

Soap Compounds

Johnson's Fine	5 10
Johnson's XXX	4 25
Nine O'clock	3 35
Rub-No-More	3 75

Scouring

Enoch Morgan's Sons.	9 00
Sapolo, gross lots	3 00
Sapolo, half gro lots	4 50
Sapolo, single boxes	2 25
Sapolo, hand	2 25
Scourine Manufacturing Co.	3 00
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50

SODA

Boxes	5 1/2
Kegs, English	4 1/2

SOUPS

Columbia	3 00
Red Letter	90

SPICES

Whole Spices	12
Allspice	12
Cassia, China in mats.	12
Cassia, Canton	16
Cassia, Batavia, bund.	28
Cassia, Saigon, broken.	55
Cassia, Saigon, in rolls.	55
Cloves, Amboyna	22
Cloves, Zanzibar	16
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Pepper, Singapore, blk.	15
Pepper, Singp. white.	25
Pepper, shot	17
Pure Ground in Bulk	16
Cassia, Batavia	28
Cassia, Saigon	48
Cloves, Zanzibar	18
Ginger, African	15
Ginger, Cochon	18
Ginger, Jamaica	25
Mace	65
Mustard	18
Pepper, Singapore, blk.	17
Pepper, Singp. white.	28
Pepper, Cayenne	20
Sage	20

STARCH

Common Gloss	4 1/2 @ 5
1lb. packages	4 1/2 @ 5
3lb. packages	4 1/2 @ 5
6lb. packages	4 1/2 @ 5
40 and 50lb. boxes	3 3 1/2 @ 3 1/2

Common Corn

20lb. packages	5
40lb. packages	4 1/2 @ 7

SYRUPS

Barrels	25
Half Barrels	27
20lb. cans 1/2 dz. in case	1 80
10lb. cans 1/2 dz. in case	1 75
5lb. cans 1/2 dz. in case	1 85
2 1/2lb. cans 1/2 dz. in case	1 90

Pure Cane

Fair	16
Good	20
Choice	25

TEA

Sundried, medium	24
Sundried, choice	32
Sundried, fancy	36
Regular, medium	24
Regular, choice	32
Regular, fancy	36
Basket-fired, medium	31
Basket-fired, choice	38
Basket-fired, fancy	43
Nibs	22 @ 24
Sifts	9 @ 11
Fannings	12 @ 14

9

Gunpowder

Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	20
Choice	30
Fancy	40

India

Ceylon, choice	32
Fancy	42

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 6 00

BAKING POWDER

JAXON
1/4 lb. cans, 4 doz. case... 45
1/2 lb. cans, 4 doz. case... 85
1 lb. cans, 2 doz. case 1 60



Royal

10c size 90
1/4 lb. cans 1 35
6oz. cans 1 90
1/2 lb. cans 2 50
3/4 lb. cans 3 75
1 lb. cans 4 80
3 lb. cans 13 00
5 lb. cans 21 50

BLUING



C. P. Bluing

Small size, 1 doz. box...40
Large size, 1 doz. box...75

CIGARS



G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritinos35
Panatellas, Finas35
Panatellas, Book35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates4 @ 4
Livers3 @ 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

Carcass5 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

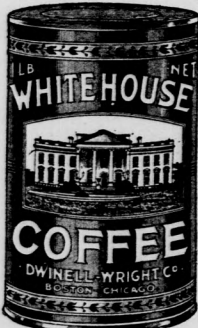
40ft.95
50ft.1 35
60ft.1 65

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 Java35

Royal Java and Mocha ...35

Java and Mocha Blend ...35

Boston Combination35

Distributed by Judson

Grocer Co., Grand Rapids;

Lee & Cady, Detroit; Sym-

ons Bros. & Co., Saginaw;

Brown, Davis & Warner,

Jackson; Godsmark, Du-

rand & Co., Battle Creek;

Fielbach Co., Toledo.

CONDENSED MILK



4 doz. in case

Gail Borden Eagle6 40

Crown5 90

Champion4 52

Daisy4 70

Magnolia4 00

Challenge4 40

Dime3 85

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6

1 1/4 to 2 in.7

1 1/2 to 2 in.9

1 3/4 to 2 in.11

2 in.15

3 in.20

Cotton Lines

No. 1, 10 feet5

No. 2, 15 feet7

No. 3, 15 feet9

No. 4, 15 feet10

No. 5, 15 feet11

No. 6, 15 feet12

No. 7, 15 feet15

No. 8, 15 feet18

No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

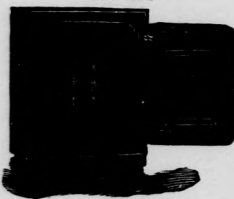
Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burglar proof safes kept in stock by the Tradesman Company. Twenty different sizes on hand at all times—twice as many safes as are carried by any other house in the State. If you are unable to visit Grand Rapids and inspect the line personally, write for quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

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

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

Sherwood Hall Co., Ltd.

Jobbers of

Carriage and Wagon Material

Blacksmith and Horseshoers'

Tools and Supplies. Largest and most complete stock in Western Michigan. Our prices are reasonable.

24 North Ionia St.
Grand Rapids, Mich.

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—First-class staple grocery, doing \$2,400 monthly. Rent \$22. Can be had at invoice. \$4,000 stock, cash. City 2,500 population. Address No. 940, care Michigan Tradesman. 940

Oliver Typewriter, nearly new; latest Wellington Visible, choice \$48.50. Owner, 628 Shukert Bldg., Kansas City, Mo. 937

For Sale—Old-established drug business in growing city of 30,000 inhabitants. New cherry furniture. Inventory \$8,000. Annual sales, \$16,000. Ill health reason for selling. Terms easy. Address Box 76, Newport News, Va. 936

Wanted—Drug stock. Must be good paying business, at right price. Northern Michigan preferred. Address with full particulars, No. 935, care Tradesman. 935

For Sale—Drug stock, invoicing \$3,500, in best city in Michigan. Sales last year, over \$9,000. Full prices and a moneymaker. Address No. 934, care Michigan Tradesman. 934

For Exchange—Good farm for hardware stock, city property, for stock of groceries or general store. John E. Foster, Bellefontaine, O. 932

For Rent—Store building, new last year. Live town of nearly 1,000 inhabitants. Good location for grocery. Lizzie Wigent, Watervliet, Mich. 926

For Sale—Stock of shoes, tinware, enamelware, notions, etc. Hustling town of 800, good location, good reasons for selling. Box 191, Wolcottville, Ind. 925

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

For Sale—Hardware stock and implement business, in fine country. Stock will run \$3,500. Town, 600 population. Fine business. Address No. 929, care Michigan Tradesman. 929

For Rent—Good location, two store rooms, 25, and 30x100, with basements in large four-story office building, on Court House Square, steam heat, electric light, steel ceiling, modern fronts, shelving. Good location for general merchandise. On electric interurban. City 7,000. C. H. Long, Pontiac, Ill. 930

For Sale—One of the best dry goods, clothing and shoe businesses in a rapidly growing town of 1,000 and surrounded by exceptionally good farm community, best location in town. Established five years; a sure fortune for the right man. Larger interest elsewhere compels sale. Stock will invoice from \$10,000 to \$12,000. Particulars address D. Seitzer & Co., Shepherd, Mich. 931

For Sale—Stock of dry goods, gents' furnishing goods and art materials, in resort town. Address L. Bushnell, Northport, Mich. 938

Charters Secured—Charters procured cheap for mining, milling, manufacturing, railroads or any other industrial pursuit; laws, blanks free. Philip Lawrence, former assistant secretary of State, Huron, S. D. 939

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

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

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—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—Practically new Burroughs Adding Machine. Smith Young & Co., Lansing, Mich. 841

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—Harness shop in good farming country, nearest shop 30 miles. Have other business to look after. Address Wm. F. Asal, Rupert, Idaho. 871

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 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

On account of death of proprietor, we will sell the only exclusive shoe store of \$2,000, in county seat of 2,000 inhabitants. City has a tanning 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—Grain elevator at Hudsonville, Mich., on tracks of P. M. Ry., near main street, \$700. Good chance for live man to make some money. Valley City Milling Co., Grand Rapids, Mich. 825

For Sale 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. 869

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—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,500. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

For Sale—\$5,000 stock general merchandise in good Indiana town. No agents. A. L. Bradford, Eaton Rapids, Mich. 917

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

Cheap Lands—Wild and improved; the garden spot of Minnesota; write for prices and terms. L. B. Branch, Round Prairie, Minn. 856

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. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1231 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

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

Wanted—Situation by registered druggist. Twenty years' experience. L. E. Bockes, 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—Resident traveling salesman for Michigan and Minnesota. Must have established trade. Hershfield Bros., Mfrs., Popular Clothing, 624 Broadway, New York. 927

Wanted—Registered drug clerk or assistant for steady permanent position. W. C. Wheelock, Kalamazoo, Mich. 933

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—Harness, collar and saddle makers. Apply to the Great West Saddlery Co., Winnipeg, Man. Canada. 896

Want ads. continued on next page.

Office Stationery
LETTER, NOTE AND BILL HEADS
STATEMENTS, ENVELOPES, COUNTER BILLS.
TRADESMAN COMPANY
GRAND RAPIDS

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.

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 township, under crop. For particulars write Wm. Rannels, Poland, N. D. 874

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. DeCourdes, Knox, Ind. 881

Wanted—Drug store on easy terms. Small town preferred. Address M., Box 50, Romeo, Mich. 914

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

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

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Martin, care Michigan Tradesman. 755

OLD FASHIONED MEDICINE.

In the old New England days, which the gray haired now can remember, with the certainty of "spring cleaning" came the announcement that everybody was getting "run down," and recourse was had for a general bracing up to a treatment of "picra." It was black and it was bitter and it was taken from a tablespoon before every meal for a fortnight, at least, if a victim's memory is at all to be trusted; but it is also to be stated that it accomplished its purpose. The weariness of spring fever left the limbs. The languor that made a burden of every duty was driven away. The eye regained its vigor in the old and its sparkle in the young, and at the end of the treatment the weak had become strong, the old had been made new, and life, cleansed and bettered by its doses of picra, blessed the old fashioned medicine that always went to the right spot and did its work after it got there.

To even the casual observer the times and the humanity in them are all run down. Languor has taken possession of the vigorous energy that is a characteristic of American manhood. It shrinks from the long and the wearisome. It is prone to cutting cross-lots even when the territory belongs to his neighbor. A convert to the inspiring doctrine of "get there," he has become indifferent to the manner, means and instrument of how. By a course of reasoning known to himself wrong consists not in the violation of the law, but in getting found out. He borrows without permission and forgets to make returns. He betrays the confidence placed in him and pretends to see nothing wrong therein. He cripples by fair means—if there is such a thing—or foul all competition and, when brought to book, asks with the cunning of Shylock, "Is that the law?" Under the cover of high position he fences in the public lands. He poisons the people's meat and drink for the gain gotten thereby; and so all along the line of righteous living he has shown himself so thoroughly degenerate that there is a demand for some good old fashioned medicine which will restore his old usefulness and vigor.

What that medicine was in moral New England is too well known to dwell upon. The old Puritan godliness, which lived and moved and had its being from 1620 to 1860 and, while it lived and governed, founded a nation in the wilderness and peopled it with righteousness, was bitter to the taste, but it kept the humanity it brought forth and brought up true to the everlasting principles of right and wrong. Men did steal then; but they were called thieves and were punished. They told lies; but they were called liars and received a part of that punishment on this side of the grave which is promised them on the other side. They were born with the sins of humanity and developed them; but that "line upon line, precept upon precept, here a little and there a little" which made them nation builders kept them faithful to their trust and they grew up worthy men and women themselves and in-

sisted on bringing up their children in the fear and admonition of the Lord. We laugh now at the Puritan Sunday, at the Connecticut blue laws, at the punishment of men for publicly kissing their wives, and the laugh, perhaps, is well enough in its way; but with the pendulum of time swung to the other extreme the question is pertinent whether the new is better than the old, and whether a little of the old fashioned medicine would not bring back with profit something of the old and better condition of things.

If we consider the infamy of the hour we shall find that the degenerate senators, that the men with tainted fortunes and tainted incomes, that the principals in the divorce court, and that the wickedness in high places and in law have been brought up contrary to the spirit that inspired the Puritan Fathers. The consideration is not assuring. If the same conditions are to continue the outlook for the future is not encouraging. The courts may convict and punish, society may ostracise; but unless the maturity of to-day takes itself in hand and, remembering that the fear of the Lord is the beginning of wisdom, brings up the children of its household according to that old fashioned fear the world will see no change of heart and so no change of action. There may be little virtue now in learning by heart the "Assembly Catechism" and repeating it word for word, the parent of to-day may continue to scorn the admonition of Solomon and "spare the rod and spoil the child;" but in spite of ridicule and in spite of prejudice against a fancied cruelty it is submitted that if the old methods of bringing up and the new are both evils and both extremes the lesser evil will be found in prescribing for the modern diseases a little of that old fashioned medicine which has stood the test of time.

In San Francisco before the great fire there were 3,600 drinking places. From April 18 to July 5 under order of the authorities not one of these was allowed to open for business. During that period the records show that the city was remarkably free from crime. Few arrests were made and the police had an easy time. Formerly the saloons in San Francisco paid \$84 per year for licenses. When the order was given allowing them to reopen the license fee was increased to \$500. The increased rate is not expected to have any permanent effect upon the number of places, as 2,000 licenses have already been granted. The saloons now in operation are said to be crowded with customers whose thirst is prodigious. It is believed that the experience will persuade the city officials to still further increase the license rate. Throughout the country high license is becoming an accepted policy. The liquor traffic appears to be abundantly able to stand it for while it decreases the number of drinking places it does not decrease the amount consumed.

A man's manner either makes his fortune or mars it.

DON'T PITY THE POOR BOY.

"Don't pity the poor boy because he hasn't any chance. Rather pity such a man as Harry K. Thaw, because he had a wealthy father, and didn't have a chance." The foregoing is a passage from a speech recently delivered by Charles B. Landis, a Representative in Congress from Indiana. It will strike every reader as being a sound and sensible utterance. It is not a new thought, but it is a timely and pertinent expression that deserves consideration. The plight of young Thaw is attracting general attention. His brief career has brought him to a cell in the Tombs of New York City, where he is awaiting trial on the charge of murder. He and his friends hope for his acquittal, but even should he escape the electric chair there is no prospect that his life will be worth living, as it is unlikely that he has sufficient stamina to win respect for his character.

Young Thaw is to be pitied. His wealthy father may not be wholly to blame. It is certain that the father did not approve the son's way of living, as in his will he provided that he should have but a small annuity until he should show that he was capable of making proper use of his equitable share in an estate amounting to \$40,000,000. Had he been the son of a poor man Harry Thaw might still have turned out bad, but the chances are largely the other way. Had he been obliged to toil for a living he would probably have been kept from the evil paths which money opened to him. Poverty sometimes creates a tendency to crime, but it more often tends to the creation of honest manhood. The poor boy, generally speaking, has a better chance than the rich boy in this country. Thousands of our leading men to-day began life in the most humble circumstances. They readily acknowledge that the habits of industry and economy they were obliged to pursue formed the foundation of their success. The opportunities for the poor boy to rise in the world are as great now as ever they were. Riches, as all have observed, often take wings, and those who have nothing but money are the poorest of the poor. What poor boy in all the land would willingly change places with Harry Thaw?

ENGLAND AND GERMANY.

England and Germany, through ties of blood, should in the natural order of things be friends rather than foes. That they have been bitter enemies for some years past is a fact attested by numerous manifestations of antipathy. As great manufacturing nations and as competing world powers they have clashed at many points in a rivalry that has been keen and continuous. Neither strife for territorial expansion nor commercial supremacy, however, wholly explains the hostile attitude that the two peoples have displayed toward each other. Prejudice has been excited upon grounds that were slight in themselves, but that have been exaggerated to such a degree that Englishmen and Germans have come to feel a personal dislike

and aversion quite as strong as that between Germans and French. In the newspapers of the two countries this feeling has been given expression in sarcastic flings as to the attitude of the respective governments. It has been understood, too, that King Edward and Emperor William have not been on good terms, and certainly they have had few meetings of late.

A movement was recently begun by prominent men in both England and Germany to bring about an era of good will between the two nations. Fifty German editors were entertained in England and went home much impressed with English friendship. Now fifty English editors are to make a return visit to Germany, from which equally pleasant results are anticipated. In both countries there is evidence of a sincere desire for the development of amicable relations. It is expected that King Edward will go to Germany for the christening of his grand-nephew, the heir presumptive to the German throne, and his appearance there will give decided impetus to the movement. King Edward has devoted much attention to work of this kind, the understanding with France being a shining instance of his success. Emperor William has been inclined to regard Germany as sufficient unto itself, and while during his reign Germany has grown remarkably strong, its "splendid isolation" is not exactly satisfactory if, indeed, it is safe. The time seems propitious for the dissolution of old prejudices and the establishment of a mutual accord, from which both nations may derive advantage. Incidentally the world at large would benefit, for England and Germany can exert an influence that will assure the peace of Europe and can check belligerent forces that threaten in other quarters of the globe.

Packers to Work for Restored British Favor.

A largely attended meeting of importers and distributors of American canned goods was held at the London Chamber of Commerce Building during the week to consider what steps can be taken to restore confidence in these imports. Among those present were the English representatives of the American packers. A committee of six was appointed to raise funds and devise means for carrying out the objects of the meeting.

Brazil has announced a 20 per cent. reduction on many articles imported from the United States, and especially on flour. The high duty on flour has long been a bone of contention, and its reduction should open the way to many mutual advantages between the two countries.

BUSINESS CHANCES.

For Sale—Clean \$2,000 general stock, also store building and dwelling. No competition. Rare bargain if taken at once. Full particulars address Box 92, Sherman City, Mich. 942

For Sale—Clean stock of general merchandise in one of the best farming and manufacturing towns in the State. Address Box 145, Williamston, Mich. 941

Old coins have become very valuable. Large prices paid by me. Send 50 cents for book. Joseph Bowen, Coin Dealer, Murray, O. 878

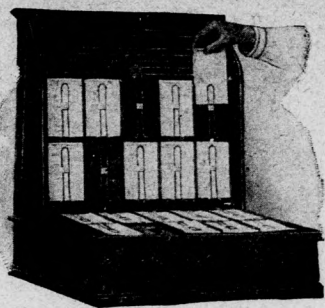


Figure the Cost

You would rather hire **one man** at **two dollars** per day and board than to hire **two men** at **one dollar** each per **day** and board, if the **one man** did the **same work** as the **two**. Of course you would! You would be ahead **one man's board**.

Some systems only handle a **part** of your business.

The **McCaskey Account Register System** handles **every transaction** from the time the goods are **purchased** until they are **sold** and the **money** is in the **bank**.

It's the great **one writing, totalled, forwarding system**.

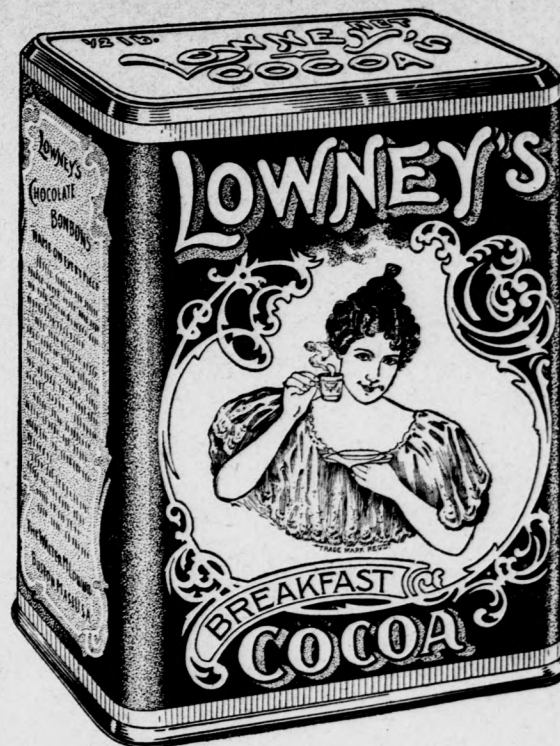
Our **free** catalogue explains.

The McCaskey Register Co.

Alliance, Ohio

Mfrs. of the celebrated Multiplex Duplicating Carbon Back Pads;
also Single Carbon and Folding Pads.

AGENCIES IN ALL PRINCIPAL CITIES



LOWNEY'S COCOA does not contain ground cocoa shells, flour, starch, alkalies, dyes or other adulterants.

The **WALTER M. LOWNEY COMPANY**, 447 Commercial St., Boston, Mass.



Weed Out

the unproductive impediments to your success!

Unless you remove the weeds the flowers cannot develop.

You wouldn't keep a horse that was "eating his head off." Neither would you retain a clerk who was robbing you of your profits.

Yet they are still some grocers and butchers using old style scales at a **loss of 3 per cent.** of all the merchandise weighed on them.

To prove this, take one pound of sugar and try to weigh out sixteen one-ounce packages on any non-computing scale.

The average grocery or market will do a business of \$100 a day—\$30,000 a year. In the grocery, fully one-third of this is weighed out on scales; in the market, more.

Three per cent. of \$10,000 is **\$300**, that old-style scales cost their owners on the average **every** year.

If you are **not** using **MONEYWEIGHT Scales**, **don't you think it's time to do some weeding?**



MONEYWEIGHT Scales stop those overweights and **save you all of that loss**. Almost 200,000 in daily use.

Mail us the coupon for detailed information. It is to **your advantage** and places you under no obligation whatever.

Moneyweight Scale Co.

Distributors of **HONEST Scales** **GUARANTEED** Commercially Correct.

58 State St.

CHICAGO

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 **Moneyweight Scales** in my store.

The
Computing Scale
Company
MANUFACTURERS
DAYTON, OHIO.

To Build Up Your Crockery and House Furnishing Goods Trade

you need the right kind of goods bought at the right prices. We are working and planning six days of every week to secure just such trade-building materials for you.

IT WILL PAY YOU TO ORDER FROM THIS STORE

Visit us as often as you can. The latch string is always out and we never fail of having something to show that will interest you.

NEVER A DAY THAT WE HAVE NOT SOME GREAT BARGAINS TO OFFER

Full or Half Package of Our Great

“Harvest Assortment”

Of Fine White Ironstone Porcelain

You can change the assortment as desired, putting in any pieces needed in your stock.



Homer Laughlin's

celebrated ware. Absolutely the best, the toughest and most highly finished ware of this class made. Not to be compared with common American goods.

Build Up Your Crockery Trade

You can only secure this trade by this class of ware, NEVER by trash bought just because it's cheap.

Full Package 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 Scallop	1 08	2 16
2 dozen 8-inch Scallop	1 62	3 24
½ dozen 8-inch Platters	90	45
1 dozen 10-inch Platters	1 62	1 62
1 dozen Covered Chambers	4 32	4 32
½ dozen Ewers and Basins, roll edge	8 64	4 32
1 dozen Jugs, 36s (creamers)	90	90

Total for Full Packages \$42.06

Total for Half Packages \$21.03

Packages at cost

No. 4 Assortment “Spartan” Enameled Ware



14 Quart Preserve Kettle



10 Quart Bread Raiser with Retinned Cover



21 Quart Deep Dish Pan



12 Quart Pail

Containing One Dozen Pieces of Kitchen Necessities
Retailing at 50 and 75 cents each..... **\$4.25**

Here is something every dealer must have. One or more of the articles can be sold to every customer who enters your store at from

50 to 75 Cents Each

This is the Greatest Bargain Ever Offered in Double Coated Enameled Ware

Order one or more packages, and if you do not agree with us **return it at our expense**. We want you to **realize** the many bargains this store contains for you.

Send us your order **today**, and order at the same time a full line of **“Amethyst” Enameled Ware**, the best and lowest priced kitchen ware of guaranteed quality ever offered to the trade.

The No. 4 Assortment contains ¼ dozen of each of the articles shown for..... **\$4.25**

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