

Our Cheerful Family

Brother William, last September,
Had a sunstroke—can't remember.
"If the sunshine doesn't kill,
Pass it on," says brother Bill.

Father lost his job last May,
Since then hasn't worked a day.
Still, I guess we'll get along.
It's a good thing mother's strong.

When the icy pavements froze,
Grandma fell and broke her nose.
Might have been just twice as bad
If two noses grandma'h had.

In the laundry, sister Flo
Fell into the indigo.
Flo said, when they brought her to:
"What's the use of feeling blue?"

Meningitis killed the pig
Just when it was fat and big.
Hard luck? Well, the doctors say
Pork's unhealthy anyway.

When the roof blew off the house,
Gee! It would have froze a mouse.
'Ceptin' when we have a storm
Guess the mortgage keeps it warm.

Sam S. Stinson

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.

Every Cake



of FLEISCHMANN'S

YELLOW LABEL COMPRESSED

YEAST you sell not only increases

your profits, but also gives complete

satisfaction to your patrons.

The Fleischmann Co.,

of Michigan

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

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

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, JULY 25, 1906

Number 1192

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.

2321 Majestic Building, Detroit, Mich

TRACE YOUR DELAYED FREIGHT Easily and Quickly. We can tell you how.

BARLOW BROS.,
Grand Rapids, Mich

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.

3 1/2 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

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

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

IMPORTANT FEATURES.

- Page.
2. Gone Beyond.
 4. Around the State.
 5. Grand Rapids Gossip.
 6. Window Trimming.
 7. The Cloven Hoof.
 8. Editorial.
 9. Backwoods Incident.
 10. Fruits and Produce.
 11. New York Market.
 12. Something for Nothing.
 14. Dry Goods.
 16. The Vacation Season.
 17. Faith in Charms.
 18. Woman's World.
 20. Idealists and Dreamers.
 22. The Farm Home.
 24. Fraud and Deception.
 26. Clothing.
 27. Poison Whisky.
 28. Alertness.
 30. Greatest Money Makers.
 32. Shoes.
 36. Woman's Birthright.
 38. Men's Wear Fabrics.
 40. Commercial Travelers.
 42. Drugs.

HELD UNCONSTITUTIONAL.

Transient Traders' Law Set Aside By Supreme Court.

Five of the nine Justices of the Supreme Court handed down an opinion yesterday sustaining the opinion of Judge Stuart, of the Superior Court of Grand Rapids, holding the transient traders' law enacted by the Legislature in 1905 unconstitutional. Judge Stuart presented three grounds for his opinion, but the Supreme Court ignored two of them and declared the law void because it contained a provision authorizing common councils to exempt certain traders from the provision of the law. The full text of the provision is as follows:

This is a petition for a mandamus brought by the Prosecuting Attorney of Kent County to compel the respondent to reinstate a prosecution under Act 214, Public Acts of 1905.

Y. Matsuhara and Frank K. Ellis were arrested under this Act upon information filed by relator and upon motion to quash were discharged by respondent on the ground that the statute in question is illegal and unconstitutional in several particulars.

The Act in question is entitled "An Act to provide for licensing and regulating the business of transient merchants, to prevent the fraudulent sale of goods by such transient merchants, to provide a lien on the goods of such transient merchants for the license fees prescribed by this Act, and to provide penalties for the violation thereof."

In Section 1 the Act attempts to define a transient merchant as follows: "A transient merchant, within the meaning of this Act, is any person or corporation who shall engage in, do or transact any temporary or transient business in any township, city or village in this State in the sale of goods, wares and merchandise and who, for the purpose of carrying on such business, shall hire, lease or occupy any building or room, including rooms in hotels, for the ex-

hibition and sale of such goods, wares and merchandise."

In Section 2, the license fees are fixed according to the size of the different classes of municipalities, that for the class including Grand Rapids being fixed at twenty dollars per day for the first ten days and ten dollars per day thereafter.

Appended to Section 1 is the following proviso: "Provided that any city or village council may, by a two-thirds' vote of all the members, elect to suspend the provisions of this Act in any specific instance or case."

It is claimed this Act is illegal and unconstitutional for the following reasons:

1. The title to the Act is not broad enough, and hence violates Section 20 of Article IV of the Constitution of the State.

2. The license fees fixed by the Act are unreasonable and prohibitive, and therefore violate Section 32 of Article VI of the Constitution of the State of Michigan.

3. The law provides for discrimination and is unequal in its application to members of the same class, and therefore violates Section 32 of Article VI of the Constitution of the State of Michigan, and Section 1 of Article XIV of the amendments to the Constitution of the United States.

In our views of the case, it will not be necessary to consider all of these objections to the Act, as we think the third reason stated is conclusive.

The provision for the payment of the license, if read in connection with the proviso which gives the municipality authority to relieve favored individuals from its payment, is a violation of that provision of the Fourteenth Amendment of the United States Constitution reading: "Nor (shall any state) deny to any person within its jurisdiction the equal protection of its laws." See *Gulf, etc., Ry. vs. Ellis*, 165 U. S. 150; *Yick Wo vs. Hopkins*, 118 U. S. 356; *State vs. Conlon*, 65 Conn. 478. The only answer relator makes to this objection is that "the proviso is no essential part of the act.... That a little judicial surgery applied by this court to said proviso whereby the same shall be removed will be a wholesome and proper thing to do." We can not accept that argument. We can not say that without the proviso the law ever would have been enacted.

The application for the writ is denied.

STREET MANNERS.

A writer in the Outlook complains of the unbearable rudeness with which people are treated on the streets in the nation's great metropolis.

In that city it is commonly held

that everybody is in a hurry; that it is a place where every person who works for a living needs to hustle, and that, if persons who have nothing to do but to find means of passing the time get in the road of the busy multitude, they must expect to be crowded or even crushed.

The writer mentioned thinks that strangers in any city with whose ways they are unacquainted will find that they are as much in the way of the crowd as they would be in New York.

There are some who, in discussing the inconsiderateness of the crowds in New York, hold that the congestion of population is not plainly responsible for the lack of civility which strangers complain of and even many New Yorkers regretfully admit, for they say that in London, a larger place, incivility is the exception and not the rule. Those who take this view maintain that metropolitan manners have deteriorated by reason of the immense hordes of ignorant foreigners who come to this country and stop in New York for lack of means to go further than the port of entry. In this way New York gets the very poorest of this supply from the Old World. These people have nearly all been peasants at home, coming from what stump orators call "the downtrodden scum of Europe." When they reach here they are civil enough in a cringing and servile way, but they soon lose this attitude, for they are taught that in this country all men are equal. In their ignorant way they know no other method of asserting this equality except by a rudeness of manner and action. This influence is the fatal germ which has extended throughout the city with so baneful an effect that New York, notwithstanding her churches, her schools, her libraries, and her art galleries, has a reputation by no means to be envied.

The writer in question is disposed to defend the people of the metropolis from charges of undue rudeness, but he acknowledges that, the farther he got away from New York and what might be called the metropolitan influence, the greater was the courtesy that was shown him. He thinks it may be supposed that the further one gets from New York the less busy the people are, and that therefore they have more time to be considerate of others, in fact to be humane. If that be the only reason, then those who are compelled to live in New York should be sorry for the necessity that keeps them there; those who live in lesser places should be glad that they are where they are.

When a man falls in love with himself his life is rarely blighted by unrequited affection.

GONE BEYOND.

F. A. Hall, Cashier Grand Rapids Savings Bank.

In the death of Mr. Ferdinand A. Hall, which occurred on Thursday, July 19, the city of Grand Rapids loses one of its most estimable citizens, the Grand Rapids Savings Bank loses a faithful, painstaking, well-equipped officer and the Grand Rapids Clearing House a valued and respected official.

Mr. Hall was a shy man and one who did not mingle freely with people, except as his business demanded, but he had many very close friends and was a counselor whose advice was sought and cherished. His varied experiences in a wide range of business relationships equipped him for the position which he held twenty-one years in the Grand Rapids Savings Bank to the eminent satisfaction of its Board of Directors. He was a man having a woman's intuition and was especially quick in the detection of obliquity in the character of men; his judgments were made quickly and he often remarked that his first impression of strangers was the one that ought to always guide him in his judgments, for his experience had taught him that when he varied from this he usually erred. Among the bankers of Grand Rapids he was considered an able man whose counsel and judgment were gladly sought. He had the absolute confidence of his Board of Directors and he was given the fullest authority of action.

Mr. Hall was born in Rochester, N. Y., September 10, 1846, and was educated in the public schools of that city, leaving there at the age of 19 to take up the work of life. His father was a Presbyterian minister and died when Ferdinand was but a lad. His mother lived until 1870, leaving three children: Mr. Hall, a brother, W. N. Hall, now of Independence, Kansas, and a sister who died in 1872.

Upon leaving Rochester, Mr. Hall's family settled at Titusville, Pa., and he entered the employ of the Oil Creek Railroad in its freight department. In 1867 he was appointed agent at Boyd Farm, which was then the terminus of the railroad and across the creek from Petroleum Center, which had a wide reputation during the time of the great oil excitement. While engaged here he and a friend by the name of Bushnell became greatly interested in the possibilities of cotton growing in the South and, desiring to take a hand in it, they moved into Arkansas, across the river from Memphis, and rented a large plantation, Mr. Hall taking the management of it. This experience he often referred to as a most important one in his career, as giving him an insight into questions of the highest importance in connection with Southern agriculture. A year's experience, however, led him to desire again to go into the railroad business and he entered railway employ at East St. Louis and was for sometime a railroad attaché. An uncle, who was a lawyer and living at Watseka, Ill., urged him to quit the railroad business and enter the legal profession. As a result of

this invitation, Mr. Hall accepted a position in his uncle's law office and was afterward admitted to the bar. For some reason, unknown to the writer, he came from Illinois to live for a time with his aunt, Mrs. Baldwin, twelve miles below Grand Rapids on the north bank of the river. It was here that he took up the study of medicine and, being a very apt student, he soon equipped himself for college examinations and took his diploma, practicing for a few months in Grand Rapids. Not enjoying the profession as he had hoped, he again returned to Bradford, Pennsylvania, in the spring of 1881 and entered the employ of the Standard Oil Company in its pipe-line division. The autumn following he returned to Grand Rapids and married Miss Annie Edison, whose acquaintance he had made while sojourning with his aunt. Fol-

ford, Pa., where he was engaged in 1885, when, through the illness of Mr. Shedd, who was then Cashier of the Grand Rapids Savings Bank, a vacancy was made and Mr. Hall, at the suggestion of his father-in-law, Mr. Edison, who was a director in the Bank, was engaged to succeed Mr. Shedd. In this position Mr. Hall worked for the remainder of his life. Twenty-one years he has served the Grand Rapids Savings Bank in this one position and has grown with the Bank and with the development of the city.

Twenty years ago Mr. Hall, upon a very careful examination, found that he was in the incipient stage of diabetes. With the usual history of this disease before him, the future did not look bright, but he decided to make a fight for the prolongation of his life and up to the time of his

tractive manner. To the writer he was very frank in confiding his views upon religious and political affairs. He was a man of very clear, defined ideas upon matters which interested him. He was fond of children and enjoyed the literature which had been well prepared for the child's mind. He often remarked that he was a constant reader of the Youth's Companion and was always deeply interested in the interpretation given by children to the stories which were written for them. In his home he was a model husband; always thoughtful of the happiness of those who made up his household and ever willing to make sacrifices in the interests of those who were dear to him. He was fond of his garden and one of the greatest sacrifices of his life was his inability during the last year to carry on, with his own hands, the operations necessary to keep a perfect garden and home surroundings. He had a great love for flowers and was constantly bringing about his premises floral novelties which appealed to his imagination. To the young men with whom he has been associated during his banking career he has been a close friend and valued advisor. He has been the confidant of his banking associates, and especially those younger than himself in all their business movements.

We, who have enjoyed his confidence and relied upon his advice, will be long in finding one so willing to give counsel and so safe in the counsel given. Now that he has gone from us and we rehearse in our minds the facts of the years of close relationship in our business corporation, we appreciate, as never before, how much he was to us and how greatly we relied upon him. The influence of his strong character has made a deep impress upon his associates, which will be a constant influence for the betterment of their lives.

The following statement, prepared and adopted for the permanent record of the Grand Rapids Savings Bank by its Board of Directors, expresses in brief, forceful language the esteem with which Mr. Hall was regarded by his business associates:

For twenty-one years Mr. Ferdinand Hall has served this bank as Cashier. He has been an efficient and faithful officer; a wise and safe counsellor; a loyal associate; a dignified, manly man. In his death, which occurred at 8 p. m. Thursday, July 19, a vacancy is made in our bank household which silently appeals to us to be thoughtful of those who perform faithful and loyal service in the interests of the institution which we direct, and which emphasizes the value of friendship as a factor in business. Mr. Hall not only served us well as an employe, but put warmth and life into his service in his friendly relations with the members of his Board of Directors.

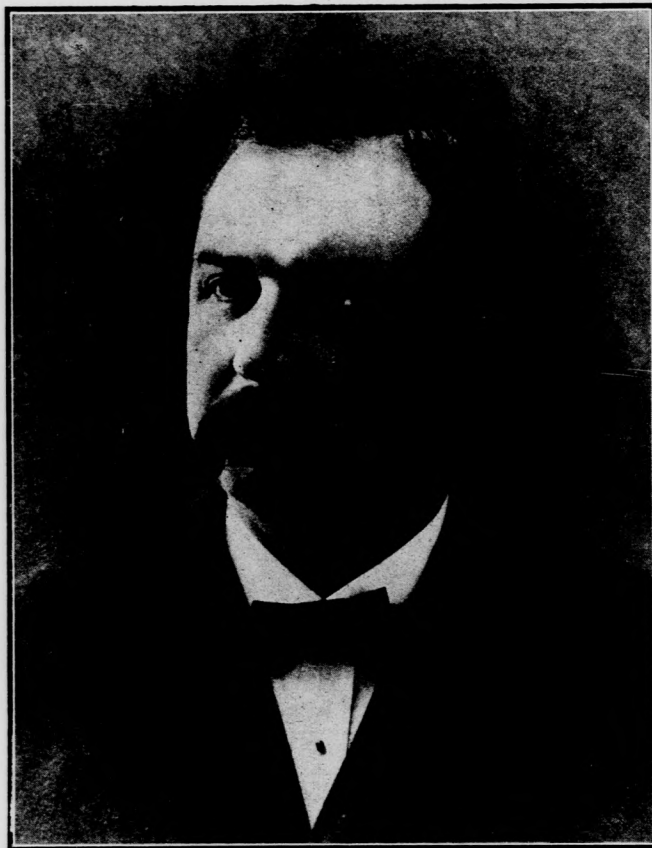
We desire to place on record an expression of our confidence in his judgment and our keen appreciation of his wisdom in representing the interests of the Bank in whatever capacity he has served. We recognize in Mr. Hall's connection with this Bank the great value of a sweet, harmonious home life as effecting the worth of business service. He was emphatically a home man and in the quiet, uplifting atmosphere of his home life he was strengthened and fortified for his daily work.

We shall cherish his memory as an incentive to thoughtful and painstaking administration of the interests which are intrusted to us.

Chas. W. Garfield.

He is false to his God who fears to be true to himself.

The rewards of faith are not given for the service of fear.



The Late Ferdinand A. Hall

lowing his marriage he entered the employ of Luther & Sumner, dealers in agricultural implements and machinery on Canal street in our city, and acted for some time as their accountant. While engaged here an uncle at Durango, Colorado, had bought up a valuable mining claim at Durango and urged Mr. Hall to go out there and assist him in forming a company, which he did, and afterwards became the Secretary and Manager of the corporation. This company engaged in lumbering for a time, preliminary to the opening of the mine. While thus engaged a valued employe of a local bank was in some way disabled and Mr. Hall stepped into the vacancy and there received his first experience and training in banking affairs. From there once more he entered into the employ of the Standard Oil Company at Brad-

ford, Pa., where he was engaged in 1885, when, through the illness of Mr. Shedd, who was then Cashier of the Grand Rapids Savings Bank, a vacancy was made and Mr. Hall, at the suggestion of his father-in-law, Mr. Edison, who was a director in the Bank, was engaged to succeed Mr. Shedd. In this position Mr. Hall worked for the remainder of his life. Twenty-one years he has served the Grand Rapids Savings Bank in this one position and has grown with the Bank and with the development of the city.

Mr. Hall was a man who talked very little about himself or his history. The facts of his life were known to very few of his associates. To many people he seemed a stern man, but to his intimate friends he was a kindly, companionable gentleman. He loved a good story and had the ability to converse with his friends in a most interesting and at-

Different Methods of Testing Flour.

The chief tests of flour are for its strength of gluten percentage, color, flavor, water-absorbing power and moisture.

The best brands of flour for confectionery (baking) purposes are Hungarian, American winter patent and a good English milled patent.

The strength is determined by the quantity and quality of the gluten.

For this test a set of metric weights and balances are necessary to enable one to carry out the experiment accurately. The unit weight of this system is the gram, 28.35 of which are equivalent to one ounce, and which is the weight of one cubic centimeter of pure water at a temperature of 4 deg. C. or 39 deg. Fahrenheit, this temperature being taken because water is then at its maximum density. What is known as a burette is also required. This is a graduated glass measuring vessel in the form of a tube, generally divided up into cubic centimeters, and can be obtained from any chemical apparatus manufacturer at a very small cost. You will also require a small dish.

Having obtained all the utensils necessary, weigh into the dish 10 grams of the flour to be tested, fill the burette with water to the point marked "0" or zero, and measure off sufficient water to enable you to make the flour into a nice firm dough, which will vary between 4.5 and 6 cc., according to the character of the flour. Mix with a glass rod or stirrer and then place in a cup or other suitable vessel, completely cover with water and allow to remain 45-60 minutes. At the end of that time take out and commence washing the gluten by well working about in the palm of the hand under a gentle stream of water from the tap—this should be done over a very fine silk sieve, so that none of the particles that escape from the hands shall be lost. The water, as it leaves the dough, will at first be milky from the escaping starch, but after a time will remain quite clear. At this stage most of the starch will have been removed, but wash a little longer to make sure, and the substance left behind is the gluten.

Press out as much of the superfluous moisture as possible, and weigh upon the balances, being sure that they are at an equilibrium. When weighed, calculate the percentage by multiplying the weight by 10, as 10 grams of flour were taken. This is to give you the percentage of wet gluten, but what you really want is the percentage of dry gluten. A piece of gluten in the wet state weighs approximately three times the weight the same piece would weigh in the dry state; therefore divide your result by three, and that will give you approximately the percentage of dry gluten.

The quality of the gluten must be noticed by taking it between the fingers and pulling it about well to ascertain its toughness. In a very strong flour, such as American spring patent, there is a high percentage of gluten, about 15-16 per cent., and it is of a very tough nature, whereas with a very weak flour, such as one

made from an English wheat, there is perhaps not more than 9-10 per cent., and it is of a very weak and flabby nature, possessing practically no tenacity—the lower the quality and quantity of the gluten the weaker the flour.

As it is not possible for every one to carry out the foregoing tests for gluten, I will give the following as a method of testing the relative strength of flour:

Take two or more samples of flour, say one pound of each. See that the weight of each sample is equal and correct to a degree.

Wet each up into a nice dough and proceed to wash out under the tap, allowing a gentle stream to flow. Have a fine hair sieve under to catch any particles of gluten that may escape from the hand, and continue to wash until the water runs quite clear. The matter remaining will be the gluten, and the flour containing the greatest quantity of gluten may be judged by the weight of gluten remaining in the hand.

It will be necessary, however, to test the quality as well as the quantity, and this can be done by the toughness and elasticity of the gluten—a poor gluten will be weak and flabby, a good gluten will be elastic and springy.

To ensure getting a correct result the gluten when washed out should be placed in a hot oven. After twenty-four hours it should be weighed, placed back in the oven, and repeated several times until it discontinues to lose in weight, then multiply your result by ten, which will give you the percentage of dry gluten. The former method will, however, be found quite near enough for commercial purposes.

The color is best tested by taking a little of the flour and pressing out flat on a piece of zinc or glass with a spatula. If two flours are being tested against each other they should be placed side by side and pressed out flat, so that the two flours meet with a sharp line—then note their respective color and bloom. After inspecting them dry dip the samples sideways into a vessel of cold water very carefully for about 10 seconds and then inspect again.

I myself prefer an ordinary matchbox; the flour is pressed into this and treated in the same manner as in the former method. A sample kept in the dry state, where no dust can get at it, will do to test against the next load that comes in.

For water absorbing power take 28 grams of the flour to be tested. Place this in a small dish, measure off the water from the burette until you have sufficient to enable you to make the flour into a nice smooth dough as near the same consistency as you would have it for crusty cottage. Note number of cc taken. I recommend 28 grams of flour, as each cc of water then taken will be equivalent to one gallon per sack (280). Thus, if 28 grams take 14¼ cc, then 280 pounds will take 14¼ gallons.

No man ever did anything heroic so long as he had one eye fixed on his halo.

The Helplessness of Great Cities.

The danger of an ice famine in Washington emphasizes the fact that a great city is pitifully destitute of resources and is the weakest of human organizations in the ability to look out for itself. It is dependent upon the outside world to an extent little dreamed of until a mishap in the complicated machinery discloses the relationship. The food it eats and the water it drinks must come from outside, and an interruption of a day in the steady process of supply causes untold inconvenience and threatens danger and disease.

The helplessness of a great city was never better illustrated than when the earth trembled a few seconds under San Francisco on April 18 last. This tremor did comparatively small damage to buildings, but it worked havoc by snapping water and gas mains, electric wires, and railroad tracks. In an instant the city was deprived of water, food, light, transportation facilities and means of communication. The tremor that shut off the water set the city on fire and burned the small stores of food. Street railways were paralyzed, the telephones and telegraphs were useless, and human beings were reduced to aboriginal methods of living and locomotion. By mere accident a single railroad track was left so little damaged as to be easily repaired, and by superhuman work sufficient food was brought in to prevent starvation. If the outside world had not rushed to their assistance, the people of San Francisco would have perished in the

midst of a land of running waters and flowing with milk and honey.

Such complete wreckage of urban facilities is rare in history, and could only occur through convulsions of nature or warlike assault and siege. It is comparatively easy, however, for the delicate mechanism of any city to be thrown out of gear temporarily by reason of accident or lack of foresight. This fact should be borne in mind by those who act as purveyors of food, ice, water, and other necessities of life. In providing for a city they are dealing with a monstrous, hungry, witless creature, of enormous capacity for consumption and absolutely without thought of the morrow.—Washington Post.

A Natural Mistake.

Oliver Herford once entered a doubtful looking restaurant in a small town and ordered a lamb chop. After a long delay the waiter returned, bearing a plate on which reposed a dab of mashed potato and a much overdone chop of microscopical proportions with a remarkably long and slender rib attached. This the waiter set down before him and then hurried away.

"See here," called Herford, "I ordered a chop."

"Yes, sir," replied the man, "there it is."

"Ah, so it is," replied Herford, peering at it closely. "I thought it was a crack in the plate."

The appeal to heroism within wins more men than the promise of heaven beyond.

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

AROUND THE STATE

Movements of Merchants.

Vicksburg—L. H. Weldin, of Lawton, has opened a general store here.

Calumet—A new clothing store has been opened by Hocking & Michaelson.

Elsie—Loehr & Smith succeed Travis, Baker & Loehr in the drug business.

Port Huron—J. G. Nelson has opened a new paint shop and wall paper store here.

Detroit—The capital stock of the Federal Coal Co. has been increased from \$10,000 to \$15,000.

Grand Ledge—The Woodhouse Co., of Grand Rapids, has sold its cigar store at this place to Arthur Hixson.

Powers—Charles Johnson and son, of Menominee, have purchased the store building and warehouse of A. J. Pipkorn.

Battle Creek—Charles N. Kane has purchased the grocery stock of C. F. Spaulding and will continue the business at the same stand.

Grand Ledge—John Walsh has sold his elevator to Wm. Ireland, of Chesaning, who will take possession of same about Aug. 15.

Boyne City—S. Joseph and F. Kalil have formed a copartnership and will conduct a grocery and dry goods business under the style of Joseph & Co.

Cadillac—The Law-Starkey Co., which deals in clothing, furnishing goods and boots and shoes, has changed its name to the L. J. Law Co.

Ishpeming—F. Braastad will close out his general merchandise, meat and grain business here and go to Canada, where he has a new project in view.

Rochester—Horvitz Bros. have sold their dry goods, clothing and boot and shoe stock to A. and F. Barnett, formerly of the Hub Clothing Store at Pontiac.

Munising—The grocery stock of James Thomson will soon be closed out and Blake Thomson, who managed the business, will engage in the feed business and will also sell wood.

Manistee—The Pere Marquette Land Co. has been incorporated to deal in real estate with an authorized capital stock of \$25,000, all of which has been subscribed and paid in in cash.

Muskegon—G. H. Van De Water has sold his furniture stock to A. B. Shaw, who has recently returned from Panama, where he was in the employ of the United States Government.

Millington—The Millington Grain Co. has been incorporated to deal in grain and seeds. The company has an authorized capital stock of \$10,000, of which amount \$5,000 has been subscribed and paid in in cash.

Muskegon—Alfred C. Johnson and Frank B. Johnson have formed a copartnership under the style of Johnson Bros. and engaged in the drug business at the corner of Washington avenue and Beidler street.

Marshall—Verne Ludwig has uttered a trust mortgage on his confectionery stock to H. J. Cortright. The course was necessitated by the impending foreclosure of a mortgage held on the stock by Geo. Ooleman.

Reese—A corporation has been formed under the style of John Schad & Co., which will deal in retail hardware. The company has an authorized capital stock of \$2,500, all of which has been subscribed and paid in in cash.

Bellevue—Frank H. Latta has purchased an interest in the feed and fuel business of Wm. N. Dibble. They will conduct the business under the style of Dibble & Latta and intend to engage in the farm implement business later.

Boyne City—The D. T. Bush bakery outfit has been acquired by George D. Chittum, of Petoskey, for five years employed with the Petoskey Grocery Co., who has engaged in the grocery, bakery and confectionery business.

Escanaba—A corporation has been formed to deal in real estate under the style of the Escanaba Masonic Building Co. The authorized capital stock of the company is \$15,000, of which amount \$10,000 has been subscribed and \$7,000 paid in in cash.

Hancock—The dry goods business formerly conducted by Newman A. Metz has been merged into a stock company under the style of the Metz Cloak & Millinery Co. with an authorized capital stock of \$10,000, all of which has been subscribed and \$2,500 paid in in cash.

Detroit—A corporation has been formed under the style of the Progressive Light Co. for the purpose of dealing in gas fixtures and mantles. The company has an authorized capital stock of \$10,000, of which amount \$7,500 has been subscribed, \$500 being paid in in cash and \$7,000 in property.

Manufacturing Matters.

Pentwater—J. P. Baert, formerly of Zeeland, has opened a cigar factory here.

Port Huron—The Howard Furniture Co. has increased its capital stock from \$35,000 to \$70,000.

Kenton—The Sparrow-Kroll Lumber Co.'s mill, which was damaged by a windstorm two weeks ago, is operating again. Both stacks were blown down, damaging the roof.

Detroit—The Detroit Insulated Wire Co. has been incorporated to manufacture wire with an authorized capital stock of \$100,000, of which amount \$51,000 has been subscribed and \$10,000 paid in in cash.

Waldron—C. C. Colvin, of Medina, is negotiating to rent or buy the creamery building to put in a cheese factory. Mr. Colvin has had an experience of about twenty years in the cheese business and now owns four factories.

Detroit—A corporation has been formed under the style of the Yuerhs-Breitmeyer Co. to manufacture machinery with an authorized capital stock of \$25,000, of which amount \$18,550 has been subscribed, \$1,575 being paid in in cash and \$12,250 in property.

Jackson—The Steel-Swallow Auto Co. has been incorporated for the purpose of manufacturing automobiles with an authorized capital stock of \$100,000, of which amount \$60,000 has been subscribed and paid in in property.

Detroit—The International Machinery & Engineering Co. has been incorporated with an authorized capital stock of \$20,000, of which amount \$10,100 has been subscribed and \$2,000 paid in in cash. The corporation will manufacture machinery.

Detroit—A corporation has been formed to manufacture metal articles under the style of the Detroit Metal Furniture Co. The company has an authorized capital stock of \$100,000, of which amount \$84,500 has been subscribed and paid in in property.

Hudson—The Hazen Manufacturing Co. has decided to move its stock and machinery from Toledo to this place and will begin at an early date the erection of a factory and commence the manufacture of pumps and conduct the general business of the factory here.

Pontiac—A corporation has been formed under the style of the Wright Machine Co., which will manufacture cement block machinery. The company has an authorized capital stock of \$5,000, all of which has been subscribed, \$1,000 being paid in in cash and \$2,220 in property.

Mt. Clemens—A corporation has been formed under the style of the Mt. Clemens Poultry & Stock Food Co., which will manufacture poultry and stock food. The company has an authorized capital stock of \$1,000, all of which has been subscribed, \$450 being paid in in cash and \$550 in property.

Cadillac—William Cassler has sold an interest in about 5,000,000 feet of timber in Upper Michigan to Thomas Hartnell, and the contract for manufacturing the timber has been let to McNamare & Simmons. The timber is near Newberry and the Simmons sawmill at Lucas will be moved to the timber.

Naubinway—E. L. Houseman, of Muskegon, has bought the old mill plant and docks here and also the Holland cutover lands, and will at once start remodeling the mill, preparatory to beginning logging. It is ten years since the plant was operated, but the new owners have eight or ten years' supply of timber in sight.

Lansing—William C. Brown has been appointed by the U. S. Court receiver of the Lansing Veneered Door Co., of which a trustee was appointed last week at the request of creditors. The liabilities, it was said, may exceed \$50,000. The Veneered Door Co. has been managed by Charles Broas for the past half dozen years.

Au Sable—Chris Yockey, who for two or three years has been engaged in the work of raising sunken logs in the Au Sable River, has just finished a scow for use in this work. It is substantially constructed and is fifty-three feet long, eighteen feet beam and draws less than twelve inches of water. A gasoline engine is used for pulling up the logs.

Albion—J. B. Timberlake, of the firm of J. B. Timberlake & Sons, manufacturers of wire specialties at Jackson, has purchased the bazaar stock of Andrews & Keller. It is stated that the stock has been bought for Miss E. R. Timberlake and Miss Rachael Bell, who will come to this place at once. C. O. Gages, of Buffalo, will assume the management of the business.

Coloma—Spielmann Bros., of Chicago, have closed a contract with L. L. Merrill and Charles Hartman for the erection of a vinegar and cider plant here. They have purchased the mill of W. S. Hallman and will remodel the plant, making it larger. Their main building will be 40x100 feet, two stories high, with basement, and is to be entirely constructed of concrete blocks.

Ontonagon—The Sagola Lumber Co. has finished its logging operations in this county and now has a crew of men at work taking up the tracks. The steel will be shipped to Sagola, Dickinson county, for an extension of the logging railway there. The company has established a logging camp with fifty men on a tract of timber near the Northland branch of the Escanaba & Lake Superior Railroad.

Battle Creek—This place may still be able to keep the Perkins Refrigerator Co., which threatens to move to Port Huron. While the directors favor accepting a \$15,000 loan, without interest, at Port Huron, the stockholders favor staying in Battle Creek. If this is done, a new factory must be built, as the American Cereal Co., of Chicago, will take possession of the Refrigerator Co.'s present factory Aug. 1. But business men are willing to erect this factory, lease it to the company, and allow the industry to buy it, at 5 per cent. interests. It is believed the offer will be taken up.

Ontonagon—A number of Chicago, Milwaukee & St. Paul Railway officials were at Ontonagon a few days ago, in connection with the proposed branch southwest from Ontonagon. In the party were J. H. Hyland, Second Vice-President; D. C. Cheney, Assistant General Superintendent, and a number of others. The survey for the new line was completed a few weeks ago and it was reported that construction work would be started this summer. It appears, however, that difficulty is being encountered in securing a right of way, as some of the property owners near Ontonagon object to its construction, as the road will haul logs away from there for the first few years.

J. Jourdan, formerly engaged in the grocery business in this city, has re-engaged in trade at 1306 South Division street. The Worden Grocer Co. furnished the stock.

Allen & Wells have engaged in the dry goods and grocery business at Sunfield. The Worden Grocer Co. furnished the grocery stock.

The path to the poorhouse is strewn with ninety-eight-cent bargains and unpaid store bills.



The Produce Market.

Apples—The crop of early varieties is only fair in quantity, but excellent in quality. There is said to be a large crop of the late varieties, and there is every indication that this fruit will be plentiful this fall.

Bananas—\$1 for small bunches, \$1.25 for large and \$2.25@2.50 for Jumbos. There is no change either in prices or in the situation. Large quantities are moving at firm prices.

Beets—15c per doz.

Blackberries—\$1.75 @2 per 16 qt. crate. The crop is being badly cut by the dry weather and will be short and unsatisfactory.

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 receipts are about normal, and the quality is running good for the season. The consumptive demand is active, and there is also a good speculative demand. The future price of butter depends on the production, and that depends on the weather. There will probably be no radical change in any grade within the next few days.

Cabbage—Home grown is in large supply and strong demand at 50c per doz.

Carrots—15c per doz.

Celery—Home grown commands 20c per bunch.

Cocoanuts—\$3.50 per bag of about 90.

Cucumbers—25c per doz. for home grown hot house.

Eggs—Local dealers pay 16½c case count delivered for all offerings which bear indications of being fresh. The quality is running poorer all the time and the current receipts plainly show the effects of heat. The supply of fancy eggs is light on this account, and the next change will probably be an advance. This, however, may not take place at once. The demand is entirely for consumption, and only the fresh receipts are available, as prices are not yet high enough to permit the withdrawal of eggs from storage.

Green Corn—15c per doz.

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 60c per basket. Alabama fetch \$1.75 per crate. California Rockyfords range from \$4 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—Mediterranean Sweets, \$4.25@4.50; Late Valencias, \$5@5.25.

Parsley—30c per doz. bunches.

Peaches—Albertas from Texas command \$1.50 per ½ bu. basket or \$1.50 per 6 basket crate.

Pieplant—Home grown fetches 50c per 40 lb. box.

Pineapples—Floridas command \$3.25 for 42s and \$3.50 for 36s, 30s and 24s.

Potatoes—Southern command \$2.75 per bbl.; home grown are gaining in attention on the basis of \$2.50 per bbl.

Radishes—12c per doz.

Raspberries—Reds and Blackcaps command \$1.80@1.90 per 16 qt. crate. The crop is being cut short by the dry weather.

Tomatoes—75c per 6 basket crate for Southern. Home grown command \$4 per bu.

Turnips—15c per doz.

Water Melons—20@25c. Receipts are a little larger and the quality is as fine as was ever seen. Prices are a little easier, and they are moving into consumption very well, although the cool days Monday and Tuesday checked the demand temporarily.

Wax Beans—75c per bu.

Whortleberries—\$1.75 per 16 qt. crate.

Best Bunco Game Ever Worked on the Public.

About once a year for the past twenty years the Tradesman has warned its readers to beware of the Sprague Mercantile Agency, of Chicago, on account of the manner in which it has treated its subscribers in the past. The membership fee paid by the subscriber is regarded in the light of a graft fund by the clever swindlers connected with the company and the net proceeds of all subscription fees are whacked up equally between the agent and the company—that is, if the agent is more honest than the officers and does as he is expected to do by his superiors in crookedness. The Tradesman has received hundreds of complaints against this company during the past dozen years and will probably continue to receive similar complaints in the future, because the company acts on the theory that a new sucker is born every minute and that it may as well capture its share of them. The Tradesman has in its possession documentary evidence of the crooked character of the concern, which it will be pleased to exhibit to any one who has any doubts as to the unscrupulous methods pursued by the gang who operate under the name of the Sprague Mercantile Agency.

Uttered a Trust Mortgage.

Francis S. Depew, cigar dealer at 13 West Bridge street, has uttered a trust mortgage to Peter Doran, trustee, securing his four principal creditors in the following amounts: Fleck Cigar Co., Reading,

Pa.	\$1,700 00
Steele-Wedeles Co., Chicago	176 15
Woodhouse Co., Grand Rapids	143 50
Worden Grocer Co., Grand Rapids	108 00

Mr. Depew claims that his stock and fixtures inventory about \$3,000, in which case he will probably be able to pay his creditors in full.

The Grocery Market.

Tea—The list is unchanged in every respect from the basis which has been ruling for several weeks. Some interest has been created in tea circles by the announcement from Japan that the government intends to gradually take all of its larger industries under its own wing. This includes tea, of course, and if carried out may mean some radical changes. Several years ago the Japanese government undertook the same plan and lost enormous sums of money.

Canned Goods—The pea situation is said to be getting serious. A great deal now depends upon the Wisconsin pack, as the South was very short. New York packers will deliver only 60 to 75 per cent. of the orders and the Michigan output is reported to be very short. The corn market is very firm, with good stock for immediate delivery comparatively scarce and offerings of futures sparingly made. Offerings in New York of new country-packed standard 3-lb. Maryland tomatoes for immediate shipment attracted less attention perhaps than they would have had not the spot market for old goods settled down at the same time to a lower figure. As the latter have the advantage of superior quality over the new goods, even at an equal price, such demand as was going would have gone to the old goods. There is not much buying interest and buyers continue to observe a very conservative policy. In the present weak and unsettled condition of the spot market little or no attention is paid to futures. The California Cannery Association has finally made prices on its 1906 pack. Gallon apples are somewhat firmer. Salmon is firm, but the market for spot goods is still quiet, and it is too early yet for futures. No change in the price of domestic sardines has yet occurred, but the tendency of the market is strongly upward as a result of continued extreme scarcity, and an advance of 5@10c a case is confidently looked for.

Dried Fruits—Currants are a shade lower and in very light demand. Citron is unchanged and in fair demand. The price will advance 1c per pound on August 1. Spot prunes are unchanged and are very scarce. There would be some demand were there goods to be had. Future prunes have settled down to a 2½c basis for Santa Claras, all around. The demand is light, as most of the trade are filled up at 2¾@3c. Peaches are unchanged. Spot peaches are scarce and futures are still maintained on a high basis. Apricots are not at all prominent just now. Spot cots are scarce and futures prohibitively high. Raisins are in light demand and unchanged. Spot raisins are relatively high. Future raisins are easy.

Rice—Japans are in excellent demand, and the tendency of prices is decidedly upward, all stocks being depleted and news still bullish. Honduras is growing scarce and is comparatively firmer.

Syrups and Molasses—Stocks are growing lighter, as usual at this season of the year, and the tone of the market is consequently somewhat firmer.

Fish—Cod, hake and haddock are unchanged and dull. Salmon is firm and fairly active. Prices for the new pack of lobsters are about 5c per dozen above last year. Mackerel are unchanged and in light demand. Everything points to higher prices, and even a moderate demand would probably bring them. The catch is light everywhere and the outlook is strong. One holder prophesies an advance of \$3 per barrel within thirty days. Sardines are unchanged, except for a slight advance by the Sea Coast Packing Co. in key cans. The regular standard brands remain unchanged. This year's pack is about 300,000 cases behind last year's, which could be borne if the main selling season wasn't slipping away.

The Grain Market.

The wheat market has been easy throughout the week. The nearby futures have lost from 1½@2c per bushel, while the later deliveries, December and May prices, are about ½c cheaper. There have been quite free deliveries of new wheat in some sections of the country. The weather has been very favorable to harvest and the new wheat will be in milling condition much earlier than usual. The visible supply for the week shows the following changes: Increases of 1,667,000 bushels wheat, 690,000 bushels corn, 106,000 bushels barley. Decreases of 732,000 bushels oats and 26,000 bushels rye. Wheat prices are now about down to an export basis. It would seem that we have suffered sufficient decline for the present. Considerable interest is now centered on the Northwest, for while the growing spring wheat crop is doing nicely, some talk of black rust and insects makes the dealers rather cautious about going short of actual supplies, for, if the scare comes, whether we get the rust or not, an advance in prices such as we had one and two years ago would probably follow.

Corn has been steady in price during the week, selling down about 1c and then reacting to about the same quotations of one week ago, cash corn to-day bringing 56½@57c, according to quality. Thus far carlot shipments are from the South and West. The dry weather is helping prices, and it is likely to be a weather market for the next six weeks, or until the crop is well matured.

Old oats are holding very steady, considering the strong premium which they are bringing over the August and September futures. The old stocks are getting very low and prices are likely to hold strong until new oats appear on the market, which will be in about two weeks. New oats will start in price at about 30c to farmers at country points; at least that seems to be the general impression of value.

Millfeeds are strong, both bran and middlings bringing good prices, especially middlings. With the latter it is not so much a matter of price as it is to get the goods. Mills generally have been running light, and with the dry weather the demand for both bran and middlings has been better than usual for July.

L. Fred Peabody.



Prepared Foods May Be Made Feature of Grocers' Windows.

Thousands of bushels of "green stuff" come on the Grand Rapids market every morning and all the grocers in the city get their share. Many of them make daily pictures of color in their windows that are a veritable delight to the eye and a tickling to the palate.

An idea struck me to-day which I have been wondering, ever since it hit me, why some grocer who likes novelty has not adopted:

One quite often sees in a meat market window white platters arranged with a larded fillet du boeuf, looking tempting enough to pop into the hot oven, or a piece of beef nicely skewered and tied with string, all ready for that same hot oven, or platters of cooked meats, prettily garnished. Such a display, of course, needs the most cleanly of surroundings or the effect intended to produce on the beholder is lost.

Now, what I thought of, in connection with the grocers' window spaces, was: Why wouldn't it be a capital plan to have a competent person get up palatable dishes of the vegetables shown? These might be gotten up in a number of different ways, so as to give homekeepers a glimpse of the possibilities that lie in these different "fruits of the ground." Take potatoes, for instance—baked, boiled (whole or diced), steamed, scalloped, creamed with parsley, fried (plain or with onions), Saratoga chips, salad, etc. These should, to gain the best attention, be displayed all at the same time, and in the proper dishes. An immaculate tablecloth might be spread in the center of a large window, on which place the above prepared dishes as they look the nicest. At either end of this improvised table have a pyramid of raw potatoes, which should first have been freed of every vestige of their native dirt—in fact, "clean enough to eat." Separate these from the tablespread by, say, a very even row of parsley or crisp curly lettuce some six inches wide, so as not to bring the raw potatoes in too close proximity to the linen. It would look more decorative to have the parsley or lettuce go clear around the potatoes, to form a green border. For a touch of brilliant color put a line (or a double line, with the stems in) of red peppers all around the edge of the linen, laying them entirely on the cloth so as to make them stand out more distinctly. Such an exhibit should have glass on all sides of it and on top, enclosing it completely, that no dust or other dirt may come in contact with the cooked food. The latter could be sold or given to various charitable institutions, a neat accompanying placard stating its intended disposal each day.

Each dish should be prettily garnished, as this adds greatly to their attractiveness.

Other days could be devoted to just beans, peas, beets, carrots, onions, squash, cabbage, cucumbers, radishes, lettuce, etc. An almost endless list presents itself to the imagination when thinking over the healthful and inviting manner of satisfying the inner man.

Says Bulwer Lytton:

We may live without poetry, music and art,

We may live without conscience and live without heart;

We may live without friends, we may live without books,

But where is the man that can live without cooks?

He may live without books—

What is knowledge but grieving?

He may live without hope—

What is hope but deceiving?

He may live without love—

What is passion but pining?

But where is the man that can live without dining?

* * *

Quite a few of the dry goods and general store windows use too many drape forms for good taste, often as many as five or six being employed at once. This multiplicity detracts from the value of the exhibit in that it gives a cluttered-up appearance. Soft materials lend themselves much more readily to loose folds than do those with stiffening. The latter should be used where they may be bunched up or laid in pleats.

Always trimmings appropriate with the goods on the figures should have on them the trimmings suitable to go with them.

If the fabric is handsome enough to warrant it ostrich plumes may be tellingly employed at the top of the forms. Their graceful contour and fibre are particularly adaptable in such a place. They should be selected with great care to harmonize with the color, tint and design of the cloth with which they are connected. When the forms are emplumed chapeaux should be dispensed with in the window as that would be "too much of a good thing." Flowers at the top of the forms are out of place, except an artificial corsage bouquet, which should be chosen of such posies as would be appropriate if they were Nature's own.

Petticoats, parasols, gloves, fans and handkerchiefs may be fittingly set about, but be sure and not crowd in too many.

* * *

A progressive windowman would not think of carrying on his work successfully without the aid of one trade paper devoted exclusively to his line, and many of them subscribe for a half dozen. This does not mean that they do not rely at all on their own judgment and artistic perceptions, but they get a suggestion here and another there that come in very handy when they are pressed for time.

A window dresser should insist upon it that the man he trims for shall not be niggardly in the providing of plenty of fixtures. 'Tis poor economy to skimp in this direction.

THE CLOVEN HOOF.

Andre Undertakes To Defeat His Creditors.

The schedules of indebtedness filed by the real and pretended creditors of Wm. Andre, of Grand Ledge, disclose an interesting condition. Failing to swindle his creditors out of every cent he owed them and baffled in the attempt to realize on the checks sent him by Jewell Bros., of New York, Andre now undertakes to depreciate the value of the claims of his regular creditors by introducing alleged indebtedness of a decidedly dubious character. In doing this he is quite likely to find himself in the toils of the law, because he stated repeatedly during the early part of the year that he had no personal indebtedness, outside of what he owed for merchandise purchased, and, if he insists on pressing these claims, which the court will undoubtedly throw out, he is quite likely to be compelled to face a charge of obtaining goods under false pretenses, which will be a very difficult charge for him to defend.

A full list of the merchandise indebtedness, so far as it has been possible for the Tradesman to obtain same, aggregates \$23,872.73, the names and locations of the creditors being as follows:

Michigan Creditors.

J. Parker, Charlotte	\$ 316.20
L. J. Smith & Co., Eaton Rapids	28.10
A. H. Corwin, Marion	46.50
J. Ennest, Williamsburg	33.00
Mrs. F. E. White, Williamsburg	65.10
Boven & Co., Beeman	46.50
Sharal & Co., Sodus	69.75
H. Kamps, Brookside	65.10
Neswald & Ryberg, Beeman	232.27
M. M. Deake, Bendon	13.95
E. E. Kobe, Scottville	23.25
G. W. Hopkins, Rescue	7.02
G. J. Nagler, Freeport	614.25
S. S. Evans, Millbrook	27.90
E. G. Houghton, East Leroy	22.00
D. D. Walton & Co., Lake City	18.60
Sunfield Mercantile Co., Sunfield	381.90
G. Mead & Co., Sunfield	23.25
C. Bromley, Rockford	27.90
P. Schutt & Sons, East Saugatuck	139.50
E. Griswold, Howard City	54.90
W. E. Hogue, Baroda	23.25
Rick & Wetzel, Baroda	27.90
K. Weener, New Holland	134.85
J. Meyering, Noordeloos	148.80
H. Ragla, Coats Grove	115.20
S. Jackson, Mecosta	18.60
Berry Bros. & Curtis, Harriette	13.90
F. N. Cornell, Sebewa	172.47
Palo Department Store, Palo	41.85
W. Scott, Bridgeton	65.10
W. M. Boughner & Son, Fountain	18.60
C. F. Cady, Pentwater	4.65
E. Brudorf, Reno	53.80
L. Cohen, Ramona	14.40
I. Deardorf, Brethren	4.65
F. O. Gardner, Pentwater	13.95
Waldorf & Packer, Lawton	24.26
I. Fisher, Shelby	20.56
C. A. Brown, Tanner	14.40
R. M. DeBruyn, Covert	42.78
A. Hunter, Shelby	80.65
J. H. Koopman, Carrs	60.45
A. J. Granzo, Six Lakes	23.25
C. McGowan, Sodus	23.25
F. C. Larsen Co., Manistee	18.60
F. M. Bell, Charlesworth	37.20
S. J. Bracken, Grawn	51.15
Oldt & Kilker, Scottville	79.20
Ray Stevens, Bellevue	19.53
C. B. Dye, Monroe Center	41.85
A. McGowan, Keeler	238.08
J. W. Jackson, Chesaning	74.40
Graham & Meade, Athens	18.60
Mrs. W. Reiley, Grant	37.20
F. I. Blair, Elm Hall	22.50
W. R. Toole, Traverse City	27.90
G. Michels, Covert	46.50
F. A. Reed, Beulah	46.50
L. L. Duffy, Pomona	13.95
Tiefenthal & Duryee, Hopkins Sta'n	93.42
E. G. Smith, Coats Grove	24.00
W. Andrews, Coral	18.60
Mrs. E. J. Smith, Lincoln Lake	124.80
L. D. Williamson, Portland	97.65
Fred Lincoln, Lapeer	38.15
Watson Bros., Unadilla	93.00
C. E. Snyder & Son, Bennington	52.80
Mills & Healy, Durand	57.60
Chick & Holmes, Durand	23.25
T. Heblinger & Co., Legsville	28.80
Obert Bros., Durand	28.80
P. C. Pires, Durand	74.40
S. C. Sarver, Dayton	52.80
G. Winklerink & Son, New Era	100.80
Bretz & Compton, Stanton	13.95
A. Schwartz, Boon	17.64
Dale Bros., Grand Rapids	18.60
A. E. Pulver, Summit City	121.92
G. Slenk, Fillmore Center	18.00
F. Burke, Henry	

I. M. Willis, Tallman	13.95
Oldt & Kilker, Scottville	18.60
A. C. McElhenie & Co., Concord	108.58
O. J. Houghton, Westville	46.50
M. C. Freedy, Scottville	65.10
W. Wright, Kingsley	603.12
Donnelly & Co., Mesick	36.40
Jourden & Burnett, Sherman	9.30
I. H. Matthews, Stanton	281.02
Eli Lyons, Lakeview	3,079.32
A. Lahuis & Co., Zeeland	306.90
W. W. Smith, Barland	196.80
P. D. Pease, Ashley	30.24
W. Nathanson, Gots	23.25
H. C. Rose, Ashley	93.00
Dayison Co-operative Assn., Davison	69.75
W. E. Green, Pewamo	22.32
M. D. Gunn, Ashley	9.30
R. Stevens, Bellevue	50.68
Bretz & Compton, Stanton	74.40
A. L. Gleason, Copemish	116.25
Sayles & Co., Scottville	57.35
G. DeBree, Vogel Center	252.50
Johnson Bros., Wise	93.00
H. Hartman, Sebewaing	18.60
Kern & Bushaw, Reese	93.00
A. Miller, Swartz Creek	37.20
Barnes & Crittenden, Devereaux	13.95
L. E. Lott, Elmdale	41.85
Comstock & Petrie, Pierson	18.60
C. W. Capper, Grand Junction	71.61
E. Lamoreaux, New Richmond	23.25
E. Kobe, Scottville	41.85
E. Huntington, Benzonia	23.25
I. H. Matthews, Stanton	232.50
C. E. Morrison, Williamston	176.15
W. Kimbel, Glendora	27.90
Rutgers & Tien, Graafschap	37.20
L. D. Williamson, West Sebewa	79.05
A. Chappell, Duck Lake	100.44
T. C. Joy, Montague	13.95
McCallum Bros., Hesperia	126.48
Barnard Mercantile Co., White Cloud	32.55
G. Winklerink & Son, New Era	33.48
Nuttall & Nowlen, Park Lake	18.60
R. Vandye, Lowell	108.23
Kuras & Szymanski, Gaylord	41.85
K. Bosworth & Son, Sunfield	223.20
Spears & Scofield, Eaton Rapids	400.32
Armstrong & Parson, Edwardsburg	74.40
Sayles & Co., Scottville	46.50
Shiawassee Bank, Durand	1,147.77
J. Layman, Mt. Morris	63.24
O. H. Tripp, Mt. Pleasant	23.25
A. Reed, Judd's Corners	137.75
H. A. Speaker, Durand	55.57
I. Parker, Charlotte	385.65
R. Vandye, Lowell	30.50
G. Slink, Fillmore Center	102.30
J. Hansen, Edmore	161.07
Chauncey & Baldwin, Bridgman	32.55
Counelly Bros., Bear Lake	41.85
C. Hoffman, Fern	18.60
A. S. Cassety, Elton	15.81
I. J. Jewell, Grand Junction	9.30
Lockwood & Henderson, Lapeer	195.30
W. N. Mouroe, Davison	140.43
W. A. Crabb, Carson City	27.90
Foust & East, Wexford	33.48
H. V. Pierce, Morrice	28.35
I. M. Kraft, Gooding	27.90
A. C. Kendrick, Flint	240.00
Watt & Wallington, Saranac	69.75
T. Reasoner, Carson City	27.90
L. H. Childs, Altona	18.07
B. B. Spelman, Covert	102.30
A. T. Churchhill, Harlan	9.30
T. Phillips, Cedar Lake	23.25
S. W. McDonald, Benzonia	41.85
E. H. Luce, Lawrence	117.26
Chick & Holmes, Durand	50.12
Mrs. E. J. Smith, Lincoln Lake	23.25
R. Stevens, Bellevue	49.44
G. J. Scofield, Eaton Rapids	911.04
J. H. Pixley, Corey	55.80
Thompson Produce Co., Ionia	422.40
E. R. Hubbard, Hart	31.71
M. M. Deake, Bendon	13.95
J. Bowden, Summit City	23.25
W. C. Baker & Co., Sawyer	23.25
H. Ragla, Coats Grove	74.40
A. M. Leighton, Whitehall	32.55
L. Lynch, Amble	55.80
H. A. Rich, Ionia	32.55
G. Slink, Fillmore	108.81
A. L. Carpenter, Factoryville	49.14
E. E. Rice, Croton	18.60
Barry Bros. & Curtis, Harriette	13.95
G. H. Brown, Crystal Valley	32.55
W. J. Hanna, Berlin	23.25
Sprager (Drayman) Durand	25.00
Lake Odessa Hay Co., Lake Odessa	456.25
E. W. Bratt, Edgerton	43.70
W. A. Conley, Morrice	37.20
Michigan Telephone Co., Durand	4.50
W. E. & C. D. Stocker, Maple Rapids	239.94
E. DeYoung, Sethton	46.50
M. G. Every, Brooklyn	37.20
L. Gifford, Davison	20.46
C. Haist & Co., Kilmanagh	46.50
W. A. Gardner, Carson City	41.85
W. J. Johnson, Rosebush	65.10
Andrews Bros., Commerce	39.03
W. E. Newman, Davisburg	41.85
I. E. Chapman & Co., Newark	120.90
E. N. Sweet, Chippewa Lake	51.15
A. Bolton, Nessen City	176.70

Indiana Creditors.

Decatur Egg Case Co., Decatur	634.92
T. E. More, Union Mills	45.83
Irwin Hall, Lessburg	27.90
W. C. Larrew, Knox	241.80
G. B. Holmes, Kingsburg	19.53
F. W. Marquadt, Lacrosse	18.60
Irvine-Hall & Co., Leesburg	18.00
Shrine & Feaster, Columbia City	28.05
E. C. Duguid, Fremont	101.19
F. Hessel, Culver	23.82
H. B. App, Bristol	195.30
W. Stommel & Co., Hobart	139.50
I. W. Hill & Co., Emma	111.60
Decatur Egg Case Co.	638.60
D. R. Haley, Hamlet	97.65
I. T. Deck, Cherubusco	310.10

Ohio Creditors.

Beuler Bros., Stryker	18.07
C. E. Braley, Brailley	209.25
P. J. St. Clair, Bradner	23.25
C. L. Riley, Bradner	32.55
A. J. Yanney, Bryan	167.40

Fairbank & Kartier, Bradner	116.25
Wisconsin Creditors	
G. E. Taylor, Genoa Junction	45.00
G. J. Kemmeter, Jefferson	77.55
Illinois Creditors	
Metal Bound Package Co., Monk City	560.07
Massachusetts Creditors	
I. C. Pearson Co., Boston	19.60
Checks Protested	
Malmstone & Phillips, Barryton	45.10
C. Roberts, Barryton	36.11
Skinner House, Durand	8.00
Mrs. Dailey, Durand	19.50
Total merchandise indebtedness	23,872.73

The claims of relatives and others, which have evidently been trumpeted up on short notice, aggregate \$24,023.47. They are as follows:

H. Andree note and interest and balance on labor, Barryton	\$4,000.00
C. Tingay, note	490.00
C. Tingay, borrowed money and balance on labor	300.00
Creamery Package Co., Chicago, note and interest	2,688.00
Orson Andree, note, Battle Creek	500.00
Tracey, balance on labor	150.00
Clark, balance on hardware bill	233.00
Mrs. W. Andree, borrowed money	180.00
H. Tingay, borrowed money	200.00
A. R. Gillies, feed	218.00
Hall & Summers, balance on lumber	684.32
Frank Andree, note and balance on labor	1,700.00
Doty & Doty	10.25
C. Tucker	14.25
Balance on Gene's labor of 1900-01	\$1,300.00
Interest and compound on same	341.21
Balance on Gene's labor of 1902	1,028.00
Interest and compound on same	194.11
Balance on Gene's labor of 1903	858.00
Interest and compound on same	106.04
Balance due on Gene's labor of 1904	875.75
Interest	52.54
Balance on Gene's labor of 1905	792.00
Borrowed money March, 1906	195.00
Note to cover mortgage on place	300.00
Mrs. H. Andree, borrowed money	50.00
Mr. Moore, note	1,650.00
W. Yerks, note and interest	2,688.00
G. T. Hinrichs, New York, note and interest	2,240.00
Alexander, note	75.00
Total relatives' indebtedness	\$24,023.47

It will be noticed that several of these alleged claims are held by Eugene Andree, a brother of the bankrupt, and it will be interesting to note how successful he will be in satisfying the court as to the validity and integrity of his claims.

Senator Peter Doran, who has taken an active part in protecting the interests of the creditors in this matter, has sent out the following circular letter to the various creditors:

Noticing by the bankrupt's schedules that you are a creditor of William Andree, of Grand Ledge, who has been doing business under the style of the Grand Ledge Cold Storage Co., I think it proper to write and explain the entire matter.

It seems that Andree obtained from different people butter, eggs and poultry to the amount of about \$30,000, as appears by his schedule, and it is my firm belief that he started in this business deliberately to beat his creditors, as he offered more for butter and eggs than other parties in the same business were paying, selling same for proportionately less. He also held out the idea that the butter, eggs and poultry purchased would be placed in cold storage, but instead of doing so, he immediately shipped same out, paying creditors virtually nothing.

In May last, the Lemon & Wheeler Company, whose business I do, had the following creditors of Andree for customers: William Wright, of Kingsley, Andrew Gaynor, of Breedsville, and Benjamin B. Spelman, of Covert, and they sent them up to me to have their matters looked after. I went down to Grand Ledge, but found no assets there except a small amount of butter and eggs which had been attached by different creditors. I also found that several thousand dollars' worth had been shipped away to a whereabouts unknown. Finding the matter in that shape, and afterwards learning that R. A. Latting, of the firm of Clark & Latting, lawyers of Grand Ledge, had gone to New York and secured from Andree a confession of judgment for \$2,800 in favor of one Eli Lyons, of Lakeview, and had levied an execution on a large consignment of goods to Jewell Bros. and obtained the money, I realized that something should be done at once; and in a later interview with Andree and his attorney, Mr. Latting, I could get no satisfactory account of what had become of the eggs or the money arising from same. Subsequently, having been interviewed by certain New York lawyers, who claimed they could furnish me with information as to where the money was, but wanted several thousand dollars for so doing, I deemed it best to file a petition in bankruptcy, which has been done, and Jewell Bros. were notified by telegram, as it was claimed they were interested and had control of the money. I also petitioned for and with Mr. Alexander's assistance of the creditors he represented secured the appointment of Elias M. Briggs, a banker of Grand Ledge, as receiver. Shortly after that I learned that the money was in the hands of the New York Trust Co., of New York, subject to a receipt signed by Jewell Bros., lawyers and Latting as attorney for Andree; and I am happy to state that the receiver has since obtained the amount of \$15,400 from the New York Trust Co.

Now, in his schedules, besides the \$30,000 due merchandise creditors, Andree includes an indebtedness of about \$24,000 to relatives and friends, which I intend to fight; and to that end it will be necessary for you to be represented at the meeting of the creditors before the Referee in Bankruptcy by an attorney who will fight for the election of a trustee who will represent the merchandise creditors and fight certain creditors who have received preferences.

In this matter Cassius Alexander, of Grand Ledge, has assisted me and worked with me for the benefit of the general creditors. If he represents you, that is all right, and proof of claim and power of attorney sent to either of us, if he does not represent you already, will be satisfactory, as we are both working to the same end. If you are represented by an attorney, kindly have him act with us, so that we will be able to elect a person for trustee who will fight the claim of the relatives, work to set aside the preferences, secure what other property we can find and control the estate for the best interests of all the merchandise creditors.

Germ Hunter Now Added to Long List.

The professional germ hunter is the latest comer among industrial scientists. It is his business to drive from cover all the mischievous microbes that worry folks so nowadays, and tell the anxious layman how they may be kept out of their favorite lurking places. And he is not only a purveyor of the accumulated knowledge of the ages, but an investigator and experimenter in fields the "pure scientist" has no occasion to enter.

The success already made by the biochemical laboratory—the first in the country—recently opened by Professor S. C. Prescott, of the Massachusetts Institute of Technology, reveals a new field for the man of modern scientific training. It is predicted that it will not be long before every city in the country will be provided with one of these new-fangled laboratories, and that the industrial biologist will, in the near future be as important a person in his way as the industrial chemist already is.

The problems that are brought to Professor Prescott's investigators are intensely interesting and intensely practical. For instance, a large milk contractor, serving hundreds of pa-

trons in the city, is anxious to know the exact condition of his supply which he buys from two hundred or more dairies and farms scattered about New England. Not only is it "good business" for him to make sure he is giving his patrons only what is pure and wholesome, but, by their searching inspection methods, boards of health and local authorities generally are leading dealers in all manner of household supplies to have closer regard for the quality of what they sell than used to be thought necessary.

The Board of Health inspectors have such enormous quantities of this, that and the other to look into that, naturally, they can not keep the daily supervision over every shipment that comes into market. The milkman can not depend on them to be posted as to how well his farmers and dairymen are living up to their contracts all the time. So he engages the industrial biologist to examine his supply for him, find just how near the standard that part of it furnished by each producer is and recommend any measures that will improve the quality and thereby help his trade. The biologist's work goes beyond mere laboratory examination of samples. He visits each dairy; observes the methods it employs, notes its degree of cleanliness and the way it cares for its cattle, its cans and its buildings; tests the water supply and pasturage—for both of these are known to have no little effect on the quality of milk; and reports that the remedy for the deficiency lies in the hands of the veterinary, the sanitary engineer or the farmer and his helpers, as the case may be.

Milk has been so much talked about as a conveyor of germs that people are more particular about milk than any other kind of food, probably. Yet

the ice dealer is in a position not very different from that of the milk contractor. He buys from the owners of a score of different lakes and ponds; he can not have personal knowledge of the condition of each little stretch of water from which the harvest is cut; yet if there is anything unwholesome in the ice he sells his customers are quick to place the blame on him. For him the industrial biologist puts samples of ice from each supply pond to the tests for water purity, and examines the source of supply itself, from the point of view of the sanitarian. There are a good many people, especially in the larger cities, who "want to know something about where the ice comes from," and the dealer who can tell them something about it and guarantee the purity of what he sells is the man who gets the trade.

The industrial bacteriologist's clients include almost everybody from the producer through the wholesaler and jobber to the consumer. He is a most useful ally for the physician who can have a certain amount of his investigation done by the Board of Health, of course, but frequently wants special examinations for his own satisfaction. The branch of this sort of investigation which plays so important a part in modern criminal cases, the examination of blood and blood stains, is one of the fields the germ hunter is taking to himself. Though he has but just hung out his shingle, so to speak, the industrial biologist has evidently set a new profession going, one which will grow and spread, no doubt, in the same marvellous fashion and with the same excellent results as the experience of the industrial chemist has shown.

The dogmatic man's bark comes out of a toothless mouth.

THE PREMIER PORTABLE SUMMER COTTAGES

IT'S A HOUSE OF COMFORT



THE COST IS SO SMALL

If It's a Premier, It's Perfection

There is a special charm about a Premier—so neat and perfect. For the tired tradesman it proves a veritable boon, enabling him to spend his vacation in a delightfully quiet and pleasant manner. Premiers are the most practical cottages built. They can be erected in a few hours—are just as easy to move and re-erect. They are quite as durable as a permanent structure—we guarantee them for ten years. Besides that they are only one-third the cost. They are worth asking about anyway. Send for free booklet No. S-24.

CHAS. H. MANLEY, Premier Mfg. Works, ST. JOHNS, MICH.



DEVOTED TO THE BEST INTERESTS
OF BUSINESS MEN.

Published Weekly by
TRADESMAN COMPANY
Grand Rapids, Mich.

Subscription Price

Two dollars per year, payable in advance.

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

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

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

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, July 25, 1906

THE FISH CULTURISTS.

To-day the city of Grand Rapids enjoys the distinction and pleasure of having the National Association of Fish Hatchery Superintendents as its guests, and it is very appropriate that the case stands thus, because the State of Michigan leads all states in the Union in the number and extent of establishments for the propagation of fish, while it was on the banks of Grand River in our northern suburb, formerly known as Mill Creek (but recently changed by the Postoffice Department to Comstock Park), that was established the first plant for the propagation of black bass.

Properly, too, the sessions of the Hatchery Superintendents' Association are being held in the Board of Trade auditorium, and are open to the general public because the business of protecting game fish by law and of propagating all kinds of game fish is necessarily a public enterprise. It is an altruistic proposition for the good of the general welfare, and no government in the world has carried it so far and so perfectly as has our own.

About thirty-six years ago this summer the late Dr. Joel C. Parker, of this city, made a canoe trip up the Muskegon River to Houghton and Higgins Lakes, and then, making a slight portage, he traversed nearly the entire length of Au Sable River to Lake Huron. An intense, enthusiastic student of Nature, especially as to animals, birds and fish, and a gentle, determined and industrious man with an exquisite art sense, Doctor Parker utilized the knowledge he obtained during this trip by writing, talking and discussing on every occasion that presented itself upon the need there was of game laws; upon the characters of Michigan birds and animals and fish, and upon the possibility of enlarging the varieties of fish to be found in Michigan. He was among the first—possibly the first one—to assert that brook trout, the speckled New England beauties, would thrive in the streams of Michigan, and his declaration was fully realized many years ago. Naturally, when Michigan created a Fish Commission, Dr. Joel C. Parker was made a member. For several years he was the President of the Commission.

Years ago, when more attention was given to stealing timber than to the development of resources for the general good, Doctor Parker was called a dreamer, a visionary chap, a crank. Like all revolutionists, he was a crank, perforce. He knew what the possibilities were and, believing in them, he made his fight persistently, honestly, thoroughly and well, and to-day his memory is a choice treasure with those who knew him. So it is, probably, with the delegates to the convention now in this city. Generally speaking and because they have perfected and demonstrated some facts in the science of fish culture, or because they hold and believe in certain theories not yet perfected and realized, they are called cranks and riders of hobbies, but anyone at all acquainted with the wonders revealed in the practice of fish culture and who listen to the papers read by those delegates; to the discussion of those papers; who meet the gentlemen personally, will soon realize that there isn't a faddist among them; that they are educated, able men, who know a multitude of facts related to their calling which may not be found in text books and which, if placed there, would be of little value. They are intensely practical and so enthusiastically interested in their work that bouquets, speech-making and the glad hand are required to accept second or third places when there is work to be performed. They are tooth and nail against all abuse of the magnificent sporting resources of the entire country and of those of the Great Lakes regions in particular; and, what is more to the point, they are each year showing a gradual growth toward that time when the pot hunters and all of like ilk must keep within bounds absolutely. And so the Tradesman commends them and welcomes them in behalf of the citizens of Grand Rapids.

The presentation of the list of creditors, real and pretended, in the Andre matter shows very conclusively that Andre deliberately started out to swindle the shippers from whom he obtained butter and eggs. Partially failing in this attempt by reason of his withholding the checks he had received from Jewell Bros. until they had accumulated to the amount of \$15,000, he then induced his relatives to trump up fictitious claims with a view to defeating his creditors in another manner. This last act is the culmination of infamy and should forever stamp the name Andre as fraudulent and detestable.

A pearl producing firm out in Lower California is certainly a unique one. It cultivates and grows pearls under a process which includes the incubation and hatching of the oysters and the proper nutrition for the best sort of pearl, and is now experimenting with a process of pearl inoculation for the production of larger quantities. Pretty soon they will be able to manufacture diamonds, rubies and pearls while you wait.

The noblest form of forgiving is forgetting.

THE SAME OLD STORY.

It is the same old story with only a change of name and industry, with the same old success as result—purely American, we would feign believe, and yet too universal to limit it to race or nation—the story of climbing to the heights from the plains below. In the earlier days of the United States it was Franklin's career that was used to fire the ambition of the school boy—his struggle with poverty, his arrival in Philadelphia, his industry, his prudence and his immortality. Later it was Webster, from rocky England, and Clay, from Tennessee, that blazed the way from the farm to the Senate chamber for aspiring youth. Then came "the first American," "the Railsplitter," from the then distant West, in whose footprints followed the boy from the "tow path to the White House," where he, a beacon light from poverty to power, passed in undying splendor to undying martyrdom. It has come to be the common thing with us, and yet in the light of these examples we are constantly told there is no longer any chance now for ambition to win its way.

In the shining heights of the Interstate Commerce Commission a humble clamberer has found a place. The railroad this time has displaced the printing office, the farm, the fence maker and the canal, and the brakeman has now left the railroad train for a seat at the table of the Commission in the midst of exultant "I told you so's" on the one hand and "All mere luck" on the other.

It is at and between these extremes that the all-important condition lies and the noticeable fact so far in this instance is that only another field of work has been added to the lengthening list. Nobody believes or wants to believe that ability no longer holds the brake or handles the ax or turns the furrow. Unless it is conceded that the world's work is done there is still something to do and somebody is going to do it. Each in his locality and in his own humdrum way performs the task assigned him, carelessly and under compulsion at first it may be. Then comes the application of the law:

"Every clod feels a stir of might,

An instinct within it that reaches
and towers

And, groping blindly above it for
light,

Climbs to a soul in grass and
flowers,"

and the journey to the stars has begun. We who see only the culmination of the strong will and the endeavor wonder, when the star is reached, where and when the stir was felt first and how the obstacles were overcome; but it is the same old story from beginning to end, proclaiming the same old fact, that he who will can; that

"Honor and fame from no condition rise,"

and that there is no corner however obscure, in America at least, no condition however humble, that has not started skyward already the man for the coming task, the coming wonder of his day and generation.

In the field of greatness nature seems to work by opposites. In her physical laboratory she has nailed above her door the law: "Like produces like;" and this in her moral and mental undertakings she seems to ignore. Franklin left no descendant. Washington was the grand culmination of a noble line. The brightening halo of Lincoln has rendered the lesser Lincoln lights invisible and the historic past is not rich in instances where a distinguished son has added glory to a distinguished father's name. It is reasonable to infer that greatness will descend from greatness, that the improved conditions of atmosphere and soil, together with the original stock, must necessarily result in both better and best, as the matchless bloom of the cultured rose bush excels in beauty and fragrance its wild ancestor; and yet under the best conditions the transplanted arbutus dies and the daintiest pond lily owes its perfume and its bloom to the slimiest mud of the lake-bottom.

The forced conclusion, then, is that in the manufacture of the great nature follows no fixed law. Territory and conditions are alike ignored. Given a desired result and the emergency finds its master. A new world was wanted and Italy discovered it. On it a new empire was to be founded and England furnished the founder. It needed a savior, and a log cabin in the wild West produced him; and so all along the line since recorded time began the world's work has called for its workman and has found him. It will always be so, and when that work is done the success attending it will lead to a retelling of the old story from the obscure beginning to the realized result—from Geneva to Cat Island, from log cabin to White House, from railroad brake to a seat at the Interstate Commerce Commission table.

The ingenious schemes of the scientists will never cease. A method of shipping live fish without water is the latest. A hermetically closed wooden box was filled with water to the depth of about one-third of an inch, or the bottom was covered with wet rags, which through evaporation kept the air in the box always saturated with water vapor. The fish were placed in a box which was then shut hermetically by the lid. Through a tube, reaching to the bottom, oxygen was introduced and allowed to escape through a tube in the lid. This oxygen before entering the box passed through several water bottles, which thoroughly saturated it with water vapor. In this way the fish are always in a pure oxygen atmosphere and a drying up of the gills is not to be feared.

No department store has yet added a menagerie to its list of attractions—but lots of women get bit at bargain counters.

A man is never so much a man as when he is explaining to a woman that she is nothing but a woman.

Because a man is poor is no indication that he is cheap.

BACKWOODS INCIDENT.

He Laughs the Best Who Laughs the Last.

Written for the Tradesman.

Away back in the days of fun and frolic in the pine woods an incident comes to mind that still brings a smile to the lips of Old Timer.

There were girls in those days as natty and sparkling with wit and beauty as our modern times can produce. One of the best lookers was Miss Nina Grawse, schoolma'am at Rock Ledge. She was a hummer and no mistake. She wielded the birch and rule to good purpose, and was one of the best teachers in more senses than one who ever struck the pine-clad hills of the Muskegon.

The girl was at Rock Ledge two years, during which time she broke more hearts than heads by a long odds. Pierce Adams, the head sawyer in Wallace's mill, lost his appetite thinking of the bewitching little Yankee. By the way, Miss Grawse was from the State of Maine—and not ashamed of it either.

Adams was not a highly intellectual man. He had mastered his trade, however, and had a nest egg in bank provided for a rainy day. Nina passed the mill in going to and from her duties. Many were the oranges and pounds of sweets that met her in front of the mill from the hand of the boss sawyer. Although not a coquette, Miss Grawse accepted these little presents with as sweet a "Tahnk you" as ever fell from the lips of a girl.

In those days the pine woods were not wholly devoid of amusements, as some at the present day might suppose. There were boat rides, picnics and dances in the summertime, straw rides, skating and riding down hill in winter, so that the young folks were never in the dumps. Miss Grawse was the life of every gathering she attended. The big boys made eyes at her from behind their books, bearded men sought her society with an awkward bashfulness that was both amusing and heart-rending.

The boat rides on the Muskegon when the moon was full were never to be forgotten, when "Oft in the Stilly Night" was wafted across the silver-tipped water in as sweet accents as ever fell from the lips of woman. The days of old romance were reincarnated here under the shadow of the white pines. Adams owned a canoe of goodly size and more than once he used it for voyaging along the river with only one for company—Miss Grawse.

Her gay laugh was enough to drive away the blues. Her songs were rich in tone and pathos. Everybody liked Miss Grawse. A dozen men and boys loved her from the tip of her golden crown to the end of her dainty toes. Old Timer, although a boy just entering his teens, was her most devoted admirer. Her ruler sometimes warmed his palm, yet the strokes were simply love-pats to him.

Daniel Selfbridge came up the river from Chicago. He was a land speculator and apparently had money to burn. The sweet face and pretty

manners of the schoolma'am attracted him at once. He paid quick and earnest court to the young woman and soon had the wiseacres wagging their heads.

Even in those days dollars counted more than doughnuts. Selfbridge had the cash and the dash to win susceptible feminine hearts. He soon monopolized the company of Nina Grawse. This was not strange, for the tall, not ill-looking Chicagoan had a pleasant, taking way—besides a bank account had its charms then as now.

Pierce Adams was nowhere and he felt the slight. Time after time he saw from his workroom Miss Grawse whirl past the mill in Selfbridge's buggy, an elegant vehicle for the time and place. Adams was not made of heroic mould. The lads and lasses of Rock Ledge resented for the humbler man this intrusion and impudent stealing.

"I wish that pup would go home about his business," said one of the boys, referring to Selfbridge.

"So do I. What say to giving him a hoist that way?"

"How do you mean?"

"I don't know exactly how but I notice that the Chicago chap ain't much with a canoe. Let's duck him. Ten chances to one he can't swim. Let Miss Grawse see him sputtering in the river and she'll quit him quick as scat."

The plotting of the boys did not bring results. Pierce Adams was lucky enough, however, to bring matters to a climax.

In place of a bridge, the Muskegon was crossed at Rock Ledge by a rope ferry. A scow, guided by blocks, ran along this rope. On one occasion Selfbridge wanted to cross over to the main village. Scow and canoes were on the opposite side. He hallooed for someone to come for him. It chanced to be Sunday, the silent Sabbath of the woods, the only worshipers being the squirrels and the birds whose orchestra woke the echoes in sweet though contra sounds.

Rock Ledge seemed deserted. Selfbridge had a date with the pretty schoolma'am and was anxious to be on hand. At his second halloo a man appeared, walking toward the river. With him was a girl, no less a person than Miss Grawse—the head sawyer and teacher. Selfbridge was furious. Adams, who had encountered Nina by chance, paused and looked across at the man on the further bank.

"Why, it's that Chicago duffer!" he exclaimed.

"It's Mr. Selfbridge," said the girl coldly. "If I could manage a canoe I'd go after him."

"That's what you have been doing for a long time now," retorted the man, biting his lip and looking aside. "I'll go," he finally decided. "Wait here until I fetch your friend, Miss Grawse."

The sawyer sprang into a canoe and paddled across the water. He seemed unusually awkward with the paddle. Presently the other man got into the boat and the two started on the return. Adams was now more

awkward than before. The canoe rocked. Adams seemed excited.

"Do be careful," cried Selfbridge. "You'll dump us in the river. I can not swim a stroke—look out, look out!"

By this time they were well toward the other shore, where stood the waiting girl, and directly under the ferry rope. All of a sudden Adams lost control of the canoe. His paddle flew from his hands.

"Quick, old man," yelled he, "catch hold of that rope!"

Selfbridge did as he was bid. The next instant the canoe swung down the stream and the tall Chicagoan hung suspended, his feet dangling in the swift current. Up and down surged the rope. Sometimes he was wet to the knees, then an upward surge would bring his feet almost clear of the water.

"You blanketty infernal fool!" yelled Selfbridge.

"Don't swear, Mister," called back Adams. "This is Sunday and you are on the brink of eternity. I've lost my paddle and can't help you a bit. You'd better pray instead of curse."

But Daniel Selfbridge was not of the praying kind. His oaths rolled out in huge volume. In his excitement he forgot the presence of the girl. Adams was hugging himself. He was getting in his work in fine shape. Miss Grawse was a New Englander and a fairly good church member. In those days it was not considered good form Down East not to belong to some church.

Pierce Adams knew this. He fairly gloated as the oaths of the angry and frightened speculator rolled across to where stood the shocked schoolma'am. So shocked, indeed, was she that she never gave the struggling man a second thought but turned and hurried from the spot.

"My God! are you going to let me drown?" gasped Selfbridge, the sweat rolling down his face.

His arms ached to their sockets. His hold would soon give out and then—death in the wild waters.

"Let go," yelled Adams, "and I'll pick you up."

The man under the rope did as he was bid.

He went to the bottom—that is, his feet did. He found himself standing about waist deep on the bottom of the river.

"Wade ashore, Mr. Selfbridge," called the exultant head sawyer. "The water's not deep!"

This was true. Selfbridge had made the blunder of his life. He realized this when too late.

Although he tried to apologize and again enter the good graces of Miss Grawse, she refused his advances and he soon after quit the woods, a sadder if not a wiser man.

The outcome of it all was that the older boys danced at the wedding of Pierce Adams and Miss Grawse, while the small fry, myself included, shivered the couple to the tune of horse fiddle and cowbells, and came in for a fine supper at the end of it all. Old Timer.

The Envious Woman.

The train had pulled out of the terminal and the conductor was on his fare-collecting tour. In one car there sat alone a woman dressed in deep mourning, her heavy veil having been lifted to allow a breath of air. When the conductor approached her the woman burst into tears.

As she cried as if her heart would burst the conductor asked her what was the matter. She sobbed this reply: "Ten years ago I took my first husband over this road to be cremated; five years ago I took my second husband on the same trip to the crematory, and now I am taking my third husband to be consumed to ashes."

Just then there were heard loud sobs coming from a seat on the opposite side of the car. The conductor turned and saw another woman crying. Approaching softly, he asked the weeping one: "What is the matter, madam?"

Taking her handkerchief from her eyes, the second one in tears answered: "That woman has husbands to burn, while I can't get even one."

A Unique Bid.

A unique bid for sewer construction is said to have been received by the City Council of Douglas, Alaska. According to the Douglas News it read verbatim as follows: "The cost of metiril we no. There is stumps in the way we no. And there is bolders in the way we don't no. There is quick sand that will run we no. There is hard pan that is hard I no. Any one that will take it fer less than 35 cts. a foot will go in the hole I no."

Residence Covered with Our Prepared Roofing



More Durable than Metal or Shingles

H. M. R. Brand
Asphalt
Granite
Prepared
Roofing

All Ready to Lay

Write for Prices

H. M. REYNOLDS ROOFING CO., Grand Rapids, Mich.
Department A
Established 1868



Status of the Cheese Market at Utica.

Utica, July 20—Little change has occurred in the general situation in cheese during the week, either in producing or distributing markets. Contrary to indications at the opening of the season, the output now promises to exceed that of last year. As stated last week, nearly every dairyman in the cheese producing sections, encouraged by the prospect of increasing business, has been gradually adding a few milch cows to his herd. Grass started late and for a few weeks did not look very promising. Later abundant rains put the pastures in good condition rapidly and feed became plenty. The flow of milk does not show any marked increase per cow, but there are more cows, and nearly every factory is in daily receipt of more milk than the opening indicated. This of course means more cheese. The flow of milk is expected to decline early in July, but thus far it holds up well, and all conditions are favorable for more cheese. This situation does not seem to affect the activity and firmness of the markets in all producing sections. Country buyers evidently believe in an increased consumption of cheese, and there is plenty of evidence that their faith is well founded. The season opened with a good export demand, and it is not yet fully supplied. Montreal quotations have reached 12½ cents, with a firm market. In New York exporters have been hunting for large cheese from the start, and they are not yet supplied. Holders get the top price for all they have to offer, and a little premium for desirable lots. Speculators complain that small cheese costs too high to put into storage, but an active home trade has thus far prevented any burdensome surplus. The quotations at the close of the week from Western and Northern New York indicate continued confidence in the market. Every salesman who comes to Utica to-day will expect to do as well as he did a week ago, and some will do better.

The situation in the butter market is similar to that of cheese. New York speculators who usually put in storage a large quantity of June butter protested all through the month that the price was too high, but the slightest cut invariably reduced the supply. It is believed there is considerable less butter in storage than usual at this time in the year. There is no butter bought on the Utica Dairy Board of Trade for the New York market, and the creameries throughout this section have a home trade for their product at better than New York quotations.

At the Utica Dairy Board of Trade to-day all the regular buyers were on hand. There were more salesmen than usual in attendance, and it was evident that there is something doing in cheese. Buyers allowed that the

quotation would be higher than a week ago, but no open price was announced. Some salesmen thought they ought to get 11 cents for their cheese, and it is possible they did. The flow of milk is shrinking gradually, and the indications are the supply of cheese will be on the decline before the exporters get all they want. In that event there will be no surplus of summer cheese in the way of the September make, and good prices will be likely to rule through the season. The box was opened promptly on time and the footing of the buyers' reports showed as follows:

Cheese	Lots.	Boxes.	Price.
Large white.....	9	891	10¾
Large colored.....	22	2,151	10¾
Small white.....	14	1,329	10¾
Small colored.....	43	4,358	10¾
Daisies.....	2	350	11¼

Total.....90 9,079
Daisies are fancy small cheese weighing 18 to 20 pounds each, and they sell at one to two cents more than the usual sizes. They have always sold on the Utica market, but to-day is their first appearance in the official record for at least ten years.

On the third week in July a year ago the official report on cheese was 95 lots, 8,635 boxes; large sold at 9c and small at 9¼c. An advance of 1½ cents, with more cheese and a fair prospect that good prices will continue, is a very satisfactory situation.

New Institution To Employ Many Men.

Port Huron, July 24—If no hitch occurs in plans now under way the Chamber of Commerce will, within a short time, land an establishment giving steady work almost the entire year to nearly 1,000 men. The outlay required will be the cost of moving the plant from its present location to this city, the natural advantages here being sufficient inducement to overcome all offers from competing towns.

The committee having the matter in charge will not disclose the identity of the concern until after arrangements are completed.

The necessary expense will be provided from the industrial fund, which now aggregates about \$60,000, but is still \$40,000 short of the goal set by the promoters. A branch of the Canadian Packing Co. began operations last Saturday and a large force of men is employed. From 1,200 to 1,500 hogs will be killed weekly for the present.

A soda clerk in Miller's confectionery store at Grand and Finney avenues, St. Louis, had an exciting half hour recently, on a Saturday night. By some means, as yet unexplained, the fountain became charged with electricity, and all efforts to draw syrups or wash glasses resulted only in shocking the clerk. This state of affairs continued until an expert from the lighting plant arrived and "grounded" the current by means of a copper wire run outside the store. Where the current came from is a mystery, as the wires in the store are eight feet from the fountain and the current appeared no place else.

Redland Navel Oranges

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

THE VINKEMULDER COMPANY

14-16 Ottawa St.

GRAND RAPIDS, MICH

NEW CHEESE

"Warner's Cheese"

BEST BY TEST

Manufactured and sold by

FRED M. WARNER, Farmington, Mich.

Butter, Eggs, Potatoes and Beans

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

R. HIRT, JR., DETROIT, MICH.

Egg Cases and Egg Case Fillers

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

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

ESTABLISHED 1876

RECEIVING DAILY

NEW SOUTHERN POTATOES CAR LOTS

Let us have your orders.

If can offer beans, any variety, mail sample with quantity and price.

MOSELEY BROS., WHOLESALE DEALERS AND SHIPPERS
Office and Warehouse Second Ave. and Railroad.

BOTH PHONES 1217

GRAND RAPIDS, MICH.

Fishermen, Attention!

Ship us your fish and get full market prices. No shipment too small. Money right back. Mark plain. Ice well. Write for prices. Big prices for little fish.

WESTERN BEEF AND PROVISION CO., Grand Rapids, Mich.
Both Phones 1254 71 Canal St.

Order

Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese
Golden Niagara Canned Goods of

C. D. CRITTENDEN, Grand Rapids, Mich.

Both Phones 1300

Sell

Butter
Eggs
Produce to

3 N. Ionia St.

New Crop Turnip and Rutabaga Seed

All orders filled promptly the day received.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York, July 21—The option coffee market had a big day on Friday and scored an advance of 15 to 20 points, and this is generally thought to be "founded on fact." The advices from abroad were all stronger and the demand for near months from local buyers was especially active. In a jobbing way spot coffee has had a good week and the last two days have shown many orders coming in by mail and wire. Quotations have shown some advance and Rio No. 7 is now rated at 7 13-16c, with a strong tendency to a still higher basis. In store and afloat there are 3,245,362 bags, against 3,761,713 bags at the same time last year. Mild grades are steady. In an invoice way Brown Padang Interiors are quotable at 14½@16c; fancy, 18@26c; Mocha, 17½@19½c; Central American is steady; Good Cucuta is held at 8½@9¼c.

Buyers of teas are conspicuous by their absence, and a walk through the jobbing houses tends to confirm the impression that there is mighty little doing. Absolutely no change has been made in quotations and none is likely to be made in the near future.

The week has been a most active one in sugar, and new business, as well as withdrawals under old contracts, has reached something of the proportions of a boom. Granulated has advanced and refineries are all working to their utmost to fill contracts. Raws are also much stronger.

In a jobbing way there has been a fair movement of rice. Fancy head is in rather light supply and, in fact, all sorts are in rather moderate quantities. The demand is fairly satisfactory and shows improvement over last week. Choice to fancy head, 4¾@5½c.

Spices are quiet, but there is a firm feeling and sellers look for a steady improvement as soon as the fall trade begins. The market is in good shape and it would be pretty hard to find any real "bargains," that is, good goods at any concession from quoted rates.

Of course the molasses market is quiet and most of the business is in withdrawals on old contracts; but stocks are running very light and values are firmly maintained on the previous level. Syrups are steady and in very good request.

Canned goods are doing fairly well. California cherries have been

again advanced 25c per dozen, and it may be the top has not yet been reached. Lemon-cling peach orders are being limited in quantity owing to a probable small pack. As time goes on the prospects of a good big pack of tomatoes become brighter and quotations have taken a tumble of 5c per dozen on standard Maryland threes, so that the rate is now 75c delivered in this city. While this decline has caused some business, buyers are not very anxious to purchase ahead of current requirements. And so far as future tomatoes are concerned there is nothing doing. Peas are steady upon the continued reports of probable short packs in Michigan and Wisconsin. Corn is firm, and this article is bound to appreciate steadily.

Butter is rather quiet, especially for grades not fully up to standard, and while there is hardly any change in rates the feeling is less firm than a week ago. Extra creamery, 20½@21c; firsts, 19@20c; seconds, 18@18½c; imitation creamery, 17½@18½c; factory, 15½c; renovated, 16@18½c, latter for extras, of course.

The market is pretty well cleaned up on full cream and holders seem content with "the appearance of things." Large size fancy stock is quotable at 11¼c, and this figure is about the correct one also for the smaller sizes. Prices up-State remain fully as high as here.

The better grades of eggs are very firm and working out at 24c for New York State and Pennsylvania. Finest selected Western, 18½@19c; firsts, 17½@18c.

Will Build Up a Greater Flint.

Flint, July 24—The Flint Improvement League was organized at a largely attended and enthusiastic meeting of business and professional men.

All the preliminaries had been arranged in advance by a special committee, and the organization was completed by the adoption of a constitution and by-laws and the election of the following officers: Joseph H. Crawford, President; Charles L. Bartlett, Vice-President; Wm. W. Blackney, Secretary; C. T. Bridgman, Treasurer. An Executive Committee was appointed consisting of Rev. Chas. A. Lippincott, E. O. Wood, J. Dallas Dort, Dr. C. B. Burr, J. J. Carton, H. H. Fitzgerald, W. V. Smith, C. L. Bartlett, A. G. Bishop, Walter O. Smith, W. S. Ballinger, R. L. Notman, Geo. F. Caldwell, C. W. Grobe and C. S. Mott.

The organization will have a wide scope with the one central idea of building up a "Greater Flint." Under the direction of the Executive Committee there will be sub-committees on legislation, industrial institutions, mercantile interests, streets and

roads, conventions, sanitation and parks, lawns, gardens and playgrounds.

The aim of the League will be to advance the interests of the city industrially and commercially; to welcome new industries and look after the welfare of those already here; to make provisions for entertaining conventions; to establish a system of public parks and suitable playgrounds for children, and to beautify the city architecturally and scenically.

The membership of the League will include the foremost business and professional men of the city, and much substantial benefit is expected to result from the activities of the organization.

President J. H. Crawford is one of Flint's leading merchants, and his selection as the executive head of the new association brings to that office a gentleman who is well qualified for the important duties of the position. The Secretary, Wm. W. Blackney, is County Clerk, and a young man possessed of the energy and ability necessary to success in that office. The other officers and the members of the Executive Committee are all prominent in local industrial, commercial and professional circles.

Will Occupy New Factory.

Detroit, July 24—First butcher knife manufacturer in the United States to deal direct with the retailer, the National Cutlery Co., has found it necessary in the first two years to abandon its old factory at Bates and Atwater streets for a new one three times as large at Lawton avenue and the Michigan Central Railway. The new factory is just receiving the last of its equipment of machinery. One hundred men are employed, and the force will be increased to 150. The factory is of white pressed brick, in four one-story sections, each 45x200 feet, twenty feet apart, with connecting passages. The sections are used respectively for forge shop, grinding room and

power house, polishing and finishing room and shipping and stock room and offices. The company has a plot of ground which will allow for further expansion. The concern was organized August 19, 1904, with \$120,000 capital. The officers are E. H. Sutton, President; F. S. Stoepel, Secretary, Treasurer and General Manager. Besides butcher knives it manufactures scythes, cold chisels, razors and axes. The output amounts to between \$175,000 and \$200,000 a year. Twenty-five salesmen are used to reach the dealers.

The Southern Railway does not share the opinions of some of its fellows in regard to the inability of women to do other things besides taking down dictation. It has been demonstrated by the road in question that at certain points on its system women make very acceptable station agents, and three are now so employed. So does the resourceful Arizona belie her detractors and in the future we may expect many misses to become presidents or freight handlers.

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

Hocking Dry Measures
(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

A. J. Witzig

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

SOMETHING FOR NOTHING.

Promises Made by Mail Order Advertisers.

Written for the Tradesman.

They were sitting under a striped awning of red and white at the rear of the hardware store, where a comfortable porch extends toward a grassy square, around which traffic teams have cut a shining circle of white earth. The hardware man was smoking a long-stemmed pipe and expressing his opinion about the weather, the hardware trade and things in general, speaking petulantly and with emphasis. He is a man of size and many folds of fat are revealed under his chin, also his collar wilts soon on a hot day.

"Let us take the trolley to the lake and have a free bath," observed the commission man, who can swim like a duck and loses no opportunity to show off his accomplishment.

"Not for mine," said the dry goods man. "I'd melt on the way there. Besides, the free bath out there would cost more than one in town that was paid for."

"You can't get anything free," said the grocer. "Directly or indirectly, there's a price or a penalty attached to everything."

"Huh!" snorted the hardware man, whose face was a sight by reason of the sweat pouring down it, "you can get anything you want for nothing. I can show it to you in a book."

"I'll take a little lemon in mine," said the grocer.

"Mint is about right for me," observed the commission man.

"Oh, of course, you can't get that sort of thing for nothing," replied the hardware man. "If you get them without digging down into your jeans, you have to pay in reputation. What I mean is that about everything on earth is offered free by the men who advertise in the magazines. There must be a lot of fools in the land or they couldn't pay their advertising bills."

"There are a lot of fools, all right, all right," said the dry goods man. "I see them taking the train every day to do their trading in the next town."

The hardware man picked up a magazine and dived into the advertising pages.

"Here it is, the first thing," he said. "Have your fortune told for nothing. The advertiser will warn you of danger, tell you whom to marry, set you on the highway to riches and protect you against poor health. All for nothing. He takes a space in this publication, which costs him about \$60 a month, to tell the public what he will do for nothing. Now, I counted nine of these fortune-telling advertisements in one magazine the other day. It must be a paying business."

"Then, here's a man who is aching to give spectacles away. He takes about \$150 worth of advertising space. Now, that's a fine proposition, isn't it? And yet he gets people to bite. Here, on the same page, is a man who wants to give away a book that will teach you how to play the fiddle, whether you have any musical ability or not. Then here's a pack-

age of medicine you can get free, and a publisher wants to give you a picture for nothing, and a patent attorney has advice to give away. Yes, and here's a publisher who wants every boy in the universe to have a goat—a real, live goat, shown in the picture with a shaggy coat and long horns, by which a boy with an idiotic grin is steering him around.

"This is one of the goats that keep fat on the bloomin' wind in the fence corners and raise wool worth a dollar a pound. It is so gentle and tame that it will take care of baby and sing duets with the canary. Here's a book free. It will teach you how to keep well, how to get rich, how to be happy although married, and how to arbitrate your neighbors' troubles.

"Here's a doctor who will tell you what ails you by mail, and do it without a cent of pay. He also gives away a book. He gives his picture in the advertisement, and must have been in the midst of a morning after, with a dark brown taste in his mouth when he had the photo taken. Now, here's where the women will be interested, for a philanthropist in Chicago wants to give away a forty-two-piece dinner set. And he'll put your name on every piece and guarantee that they are all right. Of course his guaranty amounts to a whole lot!

"Then, on another page, we find a chap who wants to let people ride his bicycles free. He will pay the freight and let you have the use of the machines. He's a peach, that chap! Here's a book on consumption free! It will tell you how to cure the dread disease, and the advertiser will furnish the medicine free. That looks reasonable, doesn't it? Here the doctors of the world have been studying consumption cures for six thousand years, have passed the discoveries of one generation down to another during all that time, and yet they can not cure the disease. But this man with the book will find plenty to bite at his bait."

"Well, let the people learn a lesson," said the grocer. "A few learned something about clubbing together for a carload of provisions a few months ago. I guess they got sugar an eighth of a cent cheaper, but they paid double price for a lot of spices—some of them got enough to last a lifetime. And the stuff was not up to sample, either. Let the fools take their medicine."

"I counted fifty advertisements in this magazine," said the hardware man, "all offering something for nothing, from butter knives to base ball suits for boys. Doctors offered to cure fits free, cure cancer free, cure dyspepsia free, cure corns in a night, cure the drug habit and the whisky habit and make a beautiful complexion out of a bad one. The mail order houses offered walking skirts, pocket knives, lockets, watches, trousers, guns, pictures, lamps and songs absolutely free of cost. That is rather a fine layout, isn't it? The advertisers ought to be arrested for getting money under false pretenses."

"Where does their graft come in?" asked the dry goods man.

"Why, they get people's addresses

and tell them that for a little money they can be cured entirely, or supply a better article, or something else—just to get the money. Some of the advertisers want people to do canvassing for them before they get the thing which is offered free."

"And the people who answer their advertisements foot the bills," grunted the dry goods man. "You can do almost anything to people if you can only make them think you are getting the worst of the bargain."

Then the session on the back porch arose and the members thereof adjourned to a round table in a nearby place, and what they got there wasn't offered free of all charge, but there was a free lunch not far off.

Alfred B. Tozer.

Courage in Man and Woman.

Women display courage in their own incomparable fashion. Typical woman's method of encountering danger is the story of the woman who observed as she was concluding her toilet for the night the presence of a burglar under her bed. Without letting the man know that she had perceived him, this woman quietly put on her dressing gown and knelt down at the bedside to say her prayers. She prayed aloud. She made her own personal intercessions to heaven and then prayed for all poor sinners living in the darkness of estrangement from God, "particularly this unhappy man lying under my bed, meditating the wickedness of stealing and perhaps of murder." This woman saved the situation.

I can not imagine a worse situation than that of a certain steeplejack who found himself one day at the top of a church steeple with a madman grinning into his eyes. The madman was his mate. Both men had been at work on this steeple for many days and had talked together while they hung in the saddles with the utmost accord, but on this particular day one of the men looked up to see madness in the eyes of his companion. In that moment he was alone with danger. No shout could avail. From the street below he looked like a spider snoozing in its web. The roofs and chimneys of the houses seemed to be level with the ground. High up in the loneliness of the empty air he was alone with a madman.

The man kept his wits about him, and addressed some cheerful remark to his mate. The madman only grinned, and suddenly bade him look alive, that they might the sooner get below in double quick time, for that he was going to jump from the steeple with his friend in his arms.

The other laughed as if at a good jest, and turned to his work. Then he began pushing with his feet against the steeple to get a swing into his saddle; he meant to grab the madman and hold him till help came. But the madman was also swinging into his saddle, and before the sane man realized his danger the madman's fingers were closing round his throat.

There they swung in the dizzy air, high over the unconscious city. By something of a miracle the man found his hands clutching at his tool-

box as he swung back. His hands closed on a wrench. He grabbed it, made an upward thrust with his strangled body and gave the madman a jangling blow across the side of his head. Then he clutched the fellow's body to save it from falling, and, after a moment's breathing, quietly lowered himself and his unconscious mate to the ground below.

False Hair for Children.

The recent hot, moist days developed a new class of victims of the false hair habit. One of these was seen the other day seated in front of a large mirror in a fashionable hair-dressing establishment, patiently watching the selection of just the right shades of hair to match her own golden locks. The clerk and a fond mamma were superintending the matching process, and the owner of the little golden head looked tired and sleepy. She was not over five or six years old, which any one will admit is really a trifle young to be vitally interested in such a grown-up question as the matching of false hair.

Investigation revealed the fact that such a youthful victim is not at all an unusual sight at fashionable hair-dressers. The modern mamma does not accept with folded hands and meek submission the fact that her darling's hair has a wilted appearance on a sticky, Summer day. Resignation is one of the old-time virtues. Instead of accepting the fact gracefully the modern mother looks for a remedy, with the result that the poor child is dragged to the hair-dresser's and has her natural hair matched to a couple of curls warranted to stay in a distinctly spiral outline regardless of the humidity of the atmosphere.

According to the testimony of those who know, many mothers are now purchasing false curls for their small children, and many a topknot bow of bright-hued ribbon conceals the dividing line 'twixt a little tot's own hair and a couple of store curls. Those experienced in the business of matching hair say that it is almost impossible to get just the right shades to correspond perfectly with the tints of childhood. They are very different from the usual shades brought in false hair, and matching a child's hair perfectly is considered the work of an expert—so say the authorities in this branch of business.

He Knew Her Failing.

"I was awfully disappointed on my birthday."

"How so?"

"I wanted an auto and didn't get it."

"Why didn't you give your husband a hint?"

"I did; but he didn't understand it."

"That's too bad."

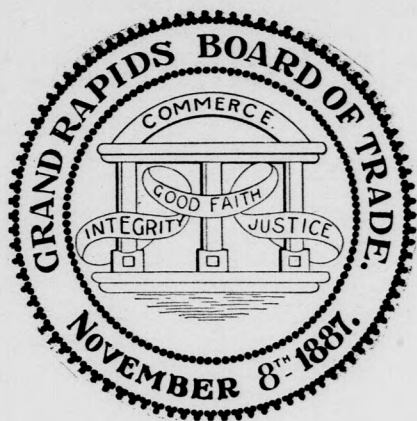
"Yes; I told him I wanted something that traveled fast and that a woman could handle."

"Yes."

"And what do you think he gave me?"

"Give it up."

"A ten-dollar bill."



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, Board of Trade Building, 97-99 Pearl St.,**

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.

BELTING AND MILL SUPPLIES
Studley & Barclay

BICYCLES AND SPORTING GOODS
W. B. Jarvis Co., Ltd.

BILLIARD AND POOL TABLES AND BAR FIXTURES
Brunswick-Balke-Collander Co.

BLANK BOOKS, LOOSE LEAF SPECIALTIES, OFFICE ACCOUNTING AND FILING SYSTEMS
Edwards-Hine Co.

BOOKS, STATIONERY AND PAPER
Grand Rapids Stationery Co.
Grand Rapids Paper Co.
Mills Paper Co.

BREWERS
Grand Rapids Brewing Co.
CARPET SWEEPERS
Bissel Carpet Sweeper Co.
CONFECTIONERS
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.

CEMENT, LIME AND COAL
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
Hazeltime & 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.
MATTRESSES 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.

Prints — Are moving somewhat slowly at the present time. Business is very quiet. The small trade, which displayed a great deal of activity about three weeks ago, has now withdrawn from the market. Certain of the buyers are said to have made the statement that they could obtain concessions from some sellers, who would grant the same in order to anticipate business upon fall orders. The largest factors in the market state, however, that in regard to the leading lines of staple prints concessions are out of the question. They brand these reports as utterly without foundation. Because of the recent adjustment of prices which have been made upon prints some buyers seem to hold to the opinion that the bottom will drop out of the whole print market. A very excellent showing of new designs in the spring lines of printed wash goods are believed by the buyers to be the most desirable goods for this coming season. There is a very marked trend in wash fabrics to-day toward the colored fabrics. Two other tendencies that are especially noticed in these lines are the sheerness and fineness of the fabric and also the simplicity of the design in the printed ornamentation. In the better class of wash goods to-day it is the simple harmonizing effects that are in the forefront of the sales. There is no preponderance of any particular color, the staple shades running to the lighter tones. In the woven yarn fabrics the white grounds and similar effects are proving to be ready sellers. The popular gray shades, with the browns, greens and other monotone effects are also among the attractive lines. Delicate stripes, corded effects and self-colored neat jacquards in the piece-dyed fabrics are among the lines which are being taken by the buyers. The prices on printed wash fabrics show an average advance of about 7 per cent. over last year's levels. As this change has been along the lines of construction the buyer is probably getting better value to-day than ever before.

Hosiery—This market offers interesting suggestions of the vast amount of business that has been and is being done. One large concern predicted some time ago that this year would show an increase of 50 per cent. over last. That they were more than justified in this prediction is now history. They, like everybody else, have enjoyed a large business on all lines, particularly gauzes and silks. The tendency of the trade generally is toward the better classes of goods. With the old concerns it is a question of installing new machinery for the turning out of the better grades, leaving it with the newer houses to take care of the increased demand for the lower grades. The rarest thing in the market is the full-fashioned line; an absolutely new

account in the latter would be received somewhat in the spirit of a legacy. Occasionally a few dozen may be picked up, but the instances are very few. Here and there around the country a new mill begins operations, but whatever its output may be it seems only like a drop in the great sea of demand. The call for ladies' and children's fine grade goods has been wonderfully large; in fact, all lines have enjoyed an unusually large business. In this respect the year is without a parallel; goods are scarce and will continue so. As soon as the attitude of the foreign market was learned they rapidly became more so.

Underwear—There is in the underwear market of this week a noticeable improvement over last week. A large number of buyers are in the market and all are actively engaged in placing orders. Balbriggans are still the center of attraction and from all appearances a shortage will result from the general headlong rush. That prices have been advanced does not seem to be of much importance; the idea rather seems to be to get the goods regardless of price. Perhaps the "sold-up" story has hurried some of those buyers who are usually slow and induced them to get in now while there seems to be an opportunity. In spite of statements made to the contrary it is still possible to place orders for this class of goods, but of course the higher price is required. Regarding the selling up of the output in the early part of the season, the advisability is now being seriously considered by some. Time was, and not very remote either, when a manufacturer was considered very fortunate to dispose of his entire product so readily.

Carpets—The recent announcement of a stiff advance on carpets and rugs by a large manufacturer should dispel any illusions about the possibility of lower prices later in the season that may be entertained by buyers. All manufacturers have not advanced their prices, but it is believed that they will be compelled to do so before the season closes. Close students of the situation in the raw material market give it as their opinion that wools will go higher, and to cover the increased cost manufacturers will have to advance prices if they wish to operate their plants at a profit. The orders received last week were probably for a larger yardage than for any other week this season except the week immediately following the opening. The belief is general that the advance will stimulate buying, as those who have not placed orders to cover their needs will be anxious to do so before the advance becomes general.

Art Squares and Rugs—The demand for art squares is only moderate and is confined to fabrics of the best quality. Smyrna rugs are in moderate demand in the smaller sizes, while the larger sizes are comparatively quiet. The business in Brussels, Wilton, tapestry and Axminster rugs shows no signs of abating. Orders have been large for all sizes. The demand for carpet sizes is very good; in fact, much larger than last year.

Peter Pan Collars and Fritzi Chef Belts

for Ladies' and Misses' wear are two of the latest novelties of the day. We have them to retail at twenty-five cents. Ask our salesmen or write for sample dozens.

Remember

we aim to carry in stock all fancy notions considered saleable. Our prices are right. * * * *

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

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

The Manufacture of Elastic Web.

When compared with other forms of textiles the elastic webbing industry in this country is considered young, having been in existence for something less than fifty years. Naturally, the first webs were quite crude in construction. The rubber, that all important element of the fabric, was cut by hand for some years until the process of vulcanizing was perfected, and machines were devised whereby the elastic was turned out in the threads of square form such as are used to-day.

"Although elastic webs are employed for many purposes, their principal use is in two fabrics, namely, suspenders and garters. These two webs, in order that they may meet the requirements of the suspender manufacturer, must have certain individual properties of stretch. The suspender web must be capable of stretching from 12 inches out to about 16 inches, while the garter web must admit of a stretch from 12 inches out to 18 or 20 inches.

"Suspender webs are made in various widths, depending upon the requirements of the wearer, and range from $\frac{3}{4}$ of an inch to 2 inches, the narrower widths being used for youths' wear. The usual widths for men's suspenders are from $1\frac{1}{8}$ inches to $1\frac{3}{8}$ inches, the former being the most popular at the present time. Webs which measure from $1\frac{5}{8}$ inches to 2 inches wide are termed "Farmers'" suspenders. These wide webs are intended for hard usage, and are very heavy, being made of coarse material; the face yarn is either sixteen two-ply or twenties two-ply, and the back eights two-ply. The colors which seem the most popular in this grade of goods are very bright, with red, dark blue, gold or green grounds. The principal market for this grade of goods is in the West, but the demand is not as great as it was some years ago.

Double cloth weaves are generally used in the construction of suspender webs, the back and face being stitched together with binder warp threads, these latter threads also serving to divide or separate the strands of rubber. There may be anywhere from ten to forty strands of rubber in a piece of $1\frac{1}{8}$ inch web, depending upon the required texture. The size of the rubber may range from a 44 (about 21-1000 of an inch square) up to a 24, which measures 41-1000 of an inch square. Unlike other forms of textiles, which become cheaper as they grow coarser, the increase in the coarseness of the rubber makes a corresponding increase in the expensiveness of the web, and also gives greater stretch and lasting qualities.

While suspenders are retailed at all prices from 10 cents to \$10 per pair, the popular ones sell for 25 and 50 cents. The keenest competition comes in on the 25 cent brace, and as a consequence the manufacturer who has the best line of webs at from $3\frac{3}{4}$ to $4\frac{1}{2}$ cents per yard is sure of running his looms, but the margin of profit is so small that unless the costs are watched very closely he is lucky if he gets his money back.

The webbing for the 50 cent sus-

pender costs the maker from $5\frac{1}{2}$ to $7\frac{1}{2}$ cents per yard, but it gives the designer more scope in which to work, and the manufacturer considers it to be more profitable. In addition to these and more expensive lines, all large manufacturers of elastic webs have lines that range in price from 2 to 10 cents per yard, but the smaller concerns often make a specialty of certain lines or grades.

Garter webs are usually manufactured in connection with the manufacture of suspender webs, and it may be said that nearly all of the larger concerns make both. The widths of garter webs run from $\frac{1}{2}$ to $1\frac{1}{2}$ inches. The prices are much more varied, ranging from \$2 per gross of yards for cheap cotton grades to \$36 per gross of yards for the fine silk frilled varieties. By far the largest selling line in garter webbing is what is known in the trade as lisle. The great bulk of this is sold in black, although it is made in white, plain colors and in stripes. The popular widths for lisle are $\frac{3}{4}$ and $\frac{3}{8}$ of an inch.

Up to ten years ago a large part of the lisle web used in this country was imported from England, simply because we could not make and finish the article properly, but to-day we can produce a web of this character which is equal to the imported goods in every way, consequently very little is imported.

Looms for the manufacture of webs measuring $\frac{7}{8}$ of an inch wide and under contain from thirty-six to forty-eight shuttles, that is, they will weave from thirty-six to forty-eight widths at the same time. The lisle webs are usually made on five harness, with the rubber on the first shaft divided by four cotton threads which are drawn either straight twill, two up and two down, or broken twill on the four remaining shafts.

While the writer has treated with only the two largest items in the business, it is well to bear in mind that there are other forms of elastic webbing, among the most important of which are bandage and truss webs used for surgical purposes. The manufacture of goring webs for shoes was a large business some twenty years ago, but the demand is very limited at the present time, and the business has fallen off accordingly.

In conclusion, it might be well, in order to give some idea of the magnitude of the business, to state that the value of the elastic webs made annually in the United States is nearly \$10,000,000.—Frank H. Frisalle.

High Finance.

A Buffalo man stopped a newsboy in New York, saying: "See here, son. I want to find the Blank national bank. I'll give you half a dollar if you direct me to it."

With a grin the boy replied, "All right, come along." And he led the Buffalo man to a building half a block away.

The man duly paid the promised fee, remarking, "That was half a dollar easily earned, son."

"Sure!" responded the lad, "but you musn't fergit that bank directors is paid high in Noo-Yawk."

DURANGO, MEXICO

Never Too Hot
Never Too Cold

CLIMATE UNSURPASSED

Excellent opportunities for investors in mining properties, farming, grazing and timber lands, and other enterprises. For information address

H. J. Benson, Durango, Mex.

HATS At Wholesale

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

Wm. Connor

Wholesale

Ready Made Clothing

for Men, Boys and Children, established nearly 30 years. Office and salesroom 116 and G, Livingston Hotel, Grand Rapids, Mich. Office hours 8 a. m. to 5 p. m. daily. Mail and phone orders promptly attended to. Customers coming here have expenses allowed or will gladly send representative.

BLANKETS



Bed Blankets and Comforts

We make a specialty of Bed Blankets and Comforts and always carry a complete assortment Cotton, Wool (Cotton Warp), and All Wool Blankets. Knotted and stitched Comfortables in print, sateen, silkline and silk coverings. Buy now and get in on the low prices as they surely will advance.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

A Sheep 100 Feet Long

would be a blessing to those who use sheepskin linings, because its skin would cut without much waste.

Barnet Bison Cloth

is practically sheepskin by the yard and

Is Better than Sheepskin

Barnet Bison Cloth

as a lining in place of sheepskin is

A Square Deal for the Consumer

BECAUSE COATS LINED WITH IT

Cost him less.

They are honest in quality.

Bison cloth is porous, and so allows skin breathing.

It is pliable, adaptable and comfortable.

Bison Cloth

Is the best lining ever put into a coat.

It will outwear the garment.

It is more healthful than any skin or fur can possibly be.

It will keep the wearer strong and well, in addition to warm.

BE SURE your new Duck, Corduroy and Leather coats are lined with BARNET BISON CLOTH. All the leading manufacturers of these goods are using it. For particulars write to

BARNET TEXTILE COMPANY, Troy, New York

THE VACATION SEASON.

What It Should Do for the Tired Clerk.

During the next two months a great many of the toilers in stores and shops will take a much needed rest from their arduous labors. Men who have spent six days in every week for a year in a store, behind a counter or on the floor, deserve a couple of weeks' rest. In a great many cases the rest is not only deserved, but needed to keep the human machine in working order. It is often the boast of a merchant that he has not taken a holiday in five, ten or twenty years. He has managed to live through it and imagines that every one else should do the same. Such a merchant is to be pitied. He is no richer to-day than he would have been had he lived a more natural life. The Creator never intended those made in his image to be slaves of any one thing. Such a man is a slave to his business. His pleasure is to be had in sticking close to his business, while the pleasure should be derived from what he gets out of his business.

Every salesman should demand as his right at least a few days' vacation. He may have to lose his salary for the lost time, or he may have to pay someone to fill his position for him while he is away. In either case he should take his vacation. Naturally, then, the question arises, "How shall I spend my vacation so as to get the most good out of it?" Every salesman must answer this question for himself, but a few suggestions may be offered here:

The man who lives in a large city, penned up in a small department of a store, week after week, would derive much good from a few days spent in the country. Life on a farm to those who spend their lives there is usually considered rather humdrum. But take a man from a city and transplant him on a farm and there is so much that is curious, so much that is new and so much that has been only dreamed of that the change is calculated not only to add to his physical vigor, but it will enlarge his mind as well. There are so much freedom, so much expanse of landscape, so much pure ozone to breathe that he feels invigorated from the start. He may go into the harvest field even and find exercise in hard work that would have incapacitated him in a city store. He will find after a few hours of hard labor that his muscles are sore and his body tired. He will go to bed early and in the morning arise with the dawn and feel fresh and ready to "tackle" the hard work again.

Health is the road to wealth. No man, no matter upon how small a salary he is living, should neglect his health for the purpose of saving a few dollars. If such a man can not go to visit friends on a farm he can at least find board at some farm house at as little, if not less, than he pays in the city. There is no excuse for such a one being "peaked and wan." He requires a change and at any cost should get it. Besides the farm, for a change of air, there are the rivers and the lakes and the sea-

shore. In almost every section of the United States there is a chance for the vacationist to take in some one of the many water trips that are freely advertised at this writing. The fresh breezes that are wafted from the waters, filling the lungs and starting the blood in free circulation, are worth more to hemmed-in humanity than all the drugs contained in a drug store.

Change of scene, change of air, change of occupation—that is what is needed more than anything else. New scenes, new acquaintances and new thoughts are restful. They are not only restful, but invigorating. Get away, then, from the humdrum existence you are leading for a few days this summer and you will return to your task with a new life. You will tackle the cranky customer with a new zest, you will enter upon your work with a new vigor that you have hardly thought yourself capable of. Get out then and have all the wholesome fun you can for a few days and show your employer that a vacation is a good thing to take occasionally.

Speaking of fun brings to mind an incident that was termed a practical joke by the perpetrators, but which cost a poor working man a week's wages that he could ill afford to spare. A dry goods firm in a small city employed a parcel boy who was none too big to be working and who perhaps was none too bright either. His chances at home for learning the necessity of a good personal appearance had been rather slim. His father was a laborer, whose occupation necessitated a more or less soil-stained condition of his wearing apparel, which naturally had its influence on the home. However, this lad's shoes were never polished, his clothing hardly ever brushed, his cap always stained and his face and hands were like those of most boys who had to look after themselves. Some of the clerks in this store started in to "josh" the lad about his appearance and, finally, a concerted action was taken in an attempt to make him spruce up. First one and then another took him aside and carefully explained to him that if he did not want to lose his "job" he must tidy up. He was told that he ought to have a pair of patent leather shoes, a new black suit with long pants, a white shirt and a silk hat. The little fellow was, in the end, impressed with this matter and being naturally timid about losing his place carried his instructions home to his parents. Simple as they were, and knowing little of the requirements of dress in a store, they set out to fit him personally for his position. They had an ambition that was laudable that their offspring should have a more genteel calling in life than his father. A new suit was purchased, with long pants, a pair of patent leather shoes, a white shirt and standing collar were added. The silk hat proposition was compromised by the purchase of a stiff hat. Such a change in appearance in any one no one ever saw before as this little gentleman went to work that first morning after the purchases had been made. It may

be that the salesmen who had had a hand in this little joke were sorry a few days later when the parcel boy showed every evidence of a degenerate spirit. His stiff hat had met with an accident in some manner, perhaps at the hands of boys of his own age, perhaps at his own, but it was broken and shapeless. His patent leather shoes were so hidden with mud and dust that one could not tell whether they had ever shined at all or not. His collar was wilted and soiled, and his new black suit was so torn and soiled that it was hardly recognizable. Whose fault was it? The boy's, the parents' or the salesmen who had put up the "joke?"—Clothier and Furnisher.

Send us your orders for **Ground Feed**, made from strictly **Old White Oats** and best quality **Yellow Corn**. Our **Street Car Feed** and **Cracked Corn** are both thoroughly **screened** and **scoured**. We can supply you with **Choice Old Oats** in car lots or less and give you **prompt shipments**. We quote you today **WIZARD** Winter Wheat flour \$4.00 per bbl., F. O. B. Grand Rapids.

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

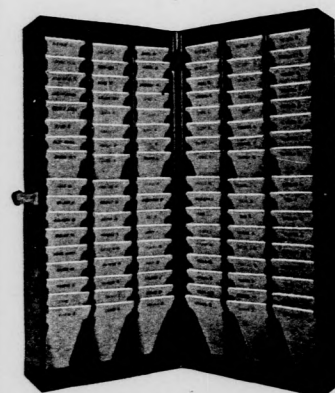
DO IT NOW

Investigate the

Kirkwood Short Credit System of Accounts

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

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



Pat. March 8, 1898, June 17, 1898, March 19, 1901.

Too Valuable to Miss

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

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

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

ARBUCKLE BROTHERS
NEW YORK

These Vouchers Are Only Redeemable
From a Retail Grocer

FAITH IN CHARMS.

The World Still Believes in the Superstition.

Friar John in "Rabelais" had a charm "good against bullets," which, however, he added, "is of no use to me, because I don't believe in it." It is faith in such a charm against bullets which works wonders with the Zulus to-day, as the daily papers assure us. The most notorious of all the brigands in Servia called upon the archimandrite. To confess, repent, and vow to lead a new life? Not at all. "You see, your holiness," he said, "I am in daily peril of death from the bullets of the gendarmerie, and I should be glad, therefore, if you will let me have a bone of King Stephen's skeleton, which, I understand, is an absolute safeguard against death by a bullet." The archimandrite was sorry, but he dared not despoil the saintly king of a fingernail, even for a bandit. Nevertheless the bandit did not go away empty. He broke into the monastery at night, wrenched open the coffin of King Stephen, and robbed the sacred skeleton of a big toe. A year later he was taken alive, and on his way to execution he confessed the theft of the toe and returned it contemptuously to the archimandrite. It was no good to him or to any one else, he said. Had he not experimented with the charm before he trusted his life to it—tied it to a lamb, which was so far from being bulletproof in consequence that he blew its brains out at the first shot! So he tossed back the discredited toe to the archimandrite, who rejoiced to be able to restore it to the skeleton of King Stephen.

We need not, however, go to Servia or Natal to find like superstitions. Only the other day in an English village a woman was supposed to have had epilepsy exorcised through the following ceremony: She went to the village church accompanied by twenty-nine married men, who left her sitting silent in the porch while they entered the building for service. After service each of the twenty-nine, as he passed out, dropped a penny in her lap, and, when the church warden had made a similar contribution, the thirty pence in copper were changed by him into a silver half crown, out of which he had a ring forged, to be worn by the epileptic as an infallible charm against her disorder. If, however, the woman uttered a single word from the moment she left her house till her return, the charm must fail.

I know a woman, a distant connection of my own, whose hands were so infested and disfigured with warts that she tried many doctors and many cures, even including excision, without permanent effect. An Indian native—she was living then in India—undertook to charm the warts away within a month. Taking my friend into a dark room, she pronounced there a long incantation, and at its close assured the patient that the warts would disappear forever within the specified time—as they did! I remember a boy at school whose warts—and he had many—were supposed to have disappeared through

having the fat of stolen bacon rubbed on them. Disappear they certainly did.

In a letter dated March 1, 1744, Mrs. Delaney gives these two "infallible recipes for ague": "First, pounded ginger made into a paste with brandy, spread on sheep's leather, and a plaster of it laid over the stomach. Second, a spider put into a goose quill, well sealed and secured, and hung about the child's neck. Either of these, I am assured, will give ease. Probatum est." Lady Llanover comments thus upon this latter recipe: "Although the prescription of the spider in the quill will probably only create amusement from its apparent absurdity, considered merely as an old charm, yet there is no doubt of the medicinal virtues of spiders and their webs, which have been known long to the Celtic inhabitants of Great Britain and Ireland."

A yet more popular country cure for ague is such a sudden shock as sets the patient shaking with terror. An old woman of 80, who had suffered cruelly in her youth from ague, assured my authority for this homeopathic remedy that her husband had cured her in her youth permanently of ague by announcing to her one morning the sudden death of their fat pig. When she had recovered from the stupefying effect of the news, she hurried out to the sty to find the pig alive and well; but the shock had done the work her husband meant it to do, since it shook off the ague for good.

Honest Izaak Walton can not be trusted even when he is on his own ground. He assures you that "eels may be bred, as some worms and some kinds of bees and wasps are, either of dew or out of the corruption of the earth, as barnacles and young goslings are bred by the sun's

heat and the rotten planks of an old ship and hatched of trees." Possibly this idea of the growth of geese on trees originated in some carnal brain that craved relief from the fasts of the church. In the "Polychronicon" it is contended, on one side, by the monkish chronicler that, as "Fowles lyke to wyld ghees growen wonderly upon trees, men of religyon might ete barnacles on fastynge dayes, because they ben not engendered of flesshe." On the other hand, however, he argued that "yf a man had eten of Adam's legge, he had eten flesshe; and yet Adam was not engendered of fader and moder, but that flesshe came wonderly of the erthe, and so this flesshe came wonderly of the tree."

It is not so true to-day as it was in the day of that famous physician who prescribed an infusion of spiders' webs as an infallible remedy for ague, that "doctors are men who pour drugs of which they know little into bodies of which they know less"; but we wish the faculty was not always advertising infallible specifics for the cure of cancer or consumption without assuring itself absolutely of their infallibility. If the new "opsonic" method so loudly trumpeted to the world should prove as fallacious as its predecessors, how many deaths will it hasten through a reaction of despair? It is surprising how even in those unenlightened old days the lives of consumptives were prolonged through care and diet. Two of the most famous of physicians, Sir Edward Wilmot and Sir Hans Sloane, though consumptives, lived each to the age of 93. Sir Edward Wilmot was so far gone in consumption in his youth that Dr. Ratcliffe gave his friends no hope whatever of his recovery; yet he lived to that extreme age. Sir Hans Sloane, whose collec-

tions formed the nucleus of the British museum, and whose other benefactions to the nation and to science were numberless and munificent, lay for three years in his boyhood between life and death. His spitting of blood during those years was so serious that he was forbidden all work and nearly all exercise. He husbanded his life out, nevertheless, to the length of 93 years, chiefly through abstemiousness and total abstinence. Sir Hans was noted for his hospitality, but he was so hospitably careful of the health of his guests that he never would allow three things to be served at his table—salmon, burgundy and champagne.

C. P. O'Connor.

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

Walter Baker & Co's
Chocolate
& Cocoa



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

46 Highest Awards in Europe and America.

Walter Baker & Co. Ltd.
Established 1780, DORCHESTER, MASS.

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

HAND SAPOLIO

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

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



Difference Between Fault Finding and Rebuke.

King Solomon in his wisdom, which is reckoned as that of the ages, has told us that there is a time for everything under the sun. Undoubtedly there are seasons when plain speaking between associates in any relation of life becomes a necessity, when reproof must be administered, when scolding rises to the dignity of an imperative duty. The secret, as in most other things, lies in the knowledge of the when and how to do it.

It is inopportune, to say the least, to take a man to task for his shortcomings, real or fancied, when he is in haste to catch a train, to find fault with a woman who is nervous, worried and has her head full of other things. Admonition under such circumstances is by far more likely to do harm than good.

In spite of the popular idea fostered by its misuse, scolding properly is a gentle art, and should be practiced as such, especially among the members of one's own household, whether child or servant, husband or wife. There is a great and radical difference between fretful fault finding and dignified rebuke.

In the first place it behooves the complainant absolutely to be sure that the reproof is well deserved; to make certain before uncorking the vials of one's wrath; otherwise it is possible that the scathing flood may descend upon the wrong head. Also, it is well to inform one's self as to whether the offense was willful and premeditated or committed thoughtlessly, perhaps unintentionally. Secondly, which is to the full as important, seldom is it wise to speak in anger, the rare exception being when the rupture is meant to be final, when the offense is outside the pale of forgiveness. Even then it is well to wait awhile and think it over. Haste is seldom good speed. People who are angry usually lose their temper, unless the anger is of the white hot kind in which its intensity compels calmness. And when one loses one's temper one always is at a disadvantage. The more calm and dignified the injured one is the more impressive and effectual the reproof.

It is a fatal mistake to suffer scolding, however well merited, to degenerate into nagging. To do so is to forfeit all claim to respect from the delinquent, who is more than likely to assume the position of critic, a scornful critic, at that. All reproof should be gauged by the offense which occasions it, but however serious such offense may be the reproof should be brief. Sharp it may needs be, but the less said the better; many words are apt to dull its point. Moreover, it should clearly be hopeful; the attitude of "you are as bad as you can be, and I do not expect any good of you," is not calculated to effect reformation upon the

part of the offender, who is offered no incentive to do better.

"To err is human, to forgive divine." The Master bade his disciples forgive unto seventy times seven, and also they were commanded to love the sinner, while hating the sin. And when a sin is condoned, still more forgiven, there should be no more said of it. Even although it be such as it is impossible to forget, it may at least be buried out of sight and remembered in silence.

The woman who nags her husband for any offense, be it even a crime, is in fault. A wife may owe it to herself and to others to manifest severe disapproval; to protest; to rebel upon principle; but she never is obliged to nag. The less fault one finds and the less one says about it the more effectual, in most cases, is the reproof. In any case the "punishment should fit the crime." Many wives have ruined the temper of naturally well disposed husbands by seizing upon some fault, perhaps a trivial one, and harping upon it continually—in season and out of season. Ceaseless contention, fretfulness, capriciousness, will wear the strongest love to a frazzle.

Where a home is made unhappy by a great fault on the part of the husband; if there be any good in him, as there is in most men—if he is worthy of loving and saving—he more effectively is influenced by tenderness than by denunciation or scathing scorn. There are many men to-day in the wrong path who possess good qualities, who might be saved by gentle effort from the error of their ways, but who now are spurred on their downward course by the unrelenting anger of a nagging wife. Many who have been saved from evil ways bear witness to the efficacy of the gentle sympathy, the loving forbearance of a true helpmeet.

When complaint is made by either husband or wife of the other, good taste, as well as discretion, demands that it should be in secret session, with closed doors. Whatever the offense there should never be recrimination in public between man and wife, nor the utterance of taunts in the presence of a third person as to the cowardice, meanness or expediency of the motives which may have influenced either one to any course of conduct.

In marriage, especially, it is incumbent upon one to be patient, not only with principles to which one objects but also with foibles and peculiarities and failings. He was a wise man who said that marriage, like the government of a country, must, to be successful, be a constant succession of compromises.

St. Paul says that the strong should bear the infirmities of the weak. One should bear with them as well; it may not be easy, but it is necessary. There are many occasions in the every day intercourse of those who are nearest and dearest to each other when it is better to keep silence than to speak, when "speech is silver, but silence is golden." There be few who have ever regretted the failure to say a sharp thing, while the number of those who deeply repent a caustic utterance is le-

Always Something New

When our customers want something fine they place their order with us. The best line of chocolates in the state.

Walker, Richards & Thayer
Muskegon, Mich.



An Auto? No!

Peanut and Popcorn Seller.
Catalog show'em \$8.50 to \$350.00. On easy terms.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

ALABASTINE

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

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

ALABASTINE COMPANY
Grand Rapids, Mich. New York City

Merchants, Attention!

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

Would you like to reduce your stock quickly?

Would you like a Special Sale of any kind?

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

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

AUTOMOBILES

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

Michigan Automobile Co.
Grand Rapids, Mich.

Make Me Prove It

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

E. B. Longwell
53 River St. Chicago

When You Want Anything In Our Line

"Write Us"

Your Order Will Have Prompt Attention

Straub Bros. & Amiotte

Candy Makers

Traverse City, Mich.



This is a photograph of one of the jars in our

Scientific Candy Assortment

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.

PUTNAM FACTORY, Mfrs.
Grand Rapids, Mich.

gion. The habit of speaking one's mind upon any and all occasions, careless whom the bitter word may wound, is one which savors far more of self-esteem and selfishness than of the honesty upon which one prides one's self. Also it nearly is as bad a quality, certainly a less agreeable one, than the arrant hypocrisy which it contemns. When there is nothing pleasant to be said it usually is well to keep silent, when one can. A wise and discreet wife, if she happens to have her doubts, keeps them to herself as long as it is possible to do so, and is far from the brutal frankness which speaks its mind when doing so can do no good and perhaps may be productive of harm.

Dorothy Dix.

To What Extent a Wife Is a Handicap.

"Another good worker ruined," is the comment of the heads of some firms when told that a valued worker is about to enter the holy bonds.

"The trouble begins," says the manager of a big firm employing many workers, "when the man becomes engaged. Formerly he didn't mind an extra half hour or so at his desk; but the modern frivolous, thoughtless girl expects so many evenings out at popular amusements that her finance throws down his work the moment the clock strikes out the limit of business hours.

"His mind is full of some party at which he has promised to be punctual. An engaged or married man tries to serve two masters, one masculine and the other feminine, and usually he fails because he puts the feminine tyrant first."

This is all somewhat new. In story books the very moment the hero is accepted by the beautiful heroine he sets to work to prove himself worthy of her. He is fired by ambition to carve out a golden fortune and lay it at the beloved one's feet. And this is as it should be.

If a man becomes less self-reliant, weaker willed or more effeminate as the result of an engagement or marriage, the woman in the case must be very much to blame.

She has no right to lower his ideas of industry and duty. Neither should she lead him into temptation to neglect his work for the sake of little social fripperies, dances and evening parties.

These things are the trimmings of life, not the substances. And no man whose mind is filled with such trifles can settle down to the hard, steady grind of modern business life.

A wife who "mollycoddles" and cossets any man, and teaches him to put his ease and little personal comforts before his ambition and work, is weakening his character.

A husband who sets out to business every morning with his mind occupied by little home worries and cares can not concentrate his attention on the work of the day. Wives who telephone continually to their husbands in the city, telling them "not to forget to bring home that fish," or that they "must go to the library and change that book," are spoiling their husbands' chances of success. A man who wants to get

on in the world must forget, from the moment he enters his office until the time he leaves it, that he has a wife and a home.

For the demands of twentieth century business life are stern and real. If his wife's trivial headaches and petty little domestic grievances obtrude themselves into his brain during business hours, a man is unfitted to cope with the work on hand.

A wife is a serious business handicap to a man if she insists on going to the office, makes her husband take her out to lunch, see her off at the station or forces him to share in the hundred and one little domestic distractions so many women insist on burdening their better halves with.

A man's office hours should be sacred property. Nobody has a right to invade, disturb or distract him when he is at work, save for a really grave and serious reason.

And no financee or wife has any excuse for uttering a word of complaint if a man's business necessitates his remaining late at the office. It is pleasant to have an early dinner, a cozy evening by the fireside or a hand at bridge with a few friends and a cheery little supper to follow. But a man can not make his living by these charming evening recreations; and overtime and late nights at business are "all in the day's work," to be accepted cheerfully and in the right spirit by the sweetheart or wife of the bread winner.

It is not right of her to "mollycoddle" a man by teaching him that he is a martyr or a "slave" to cruel employers, when he is merely doing his duty by working extra hard when pressure of business demands.

A wife who makes her husband soft and self-indulgent is weakening his will and reducing his worth and value in the business or profession he follows.

She ought to be proud of his ambition, zeal and industry instead of trying to persuade him to shirk work and responsibility. Many men have too much backbone and strength of character to be beguiled by domestic Delilahs anxious through mistaken devotion to turn manliness into "mollycoddling."

The love and tender consideration of a woman should make a man stronger and more steadfast in his devotion to duty.

It is "mollycoddling" and tempting a man to comfortable self-indulgence—not love—which makes a man regard work as a thing to be hated and put his personal ease before the serious business of life.

Woman's Economies.

A great majority of women have the instinct of economy very highly developed, although not always in the right direction. Some of the economies of well-to-do women are very funny. Take twine, for instance. In the minds of many opulent housewives it is a sign of wicked waste to cut the string of a parcel and they will carefully and laboriously untie every knot of a package, however intricate, and then, at the cost of much time and patience, they will do it up in neat little rolls, which are carefully put away, as if they

were valuable possessions. Every time that string is needed in the household they produce one of these precious rolls from their hoard, with a glow of satisfaction over their thrift. Now, a large ball of twine costs about 6 cents, and contains enough for a year at least, and yet not one housekeeper in a hundred, it is safe to say, will ever buy a ball of twine.

Rubber bands, too, are felt to be invaluable and are put by religiously, for the idea of buying a comfortable box of assorted bands ready for use would never be thought of, although the cost would be infinitesimal. Yet these very women will squander hundreds of dollars in useless fineries and overlook wastes in their kitchens that would, if stopped, reduce their butcher's and grocer's books considerably. Such is the inconsistency.

Why Tommy Was a Model Boy.

"Tommy is such a good boy," said Mrs. Taddells to the minister, as she served the pastry. "You know, Dd. Choker, that pie isn't good for little boys."

"That is very true, Mrs. Taddells," the minister assented, as he put a mouthful of the custard pie where it would do the most good—or harm—"that is very true, Mrs. Taddells. When I was a boy I was not allowed to eat pastry, and all mothers must watch their children's diet very carefully."

"But I am not at all harsh with Tommy, you will understand, Doctor," Mrs. Taddells went on. "When-

ever I have something for dessert which Tommy can not eat—pie, for example—I give him 5 cents to pay for his deprivation. And Tommy takes it so cheerfully, Doctor. He never objects in the least. Tommy is such a dear boy, Dr. Choker."

"I am very glad to hear it, Mrs. Taddells. No, thank you, I could not think of eating more than one piece of pie, excellent as it is. But I am truly glad to hear of Tommy's manliness and cheerfulness when deprived of pie, for most children act in a very disagreeable manner when they can't have what their elders have at table, and when they are prevented from indulging in something they like. I suppose, Tommy," the clergyman went on, "you like pie?"

"Yes, sir."

"What makes you take the 5 cents so cheerfully to go without?"

"Oh, with the nickel I can get a whole pie at the grocery around the corner."

Revenge Is Sweet.

"I'd like that tooth, please," said the small boy, after the dentist had extracted the small torment.

"Certainly, my little man. But why do you want it?" asked the dentist.

"Well, sir," responded the gratified boy, "I'm going to take it home, and I'm going to stuff it full of sugar. Then I'm going to put it on a plate and (with a triumphant grin) watch it ache."

The Wise Do First What Others Do Last

Don't Be Last

Handle a Line of

BOUR'S COFFEES

The Admitted and Undisputed

Quality Coffees

They Are Trade Builders

Why?

Because the J. M. Bour Co.
offers the Greatest Coffee Value for the Money
of Any Concern in America

Unquestionably the Best

Branch Houses
in all
Principal Cities

The J. M. Bour Co.
Toledo, Ohio

IDEALISTS AND DREAMERS.

Why So Few Inventors Make Much Money.

The inventor is a genius. Sometimes he is a genius and nothing else, and seems to have but one distinctive characteristic, that of originality—that is, the ability to create; and often he does not possess even practicability, which is necessary to a profitable career.

All the education, all the training, and all the inclination in the world will not make an inventor out of one who does not possess natural inventive ability. A crude ability by itself is likely to accomplish but little as compared with what would be possible with this natural capacity developed by an appropriate training.

The inventor is a close observer, and his faculties always are alert. He has a lively imagination. Sometimes he is an idealist and a dreamer, like the artist and the poet, his work being the exercise of his imagination.

The financial value of an invention depends upon its usefulness and upon whether or not it is new or different from any other, and upon what it is worth in a purely commercial way. Will it make money or save time and money? If it will do neither, from a paying point of view, it does not make any difference how good it is or how marvelous must have been the genius who conceived it. The great law of commercialism, a law often working without reason, must decide upon the value of the invention, and its decision is final, being subject to no appeal.

For financial profit a combination of invention and business promotion is necessary. It is not an unusual thing for the inventor to be paid a small sum and then to be frozen out altogether, partly because it is easy to cheat the inventor, who may be practically defenseless.

Most inventors are cranks and many of them are obstreperous. Because they have invented something, they seem possessed with the idea that the development of their invention is impossible without their constant aid and attention.

While good inventions always are in demand, the inventive field is filled even to overcrowding. The shelves in the patent office contain thousands upon thousands of models of the value of junk, and yet many of them represent new ideas and years of painstaking work and brain labor.

Prof. Elihu Thomson, inventor and electrician, of Swampscott, Mass., says:

"I consider that invention may in most cases be regarded as creative engineering.

"It unquestionably is true that the same factors which lead to success in other lines of effort will help a young man having inventive ability. These are a clear head, good common sense, scientific knowledge, method, and persistency in overcoming obstacles. Good morals, honesty, and integrity are, of course, assumed to be qualities not lacking in the aspirant. The absence of these qualities above enumerated, or the possession of their de-

cided opposites, is conducive to failure in this field, as in other walks of life. I desire not to be understood as assuming that success or failure is to be taken in any limited sense. Too often they are written in dollars and cents. But does not that man succeed in the highest sense who has been able to enjoy his work, to use his talents, and thereby contribute to the progress of the world? A degree of financial success is desirable, but it is a deplorable condition when it is the only ideal.

"It is within my knowledge that many of our scientific men, investigators and discoverers, exercise great ingenuity and powers of invention in arranging means and methods for the ascertainment of truth. No patents, no direct financial return need result, yet success is theirs.

"I know little about the 'profession of inventing.' I can not recall among my friends a sufficient number of such men. I know many men who have made invention a part of their work in various departments of engineering. Broadly considered, I hardly think that any rules can be laid down as to how, when, or what to invent. Invention covers such a wide range. When one invents, he pictures to himself, as a sort of mental image, a new thing or a new combination of old things, serving, perhaps, a useful purpose. This conception, if it be clear and definite, may be worked out into practical forms by its originator or imparted by him to others whose duty it is to complete the work. There is nothing mysterious about the whole matter. The inventor is one who recognizes defects in existing means, who looks ahead, who doubts that present conditions are ultimate or best. Authorities are doubted until their conclusions have been tested by experience. With the inventive mind, obstacles to progress, instead of controlling the situation, often only stimulate to greater effort to pass them.

"It is with inventors as with artists—there are all grades of ability. The obtaining of a patent is popularly supposed to be indicative of inventive talent. This is a mistake. Neither does the possession of a patent for an invention otherwise good necessarily make value. The invention may infringe other existing claims, it may be old or antiquated, it may be ahead of its time, the patent may not claim the real essentials of the invention, and finally the courts may not agree with those versed in the arts as to there being any invention at all or its having merit. Even with the best inventions accidents happen and opinions differ. The inventor, therefore, needs to cultivate a judicial temper of mind enabling him to look at all sides of a subject. Sometimes his enthusiasm, excusable as it may be, dims his vision in certain directions. I should say, from what experience I have had, that if any young man thinks of making a profession of inventing he has launched his boat upon a stormy sea with many rocks and shoals, and extra chances of shipwreck."

Mr. John M. Wakeman, president

and general manager of the Electrical World and Engineer of New York, says:

"The professional inventor, that is to say, the man who makes his living out of his inventions without any regular line of work or steady employment, has to be exceptional. He has to take up a field in which there are gaps and fill in those gaps with some useful invention. The probabilities are that there are scores of men in that same field, thoroughly familiar with it, who have been working upon just those same gaps for years, and he has to be a clever man, indeed, who can step into such a field and fill the gaps. He may waste his whole lifetime attempting to do so and never be heard of and never make enough to keep the wolf from the door.

"It seems to me that it would be poor policy to advise a young man to earn his living in so precarious a fashion. It would be better for him to go to work along some line in which he shows an aptitude, and his inventive genius (if he has any) will crop out because of the fact that he will see where the chances of improvement lie in his particular work, and thus there will be suggested to him the ideas which his inventive genius will be able to put into some practical form.

"One of the besetting sins of amateur inventors is that they invent apparatus or machinery to perform a given service in a most complicated manner, in spite of the fact that there already are on the market ma-

A "Square Deal" In Life Insurance Protection at Actual Cost

The Bankers Life Association Of Des Moines, Iowa

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

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

Get the Right One

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

ZEST

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

Order a supply from your jobber today.

The American Cereal Company

Address—Chicago, U. S. A.

A TRADE LEADER



Burnham & Morrill Company's reputation needs no comment. Quality is always first considered.

PARIS SUGAR CORN

is their pride production, and among "corn" it stands head and shoulders high. You SURELY KNOW IT.

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

BURNHAM & MORRILL CO., Portland, Maine

chines for performing the same work in a more simple and less expensive manner.

"Inventors are born, not made, and while, of course, it is well both for the individual and the world at large that inventive genius should be cultivated, it would be a serious mistake to advise a whole lot of well meaning but absolutely inefficient young men to try and develop into inventors."

Nathaniel C. Fowler, Jr.

America a Nation of Great Enterprises.

Despite the cosmopolitan spirit which more and more invades modern society, every nation nevertheless continues, if not to confine itself absolutely, certainly to specialize in a particular domain of human activity. If Germany by preference places its grand men in the domain of thought, France in that of art in its diverse phases, America places hers in business; it more and more seems destined to remain the nation of great industrial and commercial enterprises.

We are too apt to judge nations like men, according to what they have not, instead of appreciating them for what they have. More than this, often it suffices that a thing be not conceived by our neighbors as by ourselves in order to infer that it does not exist. When we take the correct viewpoint we always see something to love and admire. And it is, moreover, necessary that a foreigner after having seized upon the characteristic note of a people know how to relate it with everything else. He will then observe that all the needs and all the aspirations of man end everywhere by being satisfied. Let us take a classic example. Art is by no means absent from commercial America, only its manifestations must be sought elsewhere than in France. To demand French art in America is as ridiculous as if one required a Laplander to dress like an inhabitant of the tropics, or, reciprocally, a denizen of the equator to don white furs for the chase. Superficialities of this sort unquestionably are committed constantly; the German philosophers reproach the Americans for not being metaphysicians, and, vice versa, the American psychologists wax hot over the German speculations; the French artist despises the utilitarianism of the American, while the latter shrugs his shoulders on viewing the sculptures of Notre Dame, whose "practical utility" escapes him.

But let us try for once to elude the prejudices reposing in evident misunderstandings, and let us resolutely ask ourselves, for example, if a cultivated and philosophic mind could not perceive art even in the gigantic skyscrapers. Some weeks ago the author of this article had the honor of meeting in Paris one of the finest and most delicate connoisseurs of artistic beauty of Europe, well known by everybody far beyond the limits of his French native land. We were not at all astonished that he testified to experiencing a sensation of the imposing in the architecture of New York. And we remember that some months before in an article the young baron of Montesquieu, that aristocratic

arbitrator of elegance in the old continent, compared the effect of the skyscrapers on the man of the nineteenth century to that of the city of a hundred towers described in a famous bit from the legend of the centuries on the cavalier of the Middle Ages. As for us, we know no view more fairylike than, on a beautiful night of January, clear and cold, at the hour of dusk, that presented by these giant constructions, rising straight toward the sky with thousands upon thousands of windows brilliantly illumined.

Only we forget, on pain of being deprived of this esthetic impression, that the theories of other days prescribed that the good and the beautiful are absolute sensations, independent of all relations with the realities of the world. The spectacle, indeed, it seems to us, must produce upon a contemporary the same effect that the celestial vault with the millions of stars produced on our ancestors, an effect described in the celebrated pages of Kant. As the sky with innumerable constellations inspires in us the idea of the dependence of our world on an infinite supernatural power, so the thousands of eyes of the skyscrapers move us in revealing the world as it is governed by human intelligence. And if in truth the power of nature and of the superterrestrial force incomparably is grander than that of intelligence, this idea is well counterbalanced by the sentiment of pride experienced in the thought that this intellect is ours, and this imposing spectacle the result of the creative faculties of the race to which we belong. Albert Schinz.

Food Fallacies That Many Believe True.

A doctor was pointing out medical fallacies—the wrong ideas about things medical that many people hold.

"One fallacy," said he, "is that beef tea is nourishing. It is nothing but water in which certain pleasant and exhilarating meat salts are dissolved. You would starve to death on beef tea, the same as you would on whisky or on coffee."

"Another fallacy is that alcohol—whisky—warms the body. Alcohol lowers the temperature. It chills instead of warming. Hence it is of no use whatever as a guard against cold."

"A third fallacy is that one egg contains as much nourishment as a pound of meat. Sick people without appetite think complacently that if they take an egg or two a day they are doing well. As a matter of fact they are doing anything but well. They must remember, if they are substituting eggs for meat, that eight eggs, not one, are required to equal one pound of meat."

"Then there's the liver fallacy. Many, as soon as their stomachs get out of order, begin to treat the liver. But the liver is a dangerous thing to treat unless one understands it, for there are over ninety distinct liver troubles, and what is good for one of them may be bad for all the rest."

To be genuine is a long step towards being godly.



"The Elephant's Head!"

Tetley's Teas

Are Known the World Over

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



Russian de Luxe
Gold Label
Sunflower
Green Label
Yellow Label
Qualities

Always put up in Air-Tight Packages

Refreshing! Fragrant! Exhilarating!

Delicious Either Hot or Iced

Sole distributors
for Western Michigan

JUDSON GROCER CO., Grand Rapids, Mich.



Why Continue to Drift

and take chances in the purchase
of COFFEE?

Why not TIE UP up to a RE-
LIABLE HOUSE?

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

W. F. McLaughlin & Co.

Rio De Janeiro

Chicago

Santos

*Who else can do this?

THE FARM HOME.

Some of the Accompaniments of Country Life.

Comparisons are often instituted between city and country homes and the advantages and disadvantages of each brought out in the discussion of which situation has in it the larger promise of happiness. In the details of such comparisons, the country home apparently is under a serious handicap in connection with a water-supply, sewage disposal, the expense in care or sacrifice in loss of ground and the serious problem of help in and out-of-doors. These difficulties I wish to class as apparent, because they can in large measures be overcome. There are various ways in which the water-supply can, at a reasonable expense, be made as adequate as that which is furnished through a city system. There are very few situations in which some method may not be introduced that shall make a supply of wholesome water an economical accompaniment of the farmhouse. The windmill, the engine run by the stored energy of kerosene or gasoline, or propelled by electric power, which may be developed on the farm, the hydraulic ram, are perfectly practical methods of placing water where it can be utilized, provided there is a proper source of supply. This source may be a spring, a lake or river or creek, or wells, and it is perfectly within the reach of the average farmer to secure this water under sufficient pressure to supply every need of the house and barns and lawns. The method best adapted to any one set of conditions must be worked out as any other farm problem, and is no more difficult than to bring about ultimate decisions with reference to the proper crops to grow upon varied soils. The most serious difficulty everywhere to be found in connection with the farmhouse is the sewage problem. As a result of the latest experiments in connection with the use of the septic tanks, it is possible, at a very light expense, to have a perfectly sanitary system of sewerage for almost any farm home, one that has every advantage of the city system, and an added one that in the disposal of the sewage no danger can result from contamination.

The expense in the care of things about the farm home is a difficulty largely of the mind. The most attractive handling of the farm home must not be an adoption of the plans and system used in connection with a city household. If the method adopted is one that applies to the conditions of the farm as perfect results can be secured with a small fraction of the expense which is placed upon the management of the city home. The objection to doing very much in the way of embellishment as an accompaniment of the farm home is that it will be at a distinct sacrifice of capital, which means a loss of ground; this is only apparent. The farmer says to the merchant, "You make your money in a commercial establishment. You can spend it lavishly on your home, because the home is not a part of your

business. My home is an intrinsic part of my invested capital, and I can not afford to limit the power of production by a loss of a considerable area of the commercial part of my undertaking." This is a misconception on the part of the farmer, as it is perfectly possible to secure the delightful embellishment of the premises through the utilization of the material that shall directly contribute to the income of the farm.

The help problem is a serious difficulty, but its solution must come through the adoption of methods and the application of machinery and its employment, which will reduce the difficulties to their lowest terms. In these days of invention, a great deal can be accomplished with eyes opened to see the latest things that will reduce the volume of manual labor.

In the location of buildings for a farm home, there are two leading thoughts which must be kept in view. One is the continuous convenience to be subserved, and the other is the artistic phase of the arrangement. The working out of suggestions necessary to a varied set of conditions, as affecting this problem of the farm home, presents an interesting and attractive and promising field for landscape genius.

The interior of the farm home has almost everything to do with the satisfactions of country life. In this the contrast between the average rural home and the city house is so strong in evidence that many people consider the limitations in the country as a barrier to enjoyable living. Among those attributes which might be mentioned, and which, it seems to me, can be economically adopted in the development of the farmhouse, are water conveniences, covering hard and soft water under pressure, so that they are in evidence where most needed; bathrooms and water-closets well equipped and conveniently located; a laundry as well arranged and equipped as a kitchen; heating arrangements that are thought out as carefully as the arrangement for the care and feeding of stock; lighting facilities which are as well adapted to the needs of the house as the mechanical arrangement for the handling of farm crops in the barn; a system of ventilation which is mindful of a most important attribute of life as connected with the satisfaction of a country home that is, the factor, health; a system of refrigeration which shall take the place of hanging things in the well and placing them in a basement that is a Sabbath day's journey from the kitchen.

The arrangement of trees and shrubbery close about the house so as to make more attractive pictures from the windows than can be possibly placed upon the interior walls, and the planning of a screened porch which will give to the family the keenest enjoyment, because of its location and its arrangement, that can be found in a summer cottage, are possibilities not often realized but perfectly compatible with the economies of the farm.

In planning the farmhouse, considerable attention must be paid to the exterior and its relationship to the

More Butter Sales!

More Profit on Each Sale!

That's what the Kuttowait System

will do for you.

First: Because it cuts tub butter into neat prints that please customers and create more and better trade.

Second: Because it saves all loss from overweight and dribblets. You can get as many perfect prints out of a tub as you want.

Read what this prominent grocer says

After 40 Years' Experience

Haverstraw, N. Y.

June 2, 1906.

Enclosed find my check which I cheerfully remit to you for the best fixture I ever invested in, after 40 years in the grocery business. Money could not buy this cutter from me if I could not get another. It is a money saver.

Yours respectfully,
HENRY HAHN."

Write for Full Details
Kuttowait Butter Cutter Company

68-70 North Jefferson Street
Chicago

You Can Make Gas

100 Candle Power Strong at

15c a Month

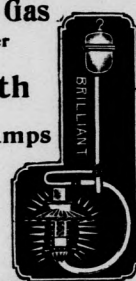
by using our

Brilliant Gas Lamps

We guarantee every lamp

Write for M. T. Catalog. It tells all about them and our gasoline system.

Brilliant Gas Lamp Co.
42 State St., Chicago



CHILD, HULSWIT & CO.

BANKERS

GAS SECURITIES

DEALERS IN THE
BONDS AND STOCKS
— OF —

Mattoon Gas Light Co.

Laporte Gas Light Co.

Cadillac Gas Light Co.

Cheboygan Gas Light Co.

Fort Dodge Light Co.

Information and Prices on Application.

CITIZENS, 1999. BELL, 424.
MICHIGAN TRUST BLDG.

BONDS For Investment

Heald-Stevens Co.

HENRY T. HEALD CLAUDE HAMILTON
President Vice-President

FORRIS D. STEVENS
Secy. & Treas.

Directors:

CLAUDE HAMILTON HENRY T. HEALD
CLAY H. HOLLISTER CHARLES F. ROOD
FORRIS D. STEVENS DUDLEY E. WATERS
GEORGE T. KENDAL JOHN T. BYRNE

We Invite Correspondence

OFFICES:

101 MICHIGAN TRUST BLDG.
GRAND RAPIDS, MICHIGAN

Fast, Comfortable and Convenient

Service between Grand Rapids, Detroit, Niagara Falls, Buffalo, New York, Boston and the East, via the

Michigan Central

"The Niagara Falls Route"

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

E. W. Covert. O. W. Ruggles,
City Pass. Agt. Gen. Pass. and Ticket Agt.
Grand Rapids. Chicago

in-dwellers, and this has in view protective screens that shall temper the wind and hide from view objects that are necessary but unpleasant; the securing of very complete views from some position in the house of nearly every part of the farm, having in mind not only the satisfaction which comes from contemplating beautiful pictures, but the convenience to the farmer, who may be an invalid or confined to the house for some reason, and still must manage the farm.

The use of fruit-growing trees and shrubs and vines that shall have the artistic effect which is produced in city places by strictly ornamental plants and shrubs and trees, and which shall have the added value of utility in the harvest of fruit, is an exceedingly interesting practical problem to work out. The addition of a nut grove that shall bring joy to both young and old in its harvest; the arrangement of areas of forest trees which shall not only provide fuel and enable the farmer to snap his fingers at the coal barons, but which will operate as protective screens for other crops and add to the immediate landscape features, are interesting features to be thought out and practically developed. The technical laws of landscape art that can be brought to bear upon the near premises attached to the farm home bring into play the practical application of the artistic aspirations of the home lover. The employment of the native plants of the grove and forest and their adaption to uses upon the lawn bring into play not only ability of the artist but the acquirements of the botanist, and the home study of a problem like this gives zest and delight to country life.

When one considers the limitations of the average farm home in connection with the vegetable garden as a complement of the kitchen, there opens a field of suggestions, a development at once attractive and valuable because it touches so strongly upon that most serious problem in connection with life, on the relation of nutrition to character.

The flower-garden for use, which shall furnish, during a large part of the year, cut-flowers for all sorts of occasions, and the freedom of gathering, which can hardly be expected from shrubs and plants too much in evidence as a part of the lawn display, is a subject worthy of most careful thought, as adding to the gratifications of life in the farm home.

All these things are sometimes swept away by the average country liver as so entirely disconnected with the main object of the farm—the getting of a living—that progress in education seems discouraging; but it requires very little argument and a few simple illustrations to convince any farmer and his family that the things which really add most to their lives can not be valued in dollars and cent, and that it is as important to conserve and utilize these accompaniments of country life as the ones that fill the corn-crib or the wheat-bin or the dairy-house or the horse-stable. It is worth the while to call the attention of country people to the possibilities along the lines of the above

suggestions, having in mind the amplifying of life on the country side and the bringing about of a larger dissemination of the sweetest happiness that can come to mankind in this world.

Chas. W. Garfield.

Direct Advertising for the Wholesaler.

The secret of success in the wholesale business is keeping in touch with the buyer.

There are a great many methods of direct advertising, some good and some bad. One good and cheap method which has been used, bringing excellent results, is to furnish customers with electrotypes and bright catchy ads which they can use in their local papers. Booklets and other advertising matter with their name on them will keep building up their business, which of course is building up the wholesaler's at the same time.

A traveling salesman can not sell goods to the full limit unless he has perfect confidence in his line and this confidence is impossible if the goods are not advertised. Some salesmen take a lot of interest in helping this along by showing the customer the advantages in advertising and giving them suggestions such as how to dress their windows, arranging their stock, etc., and in this way make a good friend of the customer for the house as well as themselves.

Direct advertising alone is not sufficient to make any business a success. You have to get after the dealer too. Have a mailing list gotten up of every dealer in the territory. Have a card made for each name on the list and filed alphabetically. The customer's cards should be marked "customer" and the rest marked "correspondence." To all on the "correspondence" list mail a facsimile letter and make a notation of it on the cards. If after ten days no reply has been received mail another and keep on sending letters, catalogues, booklets, etc., till his trade is won. If he writes to stop sending him your literature as he doesn't want the goods, write him a letter showing him where he is wrong and keep after him. These prospects often make the best kind of customers.

In this follow-up work much care should be taken not to over-do it. Don't send such a lot of literature that you bore your prospect. Make your letters brief. You will find it a very good plan to keep a lot of each facsimile letter on hand and have a number for each one, then when you make your notation on the card you only have to put down the date and the number.

The date of every order received should be marked on the customer's card. These dates can be gotten from the order register. You can look through the cards and know just how long it has been since you received the last order. If it has been a month or more since you have heard from them, write a letter soliciting more business. If after doing this you see no results, don't blame the system. It has proven a success with the largest firms in the country and the trouble lies with you. —White's Sayings.

The Shy Man.

There are many men, perhaps the larger percentage, who simply detest the practice of going into stores and asking questions and then turning around and walking out without making a purchase.

It is different with women. They are natural shoppers, but the men detest shopping, especially where they are waited on by women clerks.

Maybe the goods are far above their idea of value, perhaps they are within their idea of what they should cost, and the little ticket will act as the silent salesman, worth as much to you from week to week as any one of your clerks.

The shy customer will pass things that he desires to stop and purchase where he can not go in, examine the goods and plank down his cash. The shy man is not usually shy on cash. It would pay you retailers to cater to him, give him a helping hand over the bumps, so that he will not be obliged to ask questions and he will thank you for it. Private cost price marks on tickets befuddle and do no good to either clerk or buyer—they create the impression of any old price to sell the goods above the cost mark, and only one-price stores are favorites these days.

A Warning to Smokers.

"What did you think of that cigar I gave you yesterday?"

"What did I think of it? I think the man who would knowingly set fire to such a thing ought to be condemned for arson in the first degree."



Established 1872

The house of

Jennings

Manufacturers
of pure

**Flavoring
Extracts**

**Terpeneless Lemon
Mexican Vanilla
Orange
Almond, Rose, Etc.**

Quality is Our First Motto.

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

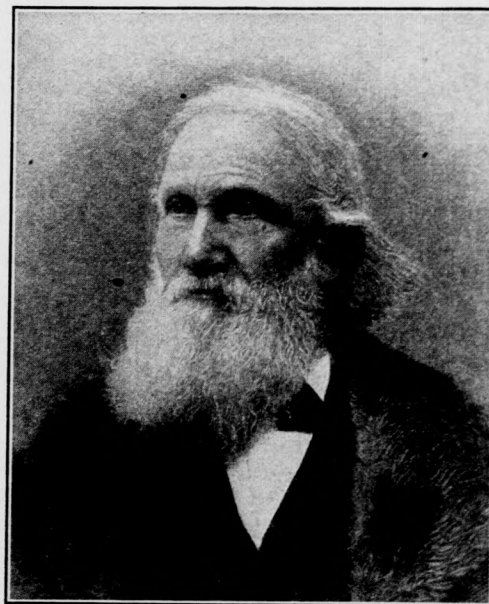
25,000 TELEPHONES

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



John Ball

Try a
John Ball
5c
Cigar

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

Makers

Grand Rapids, Mich.

FRAUD AND DECEPTION.

It Is Becoming Unprofitable and Disreputable.

Much of the iniquity perpetrated in the name of business, such as discrimination in transportation rates, the adulteration of food and various tricks of deception by which one tries to get the better of another in the strife for profit, is attributed to the exigencies of competition. One unscrupulous concern seeks an unlawful advantage in some "deal" with a railroad, and others feel bound to do the same in order to escape being distanced in competition. When one railroad under this kind of solicitation grants special rates, pays rebates or otherwise favors a large shipper, rival lines feel impelled to make similar concessions in order to secure their share of the traffic. The result is a competition in dishonesty or lawlessness on the part of both shippers and common carriers. Defects of the law were no excuse for such disregard of justice and honorable conduct. But now the law has been made explicit, so far as interstate commerce is concerned, and practices for which stress of competition has been pleaded as an excuse or extenuation are made criminal for all concerned in them.

The obvious policy for railroads and for shippers who desire to be fair and decent now is to abandon all devices of evasion and enter into a competition for the observance of the law and of the principles of common honesty in their dealings. If managers of one railroad line have evidence that another is granting illegal concessions or favors, it is their duty to disclose the evidence, to expose the wrongdoing and aid the authorities to put a stop to it, instead of trying to get even, or more than even, by committing the same offense. If one shipper finds that another is getting any advantage over him in charges for transportation, instead of seeking to meet this by obtaining a like advantage, he should make complaint of the violation and help to compel observance of the law. Let there be competition in doing justice and in fair dealing, and these evils which have caused so much agitation and occasioned so much "hostile legislation"—hostile only to those who persist in wrongdoing—will come to an end, and it will be far better for all concerned.

In the matter of providing the supplies of food, drink and medicine for the people, there is a still freer field for competition in individual honesty, and it is one in which honesty will prove to be the best policy from a business point of view. Let a meat-packing house be made a model of cleanliness and sound sanitary condition; let it take pains to use only unquestionably wholesome materials and methods; let it make no concealment and avoid no publicity, so far as knowledge of the character and quality of its products is concerned; let its labels and representations of what it puts upon the market bear the closest scrutiny, and it may acquire a reputation that will be worth more than all the tricks and devices which

have been resorted to in the past, and the detection and exposure of which are liable at any time to sweep away the illegitimate gains of deception and fraud. Even if less wealth should be accumulated, it would be without the taint of ignominy and public contempt, and some reward should be found in an honorable business reputation and public respect. This applies equally to the manufacturers of the various kinds of prepared foods the production of which has grown so enormously in recent years. That the bulk of these are wholesome may be admitted, but in that case there is no legitimate reason for secrecy about the ingredients that enter into them or the methods of their preparation, any more than about raising corn or making cloth. Secrecy and enigmatical names are a cover for adulteration, the use of inferior or injurious materials, or some device involving deception or fraud by which illegitimate profit is sought.

Honest purveyors of food and the various accompaniments of food have been wont to complain that a few unscrupulous persons may cheapen, adulterate and variously sophisticate and misrepresent their products so that it becomes impossible to compete with them without in some measure yielding to their methods. Many who would prefer to deal in an honest and above-board fashion feel compelled to sell articles which they know are not what they pretend to be, in order to keep up their trade and make a fair profit in competition with unscrupulous rivals. So is business made dishonest and disreputable by a rivalry that demoralizes competition, making it a competition in dishonesty. Let honest manufacturers and dealers make common cause with consumers for effective laws and effective administration against the secrecy and deception and all the devices of fraud in this business, and they may put an end to its offenses and the disrepute into which it has fallen.

Let the manufacturer take the consumer into his confidence by letting him know truly what he is buying and by giving evidence of the character and quality of his goods, and he will gain the confidence of the consumer. There is no class that it more behooves to contend against the adulteration of food, drink and medicines, and against fraudulent representations about them, and to expose the tricks and devices by which the public is cheated and injured, whether in health or in substance, than honorable men engaged in the business of providing these supplies for the community. What all should strive to promote is a competition in honest and legitimate methods of business which shall command confidence, give a value to truthful labels and genuine trade marks and make the names of manufacturing and trading concerns honorable and respected. We have had too much rivalry in deception and fraud, and it is becoming unprofitable as well as disreputable.—N. Y. Journal of Commerce.

Many a man's religion would be worth more if it had more office practice.

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.

Energy Lost in Flourishes and Byplays.

On a new stretch of railroad construction I was watching the men dig, when the foreman abruptly turned to me and said:

"See that big, brawny fellow in the blue blouse? Now, that man'd make a rattling good worker if it wasn't for his useless motions and byplays. He is strong and hardened to exposure—no, he's not lazy. I shouldn't call it that at all—and there's no reason why he couldn't turn out a good day's work, but—there, now—did you catch the extra little ride he gives his shovel before sinking it into the dirt? All a dead waste of energy and time. If you'll just watch the little fellow on his left you'll note a big difference. See how, with just the one quick drop of his weight upon the shovel he sinks it down to the limit and brings it up full every time. He lands three shovelfuls to the big fellow's two—with less effort or energy. This may seem a trivial matter to you, but I assure you that fifty or a hundred such workers as this big fellow on our list would mean a serious loss to us in the course of a month. I'm sorry to do it, but I'll have to let the big fellow and a few of the others like him out this evening."

The other day I was in a broom factory watching the men tie brooms. Experts at the business, I was told, can tie up as high as twelve and fourteen dozen of the ordinary brooms in a day, but seven dozen is considered a good day's work, and the tier must work lively to do that many. The foreman having pointed out one of the experts to me, I made it a point to watch him. I also watched several other good workers, and a few who were not so good. That is to say, I relied on the foreman's word in the matter, for, to be candid, to me they all seemed to be working at about an even gait. There wasn't a one of whom it could be said that his general movement wasn't lively.

But while they all thus seemed to work at a lively clip, after awhile I began to notice that the expert was pulling steadily ahead of all of them, and the good workers ahead of those that had a rating of not quite so good. This seemed strange to me, and forthwith I gave the matter a little closer attention. The railroad foreman's big brawny digger came to my mind, and accordingly I decided to watch the individual motions of the different workers. And that, as I found it, is where the whole secret of the matter lay.

The workers of the poorer rating, while making a showing of quite a lively gait, had too many useless motions. In picking up the corn they would get maybe a little too much or maybe just a little too little, thus necessitating a second reach, with the incidental waste of energy and time. In working the treadle they would get it just a little short or too far; in driving home the tacks or staples there would be several unnecessary taps; in using the knife there was useless byplay, and so on.

With the expert it was different. With his tools at the precise points

whence they could be reached with the minimum of effort, he invariably placed them back to the proper place every time. He calculated the quantity of his corn to a nicety and made no second reaches; his cuts with the knife were clear and precise; the locks and staples he drove home with two sharp taps, and so on to the end of the proceeding his every move counted. There was no lost motion or waste of energy. As I watched him piling up the brooms I no longer wondered why he was an expert.

In coming away I also wondered if the bulk of workers generally ever have stopped to ponder on this matter of wasted energy. There is not a doubt but that many jog along serenely from year to year, entirely oblivious of the fact that they are wasting much energy—which might be great big dollars if they only knew it.

The penalty not always so directly is traceable in dollars and cents with the wage earner, but the useless motions are there just the same—in any line—and so also is the penalty. Every worker should make it a motto to cut them out before they become a fixed habit.

If you are a carpenter see if you haven't some "taps" to spare. If a mason, cut out those little fancy touches on your spread. If you are a scribe, cut out the little sideplays in your articles. If you don't the editor most likely will—if he doesn't cut the article out altogether because of them. No matter what the occupation you always will find some useless motions that it will pay you to cut out. And if you are not working, cut that out, for that is the most expensive waste of all.

If you are a wage earner and have been wondering why your pay is lower than that of some fellow workers, study this problem of wasted energy, and see if it will apply in your case. The average employer pays his help on the basis of results, wasted energy brings no results—of the profitable kind.

I know two seamstresses who sit side by side daily working in the alteration room of one of our large department stores. To give the matter a guess on the fine work turned out by these two young women you probably would say they got about the same pay, for the work of both is first class and shows little difference. But you would be far off with your guess. The one receives \$10, the other \$18 a week. Why the difference? Simply because the one has mastered the art of cutting out all superfluous motions, and in consequence accomplishes almost twice as much in the same time as her companion worker. By the time the latter has bitten her thread several times and threaded her needle, the first has taken a dozen stitches.

Coming down the elevator in the same store one day and waiting at the parcel counter for my purchase I noticed how awkwardly the little fellow was tying up the bundle. He had about a dozen entirely unnecessary motions. I took pity on him and donated the next five minutes showing him how a bundle could be tied in the shortest time with the

least exertion. To-day he is the swiftest bundle tier they have in that store, and has since had his wages raised twice.

If you are a worker and are troubled along this line it will pay you to get out of the useless motions rut before it gets too deep and becomes fixed permanently. George Ellis.

Seven Until Six.

"My business belongs to me twenty-four hours a day. I belong to my business from seven until six o'clock. From six until nine I must be free. I can do more work by thus restricting my hours of business, and I believe I can do better work in those hours."

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.

Write us or call.

Adams & Hart

Grand Rapids

47-49 North Division St.



Get our prices and try our work when you need

Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

Detroit Rubber Stamp Co.

99 Griswold St.

Detroit, Mich

San Francisco, California, Crowd.

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

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



Monopolize Your Business in Your City

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

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

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

ADAM GOLDMAN, Pres. and Gen'l Mgr.

New York and St. Louis

Consolidated Salvage Company

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

Eastern Branch:

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



Some New Things in Little Men's Wear.

Semi-annual inventory came within the closing fortnight. The stock taking showed a most prosperous six months' business done with resultant good profits. Both manufacturers and retailers report the best six months' run of business ever experienced, with stocks sold up cleaner than for any previous good period. The former have only small remnants left of the enormous yardage cut up, while the latter, in many cases, have not enough stock all told to keep their tables from looking bare. Because of their inability to fill in with seasonable goods, some of the big stores have ordered in portions of their fall purchases for use in August. They want stock to cover the tables and hope to sell the new merchandise next month for the September school term.

Buyers are still dancing attendance on the market in daily search of goods for immediate selling, and are authority for the statement that there is nothing but serges and chevots to be had. As July is considered the serge month high hopes are entertained of big sales. Trade in June was varying and without enough hot days in spells to make trade exceed the usual average of the month. Special effort will, therefore, be centered on July to make records.

Buyers of medium and fine grades of juvenile clothing report that the sailor collar styles in Russian and blouse suits with bloomers have the call for the present and immediate future, and that there is little else, except in the closing to the neck models, to give variety to the junior stock. Etons are no longer salable even in wash suits.

While the wholesale stocks show varieties in high colors in Russian and blouses, buyers favor navies in serges and the attractive mixtures in velour finished fabrics, which they say are full of character. They are made with trimmings in silk cord, piping and braid, harmonizing in color with the prominent color in the fabric pattern. These classy conceptions are said to be obtainable only in tasty styles in the best makes.

Browns are coming in; not the solid shades of nut browns, still fresh in every clothing man's memory, but brown grays and tans with white and color mixtures, and in the better class trade they are considered good property in junior and school sizes. New also are blue grays in velour finishes and woolen goods with plaid and check patterns.

Buyers unanimously declare in favor of the double-breasted sack with bloomers in school sizes as the leader for fall and winter, and are confident they will sell largely in the plain model with and without cuff effects, and also with the detachable belt. In the good trade the single-breasted sack of nobby cut with bloomers is a

welcome addition to the boys' stock. It may be worn with or without a fancy vest, and is trig and trim and will doubtless be liked by the boy who has been wearing the Norfolk and double-breasted alternately and now wants a change.

Sacks in the older school sizes and for young men are favored in the semi-fitting model with side pleats and with and without center vent additionally, and also cut with center vent and without any vent, plain side seams. As buyers appear to be in doubt regarding what style of sack will sell best they have ordered them cut in all styles. Some very attractive suits are shown in fine makes of unfinished worsted in parti-colored checks and plaids, a blending of blue, green, black and brown in twill weaves.

While reefers have sold big for fall delivery, some novelties in overcoats have also taken well, and one model buttoning to the neck, shaped in the back with the side seams pleated and a long center vent, is generally liked. There is a tendency to have the junior and boys' overcoat models follow the styling of the men's, but buyers appear to shy at these extremes in cut for school wear, and favor instead a more conservative coat as better for business. Buyers say that they have carried over enough of the long, loose overcoats and tourists, and as they are doubtful about the selling qualities of the extreme styles, prefer to take chances with the conservative model for a beginning and until the season's overcoat leader is more clearly defined. Kerseys, meltons, soft finished gray mixtures in herringbone and twill weaves, the so-called vicunas and friezes are the favored overcoatings, and these have been ordered in all of the conservative as well as extreme styles of cut, although at best buyers have only nibbled at overcoats, and the overcoat situation will doubtless not improve until retailers have had an inning and learn "where they are at."—Apparel Gazette.

Very Red Tape.

A few months ago the President appointed a committee to make a thorough investigation of the business methods of each of the several departments at Washington, with a view to ridding them of some of the red tape ways of doing things.

Secretary Bonaparte, on being interviewed by this committee, told the following story, which beautifully illustrates the free use of red tape in the Government service:

"One of the naval officers on a

certain ship desired to change a thermometer from one side of the vessel to the other, assigning very good reasons for doing so. This could not be done, according to naval regulations, however, until he had carried the matter to the ship's commander, and through him to me. I readily consented to the proposed change, which cost just fifty-three cents—fifty for the postage and stationery and three for the nail and the wear and tear on the hammer."

Hot Weather Shirts

For "Atonce" Delivery

Silks, Mohairs, Soisettes, Oxfords, Panama Cloths,
French and Scotch Flannels,
Chiffonettes, etc.

\$4.50 to \$42.00 a dozen

For outing and hot weather use. Soft attached collar or band; all sizes 14 to 18

"M. G." and "Elk-Hart" Brands

Best known popular priced shirts in the U. S.
Special attention to mail orders

The Goshen Shirt Mfg. Co.
Goshen, Indiana

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

POISON WHISKY.

New Way To Regulate the Liquor Trade.

Written for the Tradesman.

The driver of one of the big railroad wagons came into the basement with red eyes and the small veins of his face congested. He moved about indolently and even the small boxes which had been prepared for shipment seemed too heavy for him to handle with ease.

"You're off color this morning," observed the shipping clerk. "What you need is a bracer about four inches deep."

"I had too much of that last night," said the driver. "Never any more for me. I have nine swarms of bees in me cupolo this dreary minute, and me mouth tastes like an abandoned car on a blind siding. Little Willie can get along without the bee juice in future years."

"Going to quit it cold, eh?" asked the shipping clerk.

"Bet your life. It's me for a little old savings book and a clear head in the morning. I'd like to dump all the whisky in town right now."

"All the bad whisky, you mean," said the manager, making his appearance from the direction of the elevator. "You wouldn't dump all the whisky—just the rotten stuff they make in the basement."

"If I dumped all the rotten stuff I'd dump it all," said the driver.

"That is the general verdict the next morning," said the manager, "but there is some good whisky in the world, although it is hard to get hold of."

"I have never found any of it," said the shipping clerk.

"I have a few ideas on the temperance question," said the manager. "When a man wants a saloon license the council asks about his habits, and his morals, and the character of the place he runs, and whether he has stalls at the back of the joint, or upstairs, and all that. Now, why wouldn't it be wiser to find out what kind of liquor the man sells? If he sells drugged and adulterated liquor he should be refused a license."

"There wouldn't be any licenses granted, then," said the driver. "Your plan means prohibition, pure and simple."

"Well, the dealers would sell better goods if they understood what the test would be," urged the manager.

"About license time they would," said the driver.

"The proprietor of the saloon might buy pure goods," said the shipping clerk, "but it would be corrupted before it got to the consumer. See here. A man hires a barkeep that can keep order in the place as well as dish out drinks. About half the barkeepers are ex-porters, bouncers, or prize fighters. These people have their friends, of course, and they have to treat them. They also have to use money beyond the size of their wages. What then? The boss measures the whisky out to them in the morning. When they sell a quart of whisky they must turn in about so much money. What is there for them to do but to buy a quart of rank stuff at some barrel house and mix it with the good li-

quor passed out to them to sell? They do it, too, for they can buy a quart of rotten stuff for half a dollar, and that will enable them to steal about two dollars in money. Oh, the barkeepers are next to their underclothes most of the time."

"That is a new one on me," said the manager.

"Well, it is a condition and not a theory, as the police judge said to the bum," replied the shipping clerk. "You can't get pure whisky in this little old town unless you've got a stand-in with the barkeep."

"Well, the way to fix that would be to have a testing committee go about now and then and find out what sort of goods were being sold," said the manager.

"Yes. That sounds all right, but some duffer with a pull would find out who the members of the committee were and they would get the right sort of stuff."

"I used to drink whisky in my younger days," said the manager, "and I have been put in bed more than once by drinking just a little of the manufactured stuff. I guess they make it out of vitrol and rain-water, with tobacco for coloring and a few hand-saws dissolved to give it age. A man who will sell that stuff over the bar ought to be sent up for life. It is bad enough to drink good whisky, but when these drugs are worked in it ought to be a State prison offense."

"I reckon you know the game," said the driver.

"I think I do," replied the manager. "I've been up against most of the fool things that flesh is liable to bump into. The worst is cheap whisky. It makes a raving maniac of a man. He loses memory, reason, everything. He will, while under the influence of it, abuse his best friend, rob his employer or beat his wife. We hear plenty of talk about pure butter, and colored oleo, and reliable tinned goods, but there is more money paid out for bad whisky every year than there is for all these things."

"It's a game for the Government to play at," said the driver. "City councils will never enforce pure liquor laws. They are afraid of the bum element. If they knew just how little influence this bum element has they would cease to tremble at the mention of its opposition."

"Drugged whisky is worse than bread with plaster in it, worse than milk fixed with formaldehyde, worse than sugar doctored with glucose," said the manager. "Business men mourn the acts of their employees when they drink, but if they would pay a little attention to the whisky sold in their town they would not have so much trouble with their help. A good many young men think it manly to take a drink of intoxicating liquor now and then. If they are not poisoned they will stop at one or two drinks, but what can you do with a man who is drugged—turned into a driveling fool or a brute by something put into his whisky to make it cheap—perhaps put into it with the design of keeping him on a spree until he fails because of

broken health? I'm against the whisky traffic on general principles, but I am against the selling of drugged whisky to the point of making such sales criminal."

"Well, when you get all the saloons to selling pure liquors there won't be any saloons," said the driver. "There would be no money in it. The element of highway robbery would be taken out of the business, and the dealers would have sane men to do business with, which would never answer from their point of view."

"I'm for pure liquor, just the same," said the manager. "If your drinks had been pure last night you wouldn't feel like a wet rag this morning."

"And I wouldn't have thrown a

\$10 note on the bar and told the boys to drink it up," said the driver. "I guess that is what got me—the drugs. And I was two weeks saving that money, too."

And he picked up a box of goods and walked out to his wagon, staggering like an old man, feeble and all in.

Alfred B. Tozer.

Answered Her Literally.

Shopper—No. I don't care to see any sealskin. There's a nice-looking collarette over there. What is that fur?

Clerk—Why, that's for to keep your neck warm, of course.

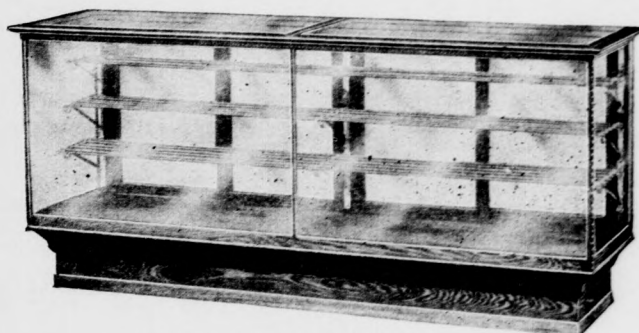
There are few things more misleading than a manufactured martyrdom.

The Two

MODERN

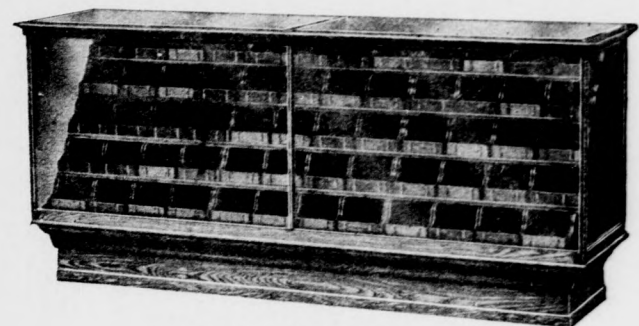
Cases for Needs of Merchants

While you are on your way toward complete store or complete department equipment, we ask you to kindly study the features of these practical specialties designed to meet your immediate needs.



No. 63 R, Ribbon Case

Case fitted with ribbon fixtures, consisting of three-eighths inch steel rods heavily nickel-plated and supported on nickel-plated adjustable brackets. Each pair of rods holds one row of ribbon bolts. Fixture displays two rows of bolts on the upper tier and three rows on each of the two lower tiers.



No. 63 N, Notion Case

Case fitted with a notion fixture, with five rows of drawers removable from rear. Framework of fixture is hardwood, finished to match case. The drawers slide against a hardwood rail in front, screwed and glued to the frame. The bottom of each drawer is grooved, the drawer moving on a slide fitting in the groove. This construction permits the drawers to be fitted loosely so they will not swell and bind. Each drawer has price card-holders in front and a metal pull in rear.

Grand Rapids Fixtures Co.

S. Ionia and Bartlett Streets, Grand Rapids, Mich.

NEW YORK OFFICE - 724 Broadway
BOSTON OFFICE - 125 Summer St.
ST. LOUIS OFFICE - 1019 Locust St.

Sales Agent for California and Nevada
J. H. POTTER, 702 Sycamore St., Oakland, Cal.
Sales Agent for Washington and Oregon
D. O. TEALL, 114 Roy St., Seattle, Washington

ALERTNESS.

It Was the Means of Getting a Good Job.

Written for the Tradesman.

It was the old condition that we have with us always and always shall, the getting of the round peg into the round hole. The round hole in this instance was in the prosperous store at Fairhaven, and the man in active search of the round peg was the proprietor of the same, Mr. Horace Van Amburgh Van Wye. So far as he could judge he had tried all sorts and conditions of men and boys, the high and the low, the rich and the poor, the halt and the blind—blind in their inability to see what ought to be done and to do it without being told what to do and, what was more, without being followed up with a sharp stick and compelled to do it. He had advertised; but the result had been anything but satisfactory. The leading idea so far developed in the applicants for the place was the largest amount of wages for the smallest amount of work. Town and country had both applied and both had disclosed the same characteristic. It was difficult to say which had developed the greatest symptoms of latent laziness, but Van Wye, with all the stubbornness of the Dutch that was in him, was determined to keep everlastingly at it until he found exactly what he wanted.

After the advertising had proved delusive, he hit upon certain hours during the day when business would suffer least by his absence and took to wandering in parts of the city

where fortune should lead, and finally one day after dinner—a meal which Fairview insisted on having in the middle of the day—he sauntered storeward through the less prosperous portion of the town. It was Monday, and as he approached a small unpainted one-story house with a 7x9 grass plot in front of it he saw a densely freckled 12-year-old of undergrowth trying to put an obstinate clothes-line upon a hook several inches above his reach. He had evidently been at it for some time, he was hot and angry and, when Van Wye had reached the gate, the boy's language had assumed the temperance of his physical condition. Seeing at a glance how matters stood, the storekeeper entered the gate and, with the kindest, "Let me help you, my boy," was about to put the line where it belonged, when the stripling, his flushed face streaming with sweat, exclaimed, "Please don't, I want to do it myself!"

Not accustomed to that particular species of the genus boy, the man lighted a cigar and sat down on the doorstep to see the outcome. There was to all appearances a repetition of what had been done before. An attempt was made to lasso the line into position. It failed. The line, looped, was not stiff enough and lopped over too soon. Jumping was resorted to, but without the desired result. Then there followed a study of the conditions and then like a flash a pair of tanned legs darted around the corner of the house. An instant later they returned, the hands ac-

companying them, bringing a crotched stick. "Now, then, we'll see;" and a moment later the line was on the hook and very shortly after the front yard was cobwebbed with the clothes-line, ready for the waiting wash.

"She's all right, mother!" sang out the exultant conqueror.

"I knew she'd be," answered a cheery voice inside. "Better rest a minute, Jim, and then help me out with the basket; it's too heavy for one."

While watching the putting up of the clothes-line Van Wye took in his surroundings. The dooryard was neat—a grass plot, hemmed along the fence by a narrow strip of spaded earth—free from weeds and furnishing ample nourishment for some luxuriant morning glory vines which, sprawling all over the rather rickety fence, had completely covered it with leaves and variegated blooms. A Virginia creeper on each side of the doorstep had thrust its determined fingers into the crevices of the clapboards and clambering to the roof was swinging from the eaves. The boy himself, in shirt and overalls, was patched from neckband to ankles, but the patches were clean, and the short red hair had been brushed that morning and the finger nails were a good deal cleaner than his used to be when he was 12 years old. All these things—the well-kept yard and the vines, the clean, well-patched clothes and the cheery voice from the kitchen and above all the exultant, "She's all right, mother!" when the spunky clothes-line at last gave up

and conquered—suggested something to the storekeeper on the hunt for a helper, and when a second time the gentle voice from the kitchen called out, "Now, Jim!" Van Wye put down his cigar and, following the twelve-year-old torchlight around to the back door, found what he knew he should find, a neat, little, determined woman with a face reluctantly giving up its fading beauty, with a basket piled high with a big wash ready for the line.

"Good morning, madam," said the hearty voice of Van Wye. "I've been watching the boy in his battle with the clothes-line, and concluded that I would help him take out the basket, if you don't mind. From his victory there and from what I have seen since I'm inclined to think that I can make good use of him during the summer, and perhaps longer if satisfactory arrangements can be made."

So while the washer-woman with Jim's help hung out the clothes, the storekeeper sat on the front doorstep and talked.

"I am bothered to death with poor help. They come, stay a few weeks at the most and go, and I don't want any more of them. I'm going to try a new plan. I'm going to get a boy who isn't afraid of work and bring him up according to my own notions. He's got to be neat; he's got to be nimble and he's got to be willing. I'll take him at once and pay him what he's worth and a little more; and when school time comes I will see that he goes to school. Then when he's big enough and old enough

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

I'll take him in instead of turning him out if he proves by that time to be the man that I fancy he's going to be. What do you say, Mrs.—I declare I didn't think to ask the boy his name."

"Main, sir, James Main. Will you please give me yours? I haven't been long in Fairview."

"My name is Van Wye and my store is on the corner of Colfax and Blank. I'd like to have the boy begin in the morning."

Then followed the settling of wages, and this over the hopeful storekeeper signaled for a car. "There!" he said as he took his seat. "now we'll see what this will amount to."

There was considerable amusement indulged in at the store next day when Jim put in an appearance. Everybody greeted him with a nickname of his own; but as the boy with his glowing future before him darted, "Ceaseless aspiring, ceaseless content," here and there in his intense desire to fulfill every obligation, the appropriate "Flashlight" soon dropped to the more convenient "Flash," which then became the name, clinging to him to this day.

The alertness which characterized Flash Main's introduction into the Van Wye establishment occasioned no comment. It was always so. A week at most would see the end of it, and then they would find out about the flash and its duration, but one week went by and then another and the fortnight became a month of strenuous activity. Then when familiarity with his surroundings drew from the "instantaneous imp" an aggressive, "Get a move on you!" endurance ceased to be a virtue and the clerk with the retreating chin who emphasized his disapproval with a show of violence said something about a certain kind of "cuss" and immediately after proceeded to the dressing room, where he applied cold water to his bleeding nose and changed his collar and necktie!

It was soon decided that the sluggish wrapping counter needed livening up and Flash received his first promotion. Van Wye busied himself within good hearing distance to enjoy the fun. It began at once. The head of the counter much against his will proceeded to business.

"Now, you cub, use your eyes for I don't intend to waste any time on you. This is the way to do it, and you don't want to be over an hour doing up a package."

"Oh, is that so! How's this?" and, grasping with firm hands the clumsy goods which the clerk intended to bother him with, Flash with astonishing speed forced them into shape, deftly and rapidly wrapped the paper neatly and firmly about them, looking out for the corners with a zeal which proclaimed a careful course of home-training, fastened them with an intelligently applied string and, snapping it, tossed the package towards his would-be instructor with a "How's that, old poke, for a job that you can't do as well in twice the time?"

The person addressed did not deign to answer, thinking that an ounce of prevention is worth a pound of cure,

and rather congratulating himself that fortune had favored him with a man at last who would relieve him and his department of some well-grounded prejudice, he went on with his work, which afterwards consisted principally in pushing the big piles along to Flash while he kept the small ones for himself. That plan, however, did not work. After two or three of the big packages had left his hand he looked up in time to see a big pile coming to him with numberless small ones in reserve. Rushing the big one back, Flash helped himself to the small one nearest him, remarking, "It's no go, Poky. 'You can't fool all the people all the time!'" a statement which met with prompt resentment and led before night to Flash's promotion and to Poky's discharge.

So with battle and victory the months and the years flew by. With his eyes and his mind on his work, there was nothing which Flash was afraid of, not a plow which his hands hesitated to grasp, if it came in his way, with the resulting furrow as straight as the circumstances required or called for. At each advance envy and all uncharitableness never hesitated to declare that "he's got something now that will hold him down," but it didn't seem to. Van Wye watched with acknowledged nervousness the coming school time, but it "came and went and left no sign." The boy met the required conditions—there was no law requirement then—by month after month of night school, so that the mental progress kept far ahead of the promotion and the quick-witted boy, intuitively understanding what was to be most needed by and by, entered prepared upon the new road before him, as his disappointed comrades discouragingly put it, "without making any breaks!"

What puzzled the clerking force most was Flash's rapid progress upward. It seemed to be without rhyme or reason. It was nothing unusual in the history of the package department, for instance, for a boy to be kept there even months, and at the end of Flash's third week around to the back side of the counter he went, jumping over two clerks that were just ahead of him. Once a man who ought to have known better, concluding that he was essential to the firm's existence, became careless and then impudent. He was promptly discharged, as he ought to have been, and while the next man in the line of promotion was making up his mind what he should do when he got there, he found Flash in the place pegging away modestly and successfully, as if he had been there always.

From that time, in the store and out of it, Flash Main was a marked man. The young bloods took him in hand first. It was a great pity for that young fellow to have all that salary without an idea of how he ought to spend it so as to get the greatest amount of fun out of it. Would he go with them here and wouldn't he like to go with them there? He never went; and once when he had declined and had done so with a tone in his voice that the

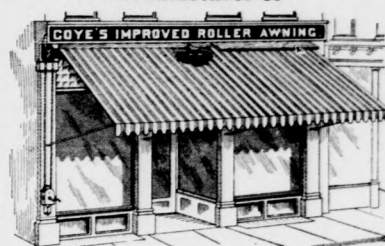
giver of the invitation didn't like and didn't hesitate to say so, the young fellow in the very flower of his wholesome youth turned his clear blue eyes upon the face of the fast young man before him and said candidly and without intentional offense: "It's no use, Bently, I can't go. I never should get over being ashamed of myself if I went. I don't like that sort of thing. I don't believe in it. I wasn't brought up in that way; and then, too, if I had been, I couldn't be induced to kill the sweetest little mother the sunshine ever kissed by any such wickedness as that, and don't ask me to. Instead you come to-night with me. I'll phone to mother to put on a plate for you, and after dinner you come with her and me to the Park. We are going and we'll take you right along. We'll have a good ride home in the moonlight, I'll give you a good cigar and we'll have a time worth remembering. Is it yes?"

It was; and the "good time" and the years of prosperity that followed as a result is what every one of the party remembers to this day.

It would be a needless spinning out in detail to follow minutely the steps that Flash took before Van Wye gave him a desk in the front office. He got there all right. Once after that had taken place and the two, having made the most of a Sunday dinner under the vines that curtained the Van Wye veranda, Flash, watching his "vanishing blue" as it floated and faded, asked, "How did it ever happen, Mr. Van Wye, that I got here? I have often asked myself that

Chas A. Coye

Manufacturer of



Awnings, Tents, Flags and Covers

Send for samples and prices

11 and 9 Pearl St.

Grand Rapids, Michigan

Mica Axle Grease

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

Hand Separator Oil

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

Standard Oil Co.

Grand Rapids, Mich.

Sell

Your Customers

YEAST FOAM

It is a Little Thing,

But Pays You

A Big Profit

question since I've been admitted into the house, but have never been able to answer satisfactorily. Was it chance or luck or something else? Mother says and insists that there isn't such a thing as chance or luck. In that case it must be something else, and I'd mightily like to know what it was."

"All right. It isn't going to take a great while to tell you. Do you remember that morning when I sat down on your doorstep and watched you get the clothes-line over that hook? That's what did the business. If you had let me do the job for you I would have done it, but I wouldn't have asked you to come to the store. As I remember it now the neatness and the good order had something to do with it; but that determination to do it yourself hit me hard. I wanted a boy that could do something on his own account and would if he had a chance. Then was the time I decided to give you the chance and to stand by you until you had it."

"There was one other time when your good sense saved you, long after. That was when Bently urged you to go larking with him. I didn't hear you; but somebody else did. In the long run you would have come in here; but that hastened your coming. Chance! Luck! Humph! Your mother is right. There isn't any such thing. It's the something else, Flash, and if you haven't wit enough to know at this late day what that is, then you'll have to go without knowing, for I won't tell you!"

At the end of a prolonged silence Flashlight, gazing meditatively at his half-consumed cigar, made answer: "After that amount of angling with that sort of bait I am forced to admit that this is the meanliest fishing ground that I ever struck!"

Richard Malcolm Strong.

A Genial Shoe Merchant.

Genial's the word. It smacks of sunshine and dandelions. This is the grand secret of the shoe merchant's success. If the shoe retailer has not a liberal sprinkling of geniality in his make-up, he's bucking up against a tough proposition; he'd better go in for joke-writing or undertaking.

One man had geniality in the acute form. It was the head and front of his charming. He was hail-fellow-well-met; he was as infectious as a day in June. When you came in he gave you a smile that dissipated the frown instantly, if you happened to wear one, and when you left he trailed you in a manner that you thought of afterward without regret. When he approached me with that smile unexchangable, and asked what he could do for me, I said to myself: "Here's a man that'll do. If it's necessary I can state my troubles to this man; I believe he'd loan his dress shirt to a friend in need."

I told him that the dew and the rain were oozing through my old shoes, and that I had about made up my mind that I was in the market for some new ones.

"Then you're in luck to have dropped in here," he said, with a continuation of the same good cheer, "for I'm decidedly your man."

GREATEST MONEY MAKERS.

They Are Almost Invariably the Largest Advertisers.

Should you place an advertisement in your town paper, do not allow yourself to think you have done your duty as an advertiser for a whole season to come. Do not allow your advertisement to remain over one week without change. Keep it in the papers every issue, but let it be a new advertisement. If you publish the same advertisement each issue it will become stale reading, and instead of doing you good it will do your business positive injury. We notice an advertisement in one of the big metropolitan papers that has been standing for nearly two months. What is the impression one receives from such methods of advertising? We need not go far for the answer, for it has long been apparent to the profession in this city that the firm herein referred to has old-fogy notions, and that already they are far in the rear of progressive merchants.

Are you thinking about your advertisements for warm weather goods? If not, it is time. Nothing will come to you without thinking. Thinking brings results, for if you put no thoughts into your advertising there will be nothing in your articles of publicity to interest readers. You want to interest your readers in what you say about your goods. There can be no doubt that few people are able to say interesting things without thinking. If you can not interest yourself sufficiently to do some good thinking, how can you hope to interest others in what you say?

Money is a good thing, but its goodness is in its moving, its circulating. Thought is its propelling power; remove thought and circulation of money stops. A people who do no thinking would have no use for money. Money can exist only where thought exists. An advertisement calls for money. It costs money to begin with; it brings money to end with; but since money is moved by thought, the advertisement will move it in proportion to the thought it contains.

You may want your advertisements to be large, so that they may move much money; but do not forget that their moving force lies in the force of thought they contain. Little thought spread over an entire newspaper page becomes very thin, so thin that it often requires time and much trouble to find it. If a man is bubbling full of thought, thought running over, he may require a whole page in the newspaper to give it play and to utilize his surplusage. This does not often happen, but it is a possibility, and may happen some day when one least expects it.

Give prominence to a few things at a time. Too many articles put before the mind at a time are confusing; and confusion always detracts from the effectiveness of an advertisement. The small products are always strong because of their brevity. Say very little and enforce that little with an appropriate illustration, if you would present something strong and attractive. It is not the quantity of the matter you put into an advertisement

SHERWOOD HALL CO., LTD.

GRAND RAPIDS, MICH.

Our harness are strictly up-to-date and you can make a good profit out of them.

Write for our catalogue and price list.

We shall be at the

State Hardwaremen's Convention

which will be held at the Cadillac Hotel in

Detroit, August 8, 9 and 10

with everything we manufacture.

Our art glass, bent glass and paint display will be worth seeing. We want every one to call and see us.

Valley City Glass & Paint Co.

30-32 Ellsworth Ave.

Bent Glass Factory, 81-83 Godfrey Ave., Cor. P. M. R. R.

Grand Rapids, Mich.

Johnston Glass Company

Manufacturers of Window Glass

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 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.

JOHNSTON GLASS CO.

Hartford City, Ind.

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known

Everywhere

No Talk Required to Sell It

Good Grease Makes Trade

Cheap Grease Kills Trade



FRAZER Axle Grease

FRAZER Axle Oil

FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food

that makes it good and strong, but the quality. The smaller the product the greater the care required to make it good. Never forget to have something entirely new in each product, and let these new things follow in succession, but do not repeat them often in the same product.

The business man that never advertises is much like the man without a home; no one knows where to find him. He is an advertiseless man, selfish and lonely; the homeless man, morose and melancholy; the one longs for the angel spirit of business to enliven the dreary abode of his self-walled tomb; the other follows his shadow from morn until night in search of peaceful rest; both are playing hopefully with time and waiting for something to turn up to brighten their souls and to enliven their drooping spirits. The advertiseless man has his just reward; the homeless man deserves the pity of the benevolent; the condition of the first is of his own making; that of the second came upon him through circumstances beyond his control.

The business man with capital was able to surround himself with a finely selected stock of goods and elegant store fixtures. His object was twofold: to benefit himself while helping others. He acted upon the principle that elegance in stock and store fixtures were all the needful requirements. He presumed that his highness was all-sufficient to bring swarms of customers, and any means to make himself and his store known to the public was a waste of money. He would not advertise; no, indeed, for how could the dear people remain ignorant of the magnate among them? "Not to know me," he muttered, "is to argue one's self unknown." Such stateliness may have its just recognition among nabobs, but among plain Americans it goes for naught.

A man in business must make himself and his merchandise known to the people. To do that he must advertise; he must keep his name and the kind of store he keeps before the people. They need to be told how the merchant is going to benefit them. Their interests must be reached; they must be told how their wants can be supplied with the least expenditure of money. One time telling will not suffice; the lessons require oft repeating. Every town and village has a newspaper for the dissemination of knowledge among the people; that paper will help you if you give it the opportunity.

Has it ever occurred to you that no man has ever become great in modern times without the aid of the newspaper? You may think your newspaper is published weekly and therefore it can do you no good. If you think so, you are acting upon erroneous premises. You, as an individual, may have no influence, but place yourself behind a newspaper as its manager and notice how quickly you clothe yourself with power among the people that read your paper. A word or a line in your newspaper commending you and your goods to the public is beneficial to you. In rural districts everybody that can reads the

town news in the newspaper. Not that only, but they read all the locals and all the advertisements.

The fact that the greatest money makers are the largest and best advertisers is proof sufficient that advertising brings them money. The advertisement sets the ball rolling, and as it rolls toward the retailer it grows larger and larger, ending in filling his coffers with money galore. The goods to be advertised require study. The better they are understood the better they can be advertised. Clear ideas about the goods begets perspicuity and brevity in statements. Articles for publicity should be made to talk and plead for the goods offered. They should interest and persuade people to come and buy. Therein lie the essential elements of good and strong advertising.

The more attractive a man makes his advertisements the more efficient as money bringers they will be. A neat article of publicity is stronger than one showing a slovenly make-up. The advertisement reflects the idea prevailing in the store, and when it shows taste in its preparation one is sure to find taste in the selection and arrangement of the goods the advertisement represents. Most wholesalers, realizing this fact, take great pains to make their advertisements artistic; and what is good for the wholesaler's method of advertising is equally good for the retailer's method. In fact, it would seem of more importance to the retailer than to the wholesaler to have his advertisements as beautiful as one's means will permit. People love the beautiful, and hence what to them has even the appearance of something beautiful is attractive to them.

A beggar in rags is often stronger in a clothing advertisement than the dudishly dressed figure. The rags of the beggar emphasize the importance of having a new suit of clothes, which again points to the fact that your business is to supply all with clothing that stand in need of articles to wear. It makes a strong contrast between the bad clothing of the beggar and the good clothing you have to sell. On the other hand, the more perfectly you represent your clothing on the figure the more you destroy the contrast between the dress and the clothing for sale. A strong illustration might be produced by placing near the beggar's rags a suit of clothes hung on a stand so as to show vest, coat and trousers. The contrast would heighten the effect of both, and the mind would flash from the one to the other with the increased feeling of the great difference between the beggar's suit and that you have for sale.—Clothier and Furnisher.

Should Have Thought Before Acting.

Teddy—I wish I hadn't licked Jimmy Brown this morning.

Mamma—You see now how wrong it was, don't you dear?

Teddy—Yes, 'cause I didn't know till noon that he was going to give a party.

Nobody talks much about the back doors on Easy street.

Send Us Your Orders for

Wall Paper

and for

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

**Paints, Varnishes
and Colors.**

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

**Harvey & Seymour Co.
Grand Rapids, Michigan**

**Jobbers of Paint, Varnish and
Wall Paper**

Buggies

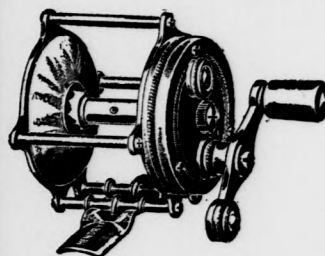
We have now
a large stock
on hand and
can fill orders
promptly. Send
for catalog.

Brown & Sehler Co.

Grand Rapids, Mich.

WHOLESALE ONLY

Fishing Tackle and Fishermen's Supplies



Complete Line
of
Up-to-Date Goods

Guns and Ammunition

Base Ball Goods

FOSTER STEVENS & CO.

Grand Rapids, Michigan

YOU CAN BANK BY MAIL

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.

Grand Rapids, Michigan

Assets Over 6 Million Dollars



SHOES

Warning To Shoe and Leather Manufacturers.

Are we going ahead too fast in the production of shoes and leather? Are we forgetting the discipline of the past in the intoxication of the present?

These questions came to me while visiting shoe and leather manufacturers and wholesalers during the past few weeks in the Central West. The country is prosperous, but we have a habit of feeling and believing that the business sun will shine forever as soon as temporary clouds have passed away. I do not speak as a pessimist but rather as one of the shoe and leather crowd who stand aside from the rush for a little while to look around and reflect, so as to avoid being surprised in the near or distant future.

Business struggles often mean knock-downs and drag-outs. The pace is often so hot that some one gets burned out. And, unfortunately, the spirit of sober sense and quiet study is not as conspicuous in the business world as it should be. Men often take too much for granted. Those who are not used to thinking deeply are apt to believe that because raw material quotations advance, finished materials must at once bring more money. They forget that unless a very nice and dexterous balance is kept in the markets for various commodities, from raw to finished stock, trouble is very liable to arise from congestion. For instance, tanners have been known to compete fiercely for raw materials, thereby boosting the price and cleaning up the market. Later buyers, finding supplies scant, might jump at wrong conclusions. Hides and skins for the time being might not be there, but they would still be in existence, but as the property of tanners. In like manner active buying of leather, under conditions of genuine or forced activity, might cause supplies of leather to disappear from the markets, but they would still be in evidence, although in the hands of the cutters. To follow this still farther, shoe manufacturers are apt to tempt wholesale and retail shoe merchants to buy that the shoe factories would appear extremely busy in filling orders and thus give an air of great prosperity to the trade.

Retail distributors represent the end of the markets. They might be called the headwaters of the channels or rivers of consumption. The factories throughout the country have to shut down for a short or long period if their goods were not going into actual consumption. Mere swapping of merchandise is very different to the flow of merchandise for the people at large.

I was talking with a large shoe manufacturer recently who sells mostly in the South. He said: "Our big shoe manufacturers are possibly pushing things too strongly. Competi-

tion is keen, and I doubt if it is wise for shoe manufacturers to keep building larger and larger factories, thus sinking vast amounts of capital in brick and stone. In fact, one of the evils of the trade is the tendency of large and small merchants and manufacturers to be careless about carrying a sufficient cash balance, who have evidently been willing to put as much money as possible into merchandise and buildings. I believe that many shoe wholesalers and retailers are carrying larger stocks than they should, and I am informed that some big shoe houses in the Central West have been shipping goods on consignment to large retailers. Such efforts to swell the volume of sales and to encourage making an imposing array of stocks is not prudent or wise. There is danger in a business becoming top-heavy. It is not absolutely necessary for business houses to keep advancing their progress by leaps and bounds. A business built conservatively is liable to endure longer than if built and pushed hastily. Demand will not always be active and buoyant. A concern that has not figured on encountering rough waters may have a hard time of it."

Mere bigness is not always strength. Credit men are more inclined to examine the interior of a business rather than be dazzled by outside splendor. Houses that feel that they must show a bigger and bigger record each year are often tempted to leave the path of honor and rectitude. Here and there we see big men, supposed to be the very soul of honor, turn tail and suddenly abandon some enterprise in which they were regarded as partners. Credit is a delicate thing; and, no matter how large and apparently powerful a business house may appear to be it may be blasted by a breath of suspicion as to its financial soundness, and many merchants and manufacturers are well aware that if caught by a sudden squall their craft would keel over before help could be obtained.

It is such times as the present that should urge merchants and manufacturers of all sizes to keep a sharp lookout and not be encouraged or tempted to overstep the bounds of prudence.—Veteran in Shoe Trade Journal.

Staining Oak.

A new method of staining oak comes from Germany. It is obtained in a very simple manner—by placing the frames, after they have been thoroughly prepared and polished, in an air-tight room or large air-tight box, in which are placed two large bowls, containing from five to six quarts of ammonia, and the room of box is closed for the night. The desired shade can be obtained by placing small pieces of prepared oak in the room or box and withdrawing the same at intervals. Deeper shades, of course, require larger exposures. Oak stained in this way retains its color much longer than by the process of rubbing in coloring extracts, which latter in the course of time rubs off.

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.

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.

Don't Buy Any More Shoes

that must stand the hard wear of every day use
until you've sampled

Hard-Pan Shoes

They wear like the everlasting hills. Trial is proof. Send for a case today. Samples if you prefer them. But we prefer the wear test, and then we furnish the ammunition to push them. Prompt shipments right out of stock. Only one dealer in a town can have the line. The profits all belong to you if you are prompt enough.

Our Name on Every Pair

THE HEROLD-BERTSCH SHOE CO.

Makers of Shoes

GRAND RAPIDS, MICH.

Foolish Reasons People Give for Exchanging Shoes.

Written for the Tradesman.

Coming from the show at Reed's Lake, the other evening, I could not help but hear the remarks of a girl to her "best beau" as they chatted in the seat directly behind the one in which I sat. Afterward, when I left the car, I glanced their way to see how the girl looked.

She seemed to be 23 or thereabouts, and was simply dressed, as becomes working girls. There wasn't a furbelow to be seen on her—quite different from the ordinary run of store girls, some of whom seem to think that if one ornament or ribbon is fine more are commendable.

A whole chapter might be reeled off on this subject of over-embellishment, but I will confine myself to the subject on which I started out to speak.

The girl was just a girl of the wholesome sort that are—or make themselves—"easy to get along with."

She was entertaining her friend with the relation of some store happenings that occurred while she has been in her present place of employment. Said she:

"We have so many funny things happen in our store, and lots of 'em occur in my shoe department. When we have a Special Sale then is one of the times that people's queer notions crop out.

"Once we were holding a Special on children's shoes, mostly shoes for the smallest tots. We sold them right straight through for 25 cents a pair. An oldish woman meandered up to the bunch, pawed 'em over for a considerable time and finally asked how many we had of a certain kind—did we have as many as three dozen pairs? I told her those on the long counter were all we had in stock and that they would all be sold for 25 as long as they held out. Then she said she'd take three dozen pairs if I could find her so many. We both hunted around and finally got that many together. I made out a slip and asked politely where we should send them. But no, she said she'd 'take 'em along.' She 'took 'em along,' paying the price all in quarters of a dollar. Of course, it was none of my business what she wanted to do with the thirty-six shoes, and she gave not the slightest hint as to their destiny. She might have been the old lady who 'had so many children she didn't know what to do'—she certainly seemed to count her children by the dozen!

"A man who has the reputation of possessing money galore came in the other day to exchange a pair of shoes 'cause they hurt his bunions.' They looked it—the bunions were the most prominent things on his feet. Said the shoes 'hurt 'im like sixty!' His face had a pinched, woe-begone expression as he said it, which gave color to his declaration of his state of misery. Naturally, the young man waiting on him condoled with him, at the same time wondering how he thought we could be expected to take back shoes after they had been worn, and especially as they had adopted the contour of his bunions! Seemingly this phase of the subject

did not enter the head of the sufferer, for he calmly sat down on a seat and began to remove one of the offending foot coverings. He got it off before the clerk could put in a word of protest, and banged it down as if he would get even with the thing that had hurt him so. The clerk picked the shoe up, ruminating as to what course to pursue. There was nothing to do but let the man down as easy as possible and not make an enemy of him for the store. The fellow looked sour at the refusal of the clerk to let him have a new pair of shoes for the ones in which he walked into the place, but there was no other way to do. The man should have had sense enough not to have worn the shoes if they pained his feet and then there could have been no objections to their return and exchange for larger footwear. But some people are just that unreasonable. It's a phase of the 'something for nothing' idea, I suppose.

"Sometimes there appears absolutely no proper excuse for exchange of shoes, but people seem to have tired of their selection and apparently go on the principle that 'A poor excuse is better than none' and—"

"Here's our crossing," interrupted the young man with the speaker, and they dropped off into the darkness, cutting the clerk's talk in two, for which I was rather sorry, as, having had some "fierce" propositions in store life to deal with, others merchants' experiences along this line interest me, and, too, her relation beguiled my solitary way, I having gone out to the Lake alone. C. C. C.

American Shoes Popular in Europe

The United States Consul at Belgium, discussing the invasion of American shoes, quotes the following from a Liege newspaper, which indicates how the ingenious American may overcome the handicapping tariff. "How does it happen," asks the Belgium newspaper, "that in the space of a few years the American shoes have been able to occupy such an important place in the European market? You must observe that in the United States there are only 150,000 workmen against 290,000 occupied in making shoes in England and, in spite of this superiority, the English are incapable of withstanding American competition even at home. This is due exclusively to the American tool, because in the United States the mechanism is being continually improved and allows their manufacturers to reduce the manual labor to a minimum, which labor is very high there. In 1885, 100 pairs of hand-made shoes in America required 2,225 hours of work and the cost averaged about \$5.50 a pair. Ten years later, in 1895, the same number of shoes, of the same quality, were made by machinery in 296 hours, the average cost per pair being about 75 cents."

The Teller Who Could Not Tell.

"How much money has my husband in bank?" demanded the woman. "I can not tell you, madam," replied the man behind the grating. "Why, they told me you were the teller," snapped the woman,

Luck

Is All Right to Depend On---When Fishing



That is because you have no alternative. You cannot depend on luck to run your shoe business. It takes judgment, common sense and right buying to do that.

Right buying is where we come in, because we sell dependable goods only. And you will find on careful inspection that our footwear, from baby shoes to boots, whether made by us or for us, is in each and every case as good value as is to be had.

Suppose you write and let us show you. We go everywhere for trade.

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



White Canvas Shoes And Oxfords

Order Now
Quick Shipments

WOMEN'S

- | | | |
|------|--|--------|
| 3543 | Grey Sea Island, Gibson Tie, Wood Heel, Turn, C, D & E2½-7 | \$1 00 |
| 3584 | White Sea Island, Bluc. Oxford, D & E2½-7 | 1 15 |

MISSSES'

- | | | |
|------|--|----|
| 3452 | White Canvas, Bluc. Oxford, E12½-2 | 80 |
|------|--|----|

CHILD'S

- | | | |
|------|--|----|
| 3252 | White Canvas, Bluc. Oxford, E5-8 | 70 |
| 3352 | White Canvas, Bluc. Oxford, E8½-12 | 75 |

MEN'S

- | | | |
|-----|--|------|
| 501 | White Canvas Bal., E6-9 | 1 00 |
| 502 | White Canvas, Bluc. Oxford, E36-10 | 1 00 |

Hirth-Krause Company, Grand Rapids, Michigan
Everything in the Shoe Line

Shoe Dealer Working Against Strong Odds.

I read your valuable paper thoroughly each week, and am very much interested in the helpful suggestions as to store management, how to dress show windows, etc., but above all I am pleased to note that it always advocates truthfulness and square dealing. Without boasting I am inclined that way, believing honesty to be the best policy in all things.

I wish to give you the conditions under which I am running a small shoe store, and would be glad indeed to receive any helpful suggestions how to improve my business, or whether you think I ought to quit it under the circumstances.

This is a mining town of about 2,000 population, taking in all who make this their center for business—four mines, salt wells and chemical works give employment to about 1,200 when running. There are six stores which sell shoes, four of which are general merchandise dealers, one sells harness and shoes, while I am the exclusive shoe dealer in this town.

The people around here often come into the store, ask for certain kinds of shoes and the prices, examine sometimes a dozen pairs, and instead of buying, frequently excuse themselves by saying, "I will look around, and if I can not do better will call again." In nine cases out of ten they can be seen passing with a shoe box under their arm, and by the color of the wrapping paper we know the store they have been looking around in.

It is a great town for bargain hunters; they very often ask for ladies' shoes and slippers that cost me \$1.15 and expect to get them for a dollar. I am tempted to sell at a loss rather than let them go to my competitors. Would that be right?

I run a repair shop in connection, doing the work myself, and have heard it whispered that I do the best work in town, but whether that is true or not, I will tell what is true, that my repair shop is made the dumping ground for all the stores in town. I carry the same shoe at the same price; they get it at one of the other stores, and when it needs repairing it is brought to me, and that is where the rub comes in.

To show more plainly what I mean, the miners wear rubber boots, and these are sometimes tapped and beeled while new. They will actually buy the boots from a man that does repairing, and bring them straight from his store to mine for me to tap them. Please note I have the same boot for sale at the same price, but no matter how I try to persuade them to buy their boots where they like them tapped they still bring them, which, to draw it mild, is annoying.

Should I make a determined change, and repair my own boots and shoes only and never deviate from that resolve? I feel that if my material and work are satisfactory they ought to buy from me as long as the goods are the same brand and quality. Would such a stand

pay? Or had I better keep on submitting to the dirty work and let others handle the clean money? How can I get the people to see what is the proper thing to do—patronize the man who knows nothing but shoes, can make them and repair them, rather than a man who sells them only?

Of course everybody has the right to buy where they choose, but when I see the same shoes as I sell brought in for repairing, I feel this world is not such a nice place now as it was when Adam first saw Eve.

Another unpleasant feature is this town is only sixteen miles from a large city, and the elite here consider it necessary to go to the city for their shoes, for which they have to pay nearly \$2 car fare. These, too, are brought into the repair shop, and in many instances the same kind of shoe is on our shelves awaiting a buyer. Others will bring them in asking if we can stretch them, as they are too tight. Of course we stretch them free of cost, hoping by obliging them surely to win their trade next time, but, alas, to the city they go when in need next time. On more than one occasion we have even exchanged shoes bought in the city for a better fit, but every week our locals give the names of scores of our townspeople visiting the city, whereas we have general stores which carry everything right here at home.

Myself and wife comprise the company running this establishment. We have been careful workers for years. Two years ago we came to this town and commenced business by opening a shoe store, and now have as nice a little shoe store as can be seen in a day's march. We have the best location in town and hope in the future to claim this as our own—we are working for it—but somehow there is something lacking, or people would not pass our door to another store, returning with shoes which might have been bought here. Now do please tell us how to make the people believe and understand that in going farther they may fare worse, as we try to oblige all, and sell the best shoes we can get for the money at the smallest margin possible.

I may say that the general stores give credit, and probably that takes away a good percentage of the buyers, but credit would be ruinous to us, and we can not stand to do that. I would ask right here again, ought I to accept boots and shoes bought on credit for repairing? I feel I ought not to accept them, but am doubtful whether it would help me or not. Another question I would venture to ask is, Would you recommend putting in something besides shoes, and if so, what would you suggest? Perplexed Shoeman.

The Answer.

It must be admitted that the Perplexed Shoeman is seriously handicapped, principally by the close proximity of the city, and the fact that his competitors—the general stores—do a credit business, while he sells strictly for cash.

The class of trade he has to draw

on—miners—usually buy on credit, although they are obliged to pay higher prices.

We would not advise him to adopt that system under the circumstances, but commend him for the stand he is taking in selling for cash.

There is no doubt he could increase his sales by doing otherwise, but he would probably lose out in the end.

In some localities a credit business is not undesirable, but in mining towns there is usually considerable loss sustained.

He says the "elite go to the city for shoes." This is human nature and hard to overcome. Some people in Kansas City think there is nothing good enough there for them and do most of their trading in St. Louis; St. Louis folks send to Chicago for certain things, while Chicago people often patronize New York merchants. Such practices can be check-



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.

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

Window Displays of all Designs

and general electrical work.

Armature winding a specialty.

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

Saves Oil, Time, Labor, Money

By using a

Bowser Self Measuring Oil Outfit

Full particulars free.
Ask for Catalogue "M"

S. F. Bowser & Co. Ft. Wayne, Ind.

"Walkabout Shoes"

Uncle Eben says: "A good thing needs no puffin' 'less it be a good cigar." Walkabout Shoes for men need "no puffin'" for they are good, made from good leather, good lasts, by a good maker. Twenty styles, retails for \$3.00. Walkabout Specials \$3.50.

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.

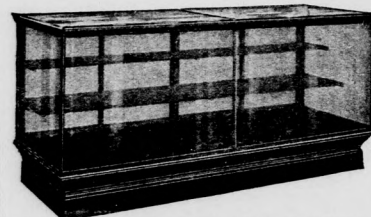
Waldron, Alderton & Melze, Saginaw, Mich.

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

FOOTE & JENKS
MAKERS OF PURE VANILLA EXTRACTS
AND OF THE GENUINE, ORIGINAL, SOLUBLE,
TERPENELESS EXTRACT OF LEMON

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foot & Jenks
JACKSON, MICH.



ed to a certain extent, but never wholly stopped.

This is poor consolation for the Perplexed Shoeman, but facts are facts. Strenuous efforts should be continually made, however, to keep as much trade as possible at home.

It seems as if his chief cause for complaint is the fact that fellows buy shoes elsewhere and bring them to him to repair, and he asks if he should refuse to repair boots and shoes that have been bought on credit from his competitors.

We fail to see where he would gain anything by refusing. As it is, they come in his store, which is one essential point gained. This gives him an opportunity to do some effective personal work, whereas if he refused to do their repairing, he would probably never get a whack at them at all. His refusal would show vindictiveness, and some who were almost persuaded to transfer their patronage to him would get miffed and never darken his doors again.

Besides he gets the profit on repair work which is no small item.

We would advise him to not only do all that comes his way, but to advertise for more.

His letter relates that he carries the same lines as his competitors. There is where he is in error. He should secure lines that are not at present represented in his town and push them for all that they are worth.

With the assistance of the manufacturer he can do some very effective advertising. He can get free for the asking all cuts, road signs and posters that he can use, and in addition to these he can get the services of the advertising manager, who will write him some snappy advertisements.

If he is carrying the same shoes as his competitors he can not give much force to his advertising, for they can do so.

This we consider is the strongest thing he can do under the circumstances. He can then give his people to understand that he can give them something different from anything they can obtain elsewhere, and, backed up, as he will be, by strong advertising, he can not fail to make a favorable impression.

If he does not advertise he should do so. If he does not keep his windows trimmed he should do so. If he does not keep a full run of sizes on popular price goods he should do so. If he does not wait on his trade courteously and attentively he should do so. If no one in town gives premiums he should adopt that means of drawing trade. Not being familiar with these details we can not advise intelligently.

From the tone of his letter, however, we are led to believe that he is doing some hard hustling to secure what is rightfully his.

To recapitulate, we would say that he should not for a minute entertain the idea of refusing repair work, and that he should secure at once some good lines of shoes that are not represented in the town. Then let him draw on his manufacturer for all advertising helps he can secure, and go after business with renewed energy.

"Don't give up the ship," should be his watchword.—Shoe and Leather Gazette.

Woman of Rare Business Ability.

Kalamazoo, July 24.—Because she is a woman, members of the Commercial Club were fearful as to whether or not Miss Carrie L. Baker would make a good Secretary, and it was only after several weeks that it was decided to make her the permanent recording and corresponding official of that organization.

Miss Baker is a woman of rare business ability, who has a keen insight into affairs which look to the best interests of this city.

Her correspondence has the marks of a business hand. She understands every interest of the city, and when

a letter of enquiry comes she answers it in a way that would do credit to hundreds of men who have had even more experience than she.

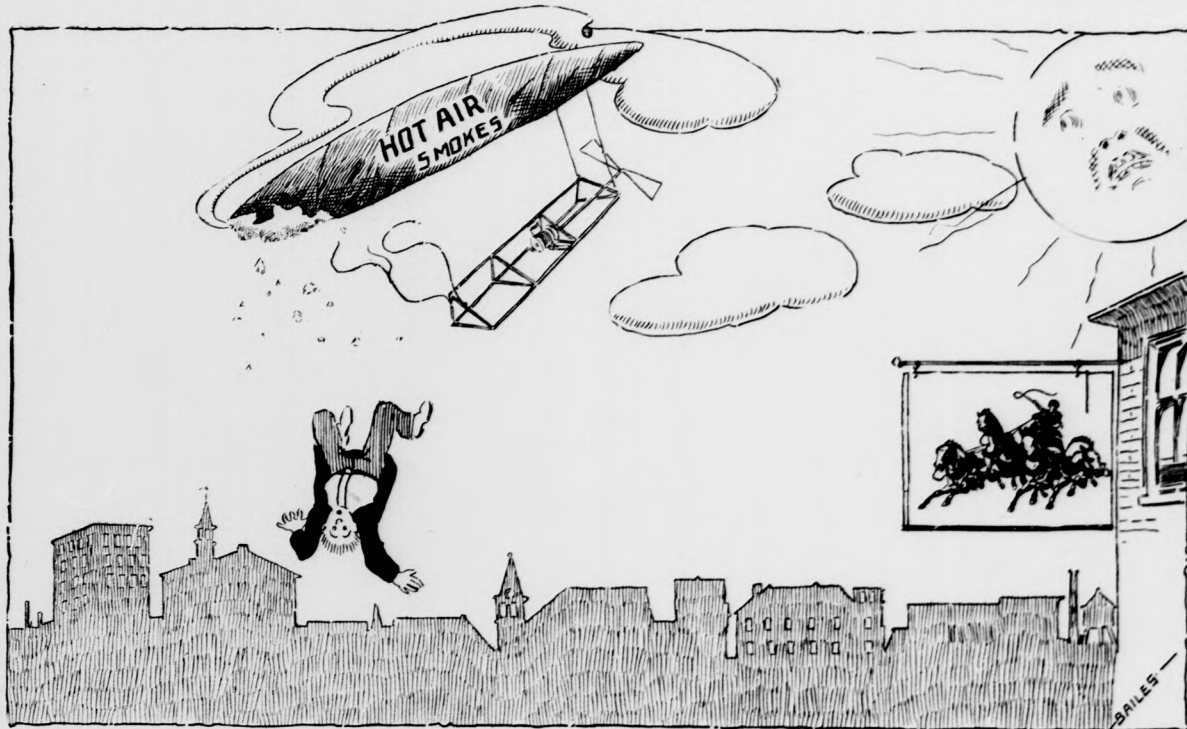
Miss Baker entered the Secretary's office more than two years ago. She was then the stenographer of Secretary Charles Hathaway, and she succeeded Mr. Hathaway almost a year and a half ago.

R. O. Brigham, who came to this city more than a year ago and built the Illinois Envelope Works, has severed his connection with that company and gone to Galesburg, Ill. He has interested a large number of capitalists there and will erect large envelope works.

This is one of the busiest seasons in the history of this city's industries, according to reports recently

made at each of the factories. The American Carriage Co. will close for two weeks only in August for the purpose of taking invoice and to make repairs. The Kalamazoo Corset factory is now shut down while the annual repairs are being made.

The Year Book of the Department of Agriculture has just been issued. It will prove of great value to the farmer in any line of work he is following. It is not only a tribute to the farmer as showing the interest which the government takes in him, but is a remarkable witness of the agricultural greatness of a country which has among its resources the ostrich as well as the pine, the pineapple as well as the Damson plum, the oat as well as the peanut.



Getting Their Expectations Too High on a New 5c Cigar Often Gives Dealers a Hard Jolt

The way a new brand of cigars turns out after the "men who know" have given their verdict is often more disappointing to the maker than to the retailer who is caught with the goods.

Few new brands are born without a really proud father behind them—a parent who honestly thinks that the only 5c cigar ever made has at last been brought forth.

During its 20 years of success the **Ben-Hur** has seen many a promising child, showing all the points of a regular paragon of merit, turn out in a short time a discredited disappointment.

It is often hard to know just where to place the blame, but somehow the lasting, staying, daily satisfying quality was lacking.

Luck has nothing to do with a 5c cigar "taking" with smokers. The quality of the **Ben-Hur** is a distinct discovery, and while others have sought for the secret of its constant goodness, it still remains wrapped up in every one that men enjoy.

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

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

WOMAN'S BIRTHRIGHT.

It Is Not To Be An Imitator of Man.

Surely we are all familiar by this time with the claims to admiration of the new woman; of the beauty and energy and keen mother wit which, as Americans believe, set her apart from the women of other nations and make her unique, as was once the huntress Diana among the gods.

She never tires of counting over her recent successes, from the marvelous costumes that she wears to her achievements in biology, in cookery or in founding new religions. The woman of the last generation walked in a narrow path; in her life, as in a Chinese song, there were but three notes—love, marriage and motherhood.

But this queen of the present hour has a thousand parts to play. You never know where to find her. She may be driving a four-in-hand in Broadway or looking for the North Pole in the Arctic Seas or nursing some poor beggar in the slums, or, most likely of all, she may be settling herself comfortably for life as duchess or princess in some old English or Italian family.

We all look on with pride, and wonder complacently what she will do next.

The chief difference between her and her grandmother—and it is a very curious difference—is that the older woman regarded herself simply as part of the human race. The man was its head, its spokesman. She thought of herself as his child, his wife or his mother.

The woman of to-day is not only his equal but his antagonist. She talks not of humanity, but womanity.

Every village has its club of women who urge each other into new professions, work or studies which have hitherto been considered the business of men only.

Every newspaper has a woman's department in which the successes of the sex in wrestling trades and handicrafts from their brothers and husbands are daily noted.

I saw to-day the announcement that a woman was now filling a place as brakeman on a Western railway. This fact is told with a hysterical sob of triumph, as though when this energetic young person laid her hand on the brake she had dealt a fatal blow at the foe of her sex and had made for herself a long stride upward in the scale of being.

In our national exhibitions, too, there is always a women's department where statues, pictures, soaps, confectionery, etc., made by our sex are exhibited apart to prove that women are as skillful with their fingers as men.

I confess I do not understand this belligerent attitude in the modern woman, nor her vanity. Is she not human, like the man? Has she not the same fingers, eyes and tongue? She is not a monkey nor a freak that her cleverness should be trumpeted and paraded as abnormal in the public eye.

A man when he invents a new plow

or paints a picture does not shout out: "A man—a man has done this! Not a woman! See how superior the male of the race is to the female!"

But we American women of late years never weary of boasting of the doings of our sex, and especially on the ground that they are so much like the doings of men!

It is true that at the close of the civil war our women were forced to compete with men for work and wages in every part of the field of labor. They had to make a place for themselves then as wage-earners or starve. It was no wonder that they were aggressive and sharp during that time.

But why squabble and fight now? The whole field is open to them. All of the fences are down. There is not now, I believe, a single honest occupation by which a living can be earned which is not open to a capable, decent woman to try for. Men give her a fair field and much favor. Whether she chooses to drive a garbage cart or write a historic novel, they invariably are kinder to her endeavors and applaud her more loudly than if she were a man.

Why, then, this incessant, defiant assertion of woman's achievements and possibilities?

This constant noisy boasting seems to be akin to the loud cackling in the barnyard of a hen over each new-laid egg, as if an egg never had been laid before.

Another mistake, it seems to me, is made by my energetic young sister when she thinks that her chief errand into life is the work which she does to keep herself alive. She sings such energetic paeans over herself as a doctor or china painter or saleswoman—she is naturally in her need of money so thankful to have work to do and so glad that she can do it—that she begins to think that when she was sent into the world, to work was to be her highest occupation.

It is not true. There is not a fiber in her body nor an impulse in her nature which does not show that the real primary business in life is to be a home-maker, the comrade of a man and the mother of his children.

God in his wisdom may have denied her that highest and best work, but whatever else she may do, she knows in her heart that it is the highest and best.

A "Southern woman" the other day rated her sisters of the South sharply because they "took it for granted that no woman is a wage-earner except from necessity, and that when the necessity is removed she would gladly return to her old vocation—that of the lily of the field."

And why not?

The vocation of the lily of the field is to be fair and sweet, to make one little place on God's earth brighter and fitter for his sight and to reproduce its kind to do the same work when it is dead.

The woman who makes her home a center of help and intelligence and high endeavor, who brings forth chil-

dren and fits them in that home for their future life, has done enough. She does not need to earn a single dollar in any way to justify her right to live.

As for the woman who voluntarily gives up her birthright—"to keep house and be a joyful mother of children"—in order that she may busy herself with public work, she is precisely in the position of that mad English peer of whom we all read a few years ago, who turned his back on his birthright—castles, title and revenues—in order that he might tramp on the high road grinding a hand organ for a dancing monkey.

She is choosing the meaner part in her ambition to exploit herself before the public. No club work is as honorable or helpful as a gentlewoman's management of her home and family; nothing that her talents enable her to give to the world—whether book or statue or lecture—will ever be as important or powerful an influence in it as a living child.

This is not a pleasant subject, but when we read that the births of children of native American parents have fallen off one-half in certain Northern States in the last two decades, it surely is worth our consideration. As men go, the native American is a wholesome good bit of that human stuff which makes up humanity. The world seems to need him just now. If he is not to be born into it, I doubt whether the books or charitable work given to it by a childless woman will fill his place.

There is one pleasant fact, however, which cheers and comforts us in all these doubts and dangers. That is, that the large majority of American women have kept their footing during all the struggles of their sex since the close of the civil war. They have earned money when it was necessary to do it, but they have not raised money-earning to the highest place among the achievements of life. They have been shrewd, amused listeners to the feminine wrangles in clubs and newspapers, but are themselves usually silent and unpublished. Occasionally they have exerted the power of dumb resistance with most salutary effect, as when for several decades they have silently refused to claim the right of suffrage.

They are best known by what they do not do. They prefer to live in homes, not in boarding-houses and hotels. They are not childless mothers nor divorced wives. They find no higher code of truth to teach their little ones than that which Jesus brought to the world. They do not replace it by the sharp worldly wisdom of Confucius or the vague yearnings of Buddhism. They answer all arguments by the question: "Who has led man so far upwards as Christ?" and go on quietly teaching their children the sermon on the Mount.

You call them old-fashioned and commonplace, perhaps. But they are eminently sane. One of the strongest proofs of their sanity is that they are content to be women and not imitators of men, and that they still keep in their lives that charm of modesty and aloofness which the

noisy minority of our women have so foolishly thrown aside.

Rebecca Harding Davis.

The Credit Man Help to the Honest Dealer.

Some dealers feel almost insulted when asked by a credit agency to give a statement of their resources and liabilities. As a matter of fact, they should be glad of the opportunity. Their objections to the matter are always based on a misapprehension.

A dealer may feel that the credit agency is "butting in" when it asks about his private affairs, or that the asking of the information reflects on his own integrity. On the contrary, the agency is wholly within its proper sphere, and its service always tends to maintain integrity, not to assail it.

If the dealer will apply the Golden Rule, he can see the position of the credit agency, and of those manufacturers and wholesalers who use the credit agency, more clearly. What would you do, Mr. Dealer, if you were getting orders every day from, say, 3,000 merchants in 20 States, practically all of them unknown to you? Wouldn't you want to know the worth of each customer before trusting him? And if the account of any old customer went to an unusual amount, wouldn't you want to know if he was going ahead or running behind?

You must remember that these customers are all strangers, most of them never being seen by the man who decides whether or not credit shall be extended. Granting that you want some such assurance, how would you get it? The credit agencies have answered that question to the benefit of all concerned. They keep that information on hand at all times, for the benefit of their subscribers, who pay for it at only a fraction of what it would cost them to compile it for their own use—if this last were not a practical impossibility.

Many a time a dealer in a hurry for goods orders of a house he has never patronized before. The order must be O. K'd by the credit man before filled. If the rating book says so, the order is filled without delay—otherwise there is what may prove to be an expensive wait for Mr. Dealer. He may lose sales, but if he has withheld information concerning his credit he has only himself to blame.

Applying the Golden Rule to the credit agencies as well as to the jobbers, the dealer will find that the agencies are just as much entitled to the information they ask for as the jobbers are justified in wanting it. But however much the giving of prompt and reliable information may benefit the agency and the jobber, it is of vastly more importance to the dealer. A certain per cent. is allowed for losses; now it is very small. If conditions were different it would be larger and dealers would pay it. Who would get the benefit? Dishonest dealers. Who would pay for it? The public, indirectly, but directly the heavy losers would be the honest dealers in the immediate neighborhood of the dishonest dealers.

Thus it will be seen that the giving of accurate credit information is a great blow to illegitimate competition, as it does away with haphazard methods in allowing credit.

The honest, solvent retailer need not fear the competition of the man who pays for his goods. And for this reason, if for no other, he should view the credit agencies as his true friends, not as enemies or spies.

No matter how smart he may be, no dealer can meet the competition of the dealer who settles for 10 to 50 cents on the dollar, after shipping all his best stock to some confederate at another point—where he later starts in business under another name.

Modern credit systems are making this sort of thing more and more difficult—and every honest dealer should do all he can to make the work of the credit agencies more effective—simply for his own safety.

The "credit man" is the watch dog of the firm. He it is that says whether or no each order shall be filled. Of late years he has become more watchful, more exact than ever before. He takes fewer chances than in former times. He must see reasonably good evidence that the goods will be paid for before he stamps the order with his official O. K.

The qualifications of a good credit man are many and exacting. He must have a good memory for names and incidents, so that he can add his own experience to the report the agency gives him. He must be a clear thinker, and should be judicial in character, so as to judge each case on its own merits—without personal prejudice for or against. He should be able to grant credit to a personal enemy, if he deserves it, and to refuse it to his own brother if he can not show that he should have it.

As the qualifications of a credit man are not to be acquired except by a man who has natural talents in that direction, it is perhaps not overstating the case to say that credit men, like poets, are born, not made."

Present times are hard for credit men. So many merchants have seemingly overbought on shoes that many a man who thinks his credit is perfectly good would be surprised to know how much his record was looked up before his orders were all marked O. K. Some men have been much astonished at having orders refused—though the explanation generally given is that the firm is oversold, not that the merchant's credit is not good. To know the facts in such instances would hurt many a merchant's pride, but if he could only realize it, the firms who refuse to sell him when he overbuys to a great extent are doing him a good turn.

As a rule, the retailers who are really making progress are those who furnish correct credit statements, who do not overbuy, and thus pay all bills promptly as they come due, and who do not themselves give credit indiscriminately and allow bills to run indefinitely.—Shoe Retailer.

There's no special merit in casting bread on the waters with a hook in it.

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. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

No.	Drs. of	oz. of	Shot	Size	Gauge	Per
120	4	1 1/4	10	10	10	\$2 90
129	4	1 1/4	9	10	10	2 90
128	4	1 1/4	8	10	10	2 90
126	4	1 1/4	6	10	10	2 90
135	4 1/2	1 1/4	5	10	10	2 95
154	4 1/2	1 1/4	4	10	10	3 00
200	3	1	10	12	12	2 50
208	3	1	8	12	12	2 50
236	3 1/2	1 1/4	6	12	12	2 65
265	3 1/2	1 1/4	5	12	12	2 70
264	3 1/2	1 1/4	4	12	12	2 70

Discount, one-third and five per cent.	
Paper Shells—Not Loaded.	
No. 10, pasteboard boxes 100, per 100.	72
No. 12, pasteboard boxes 100, per 100.	64

Gunpowder	
Kegs, 25 lbs., per keg	4 90
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60

Shot	
In sacks containing 25 lbs.	
Drop, all sizes smaller than B.	1 85

AUGURS AND BITS	
Snell's	60
Jennings' genuine	25
Jennings' imitation	50

AXES	
First Quality, S. B. Bronze	6 50
First Quality, D. B. Bronze	9 00
First Quality, S. B. Steel	7 00
First Quality, D. B. Steel	10 50

BARROWS.	
Railroad	15 00
Garden	33 00

BOLTS	
Stove	70
Carriage, new list	70
Plow	50

BUCKETS.	
Well, plain	4 50

BUTTS, CAST.	
Cast Loose, Pin, figured	70
Wrought, narrow	60

CHAIN.	
1/4 in. 5-16 in. 3/8 in. 1/2 in.	
Common	7 c.
BB	8 1/2 c.
BBB	8 c.

CROWBARS.	
Cast Steel, per lb.	5

CHISELS	
Socket Firmer	65
Socket Framing	65
Socket Corner	65
Socket Slicks	65

ELBOWS.	
Com. 4 piece, 6 in., per doz.	net. 75
Corrugated, per doz.	1 25
Adjustable	dis. 40 1/2

EXPENSIVE BITS	
Clark's small, \$18; large, \$26	40
Ives' 1, \$18; 2, \$24; 3, \$30	25

FILES—NEW LIST	
New American	70 1/2
Nicholson's	70
Heller's Horse Rasps	70

GALVANIZED IRON.	
Nos. 16 to 20; 22 and 24; 26 and 28; 27, 28	12
List	13
Discount, 70.	16

GAUGES.	
Stanley Rule and Level Co.'s	60 1/2

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 1/2
Mason's Solid Cast Steel	30c list 70

HINGES.	
Gate, Clark's 1, 2, 3	dis. 60 1/2

HOLLOW WARE.	
Pots	50 1/2
Kettles	50 1/2
Spiders	50 1/2

HORSE NAILS.	
Au Sable	dis. 40 1/2

HOUSE FURNISHING GOODS.	
Stamped Tinware, new list	70
Japanese Tinware	50 1/2

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate

KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85

LEVELS	
Stanley Rule and Level Co.'s	dis.

METALS—ZINC	
600 pound casks	8
Per pound	8 1/2

MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern	75 1/2
Screws, New List	85
Castors, Bed and Plate	50 1/2
Dampers, American	50

MOLASSES GATES	
Stebbins' Pattern	60 1/2
Enterprise, self-measuring	30

PANS	
Fry, Acme	60 1/2
Common, polished	70 1/2

PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27	10 80
"B" Wood's pat. plan'd. No. 25-27	9 80
Broken packages 1/2 c per lb. extra.	

PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45

NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	30
4 advance	45
3 advance	70
2 advance	50
Fine 3 advance	15
Casing 10 advance	25
Casing 8 advance	45
Casing 6 advance	25
Finish 10 advance	35
Finish 8 advance	45
Finish 6 advance	45
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

SAND PAPER	
List acct. 19, '86	dis. 50

SASH WEIGHTS	
Solid Eyes, per ton	28 00

SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	

SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00

SOLDER	
1/4 @ 1/2	21

SQUARES	
Steel and Iron	60-10-5

TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	

TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	

BOILER SIZE TIN PLATE	
14x56 IX, for Nos. 8 & 9 boilers, per lb 13	

TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 1/2
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 1/2
Tinned Market	50 1/2
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45

WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10

WRENCHES	
Baxter's Adjustable, Nickeled	80
Coe's Genuine	40
Coe's Patent Agricultural, Wrought 70-10	

Crockery and Glassware

STONEWARE

Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55

Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84

Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each	5 1/2

Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each	8

Stewpans	
1/2 gal. fireproof, bail, per doz.	85
1 gal. fireproof, bail per doz.	1 14

Jugs	
1/2 gal. per doz.	56
1 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX	
5 lbs. in package, per lb.	3

LAMP BURNERS	
No. 0 Sun	38
No. 1 Sun	40
No. 2 Sun	50
No. 3 Sun	87
Tubular	50
Nutmeg	50

MASON FRUIT JARS	
With Porcelain Lined Caps	
Pints	Per gross
Quarts	5 25
1/2 gallon	5 50
1 gallon	8 25
Caps	2 25

Fruit Jars packed 1 dozen in box.	
LAMP CHIMNEYS—Seconds.	
Per box of 6 Joz.	

Anchor Carton Chimneys	
Each chimney in corrugated tube	
No. 0, Crimp top	1 70
No. 1, Crimp top	1 75
No. 2, Crimp top	2 75

Fine Flint Glass in Cartons	
No. 0, Crimp top	3 00
No. 1, Crimp top	3 25
No. 2, Crimp top	4 10

Lead Flint Glass in Cartons	
No. 0, Crimp top	2 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 20

Rochester in Cartons	
No. 2 Fine Flint, 19 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

MEN'S WEAR FABRICS.

Several Advances for the Coming Spring Season.

The many lines of fabrics that are now being opened for the spring of 1907 show general advances. All lines have now been opened up to \$1.75 and \$2 in price. The prices, despite advances noted, are looked upon by the trade as being very reasonable. This is especially true as regards carded woolen and manipulated fabrics. The initial orders, however, have been, to a certain extent, somewhat limited. Of course, in some instances this has been due to the higher prices. As is well known, when once a certain line of clothing has established a reputation for retailing at a certain price, the consumer is not prone to view with equanimity a heightening of the price ruling in that line of clothing. The wholesale and retail clothiers are in many instances unable to put the same quality on the market at the old price, and must, therefore, either cheapen the garment by use of inferior material or raise the selling price.

There are various methods of getting out of this dilemma, without losing a certain portion of their trade, which have been adopted by the clothiers. One of the most common is that of making a special of a garment to retail at the old price, that, while slightly inferior to the quality of yesterday, still gives a very good value for the money. An especial feature is also made of a garment formerly selling at the old figures. The price on these goods is, however, higher than the old price. Whenever possible, however, which means in nearly every instance, these goods are pushed very strongly. This method of operating gives to the consumer who can not go above the old price a garment at good value, and to the man who can go higher a very good bargain.

In a number of instances, concessions have been noted made on last year's figures. This has been done despite the advances in prices in all the raw material markets. This has been done principally on fabrics which, though of similar grade, are of a changed construction from the lines shown a year ago. In fact, it is stated in many quarters that buyers are able to find goods well within their reach. By this is meant that the buyer is able to take certain lines which he formerly placed orders upon, but which, owing to the advancing tendency of prices, he thought it somewhat improbable he would be able to use again. By a comparison of last year's prices on many lines with those of a year ago this statement is easily proved.

The few ounces difference in the weight of the spring goods and the fall lines make, of course a corresponding difference in the prices holding upon the same. Many of the wholesale clothiers have not been slow in availing themselves of this price condition. Those who have certain, established by custom almost immemorial, fixed retail prices have been very quick to size up and take advantage of the opportunity this situation afforded them.

This opportunity is to be noted especially upon the lines of serges and similar staple worsted lines for the spring of 1907.

This in all probability accounts for the almost unprecedented business that has been reported upon the serge lines. As is well known, many serge lines were really never opened, having been sold up in the sub rosa showings. Whatever may have been the reason, the fact remains that an exceptional business has been recorded on the serges for next spring. Even the fact that the sellers stood out for an advance of from two to five per cent. seemingly had but little effect. Perhaps one effect that it did have was the fact that the buyers did more shopping than formerly, but their shopping did not interfere with their buying.

Perhaps the lines that may be termed the leaders in the advances scored are better grades of mercerized worsteds. The relative advances for the spring lines of 1907 have been relatively greater over the prices for 1906 than are to be noted in other lines of men's wear fabrics. In the words of the Battle Creek specialist, "There's a reason." If, as is true, the advance on mercerized fabrics of good quality is greater than on the all-worsted lines, the cause is not far to seek. The fine quality of cotton yarn which is used in the production of fine mercerized fabrics has advanced in price in a proportion that is relatively greater than has been the case with the worsted yarns. Also there is another fact that has much influence upon the situation. It is said that the demand for this fabric, especially from the country districts, is growing greater than the supply of properly finished mercerized fabrics. Styling, which always plays such an important part in the movement of fabrics, has in many lines of this class of cloths been especially excellent. Indeed, in the best lines, saving and excepting the material used in their construction, some of the best mercerized fabrics are regarded by many as the equal in every other respect of the higher grade all-worsted fabrics.

The same thing in a somewhat more limited sense is true of the cotton worsted lines. Many excellent styles are to be found in the large and varied assortment of the cotton worsteds now opened for the spring of 1907. The large number of attractive styles has quickened the buying to a point where it has the aspect almost of being speculative. At the present time the cotton worsteds are said to be outclassing the union cassimeres. The situation as viewed by one prominent seller is that, if lines of manipulated are not moving freely, there is something wrong with the lines or the method of placing them before the buyer. While there are many buyers in the market at the present time, the number is said by some to be below that of last year.

So far the staple woolen fabrics have been selling in a somewhat sparing manner. From this the manufacturers and sellers of the carded woolen fabrics argue that there is



Why It Sells

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

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

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

Because its quality is guaranteed.

\$2.50 per case.

\$2.40 in 5 case lots, freight allowed.

For Sale by all Jobbers

Manufactured by

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



Hart Canned Goods

These are really something very fine in way of Canned Goods. Not the kind usually sold in groceries but something just as nice as you can put up yourself. Every can full—not of water but solid and delicious food. Every can guaranteed.

JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

Simple Account File



A quick and easy method of keeping your accounts. Especially handy for keeping account of goods let out on approval, and for petty accounts with which one does not like to encumber the regular ledger. By using this file or ledger for charging accounts, it will save one-half the time and cost of keeping a set of books.

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

a better opportunity for them to get orders on their lines. The situation, in fact, is one that seems to indicate a much larger amount of business being consummated than seemed probable a month ago. The high-grade lines of woollens, as well as the high-class fancy worsteds, have not as yet been opened to any appreciable extent. These lines, however, will be opened during the latter part of the month, or two weeks earlier than usual. As to whether the woollens will move freely or not depends almost entirely upon the styles and fabrics. The relatively lower prices on woollens, as compared with the worsteds, will to a large degree attract the attention of the buyers. If the styles and fabrics are of such good quality as to give an additional attraction to the woolen fabrics, many regard it as reasonable to suppose that a good amount of orders will be booked on woollens. The manufacturer has been fully cognizant of the opportunity the situation gives, and has made every possible effort to get out of the old ruts and show fabrics that are attractive in styling and quality of material and finish.

Just a few words as to the fall situation as seen by the manufacturing clothiers. Since the first of the present month their full lines have been moving in such a way as to give them a feeling of confidence that the general results for the fall and winter business will be fully up to the average. They have found the retail situation much stronger than had been anticipated. The carried over stock has been found to have been of less volume than has popularly been supposed. Many retailers during January and February, by a series of special sales, were enabled to reduce their lines in heavy-weight suits and overcoats. That the overcoats were not very heavily taken is evidenced by the fact that the retailers are proceeding very cautiously in purchasing new lines of overcoats for the fall of 1906. Indeed, the wholesale clothiers have on the whole found the present season in overcoats one of the hardest that they have experienced. The summer business has been excellent, a condition that has quickened the courage of the retailer, and given him a large amount of capital with which to operate. The close of the fall season, it is believed in some quarters, will show that an average amount of business has been done.

Lanterns Guard Against Bears.

In the Williams River country of West Virginia the bears are greatly on the increase, and there is a blue grass settlement about the extreme head of the river called Beaver Dam, which has all but been driven out of the sheep business by bears. This is a hardship to small landowners whose farms lie at too great an elevation to raise grain.

On the Black Mountain run one man claimed to have identified the signs of 117 bears in one day's hunt. That seems a good many bears, but I have hunted and fished so long, and told about my adventures at so many campfires, that I can not consistently

deny anything. Nevertheless, every now and then a hunter runs on to a bear and kills it. Premeditated killing of bears is rarely known, as this wisest of the forest animals knows well how to avoid men. A rabbit is courageous compared to a black bear. This shows the superior intelligence of bruin.

About twenty years ago an unarmed fisherman killed a bear with a large stone at the Red Hole. He was resting at the top of a precipitous bank of Mauch Chunk shale when a bear, chased by dogs, came into the river and passed at the foot of the bank. The man cast a large stone down upon it and stunned it so that he was able to kill it. It was a two-year-old. The occurrence is well authenticated.

The sheepkillers are generally the biggest bears of them all, and are very wise. They never enter a field without first making a complete circuit to see if a man has crossed the fence. If he has they "withdraw." One sheep raiser found that hanging half a dozen lighted lanterns about his farm caused the bears to leave his flock severely alone.—Recreation.

Will Treble Its Capacity.

Albion, July 24—On account of the large demand for its work the Albion Malleable Iron Co. will soon treble the capacity of its plant. Another large building will be erected in which 100 molders will be employed. The company now employs about 50 men. For some time architects have been at work on plans and the enlargement of the plant will begin soon and be rushed to completion. The company recently added core-making to the work done at the foundry, and this department will be continued and will give employment to scores of girls and women. This company started about fifteen years ago in an old building on main street and there it remained for about five years, until it moved to its present quarters on the outskirts of the city, where it covers acres of land. The stock in the company is owned by local capitalists.

Has Immense Supply of Material.

St. Johns, July 24—About 450,000 or 600,000 pounds of leather, worth about \$20,000, and a large amount of machinery have been unloaded here for the shoe-heel factory to be operated by Morris Goldberger. It is hoped that the factory may start next week, soon after the arrival of the mechanic, C. H. Small. About 10,000 pairs of heels, ready for compressing, are in barrels awaiting the starting of the machinery. Mr. Goldberger states that an average workman should make about 200 pairs of heels per day. He also says he has more material now on hand than either of the two largest heel factories in the United States. It is a comparatively new industry in Michigan. Mr. Goldberger expects to begin the manufacture of potash soon after the factory starts, making it from scraps of leather.

You can not keep your eyes on your watch and your heart on your work.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
Candy, Corsets, Brass Goods,
Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal
Foods, Woodenware Specialties,
Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

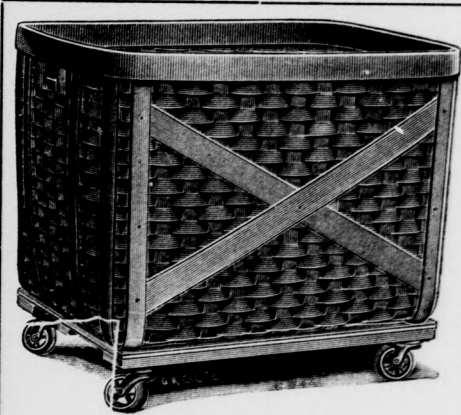
Prompt Service.

Reasonable Prices.

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

GRAND RAPIDS, MICH.

BALLOU BASKETS ARE BEST



X-strapped Truck Basket

A Gold Brick

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

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

BALLOU MFG. CO., Belding, Mich.

Judson Grocer Co.

Grand Rapids, Mich.

acts as distributing agent for

WHITE HOUSE
DWINELL-WRIGHT CO.
BOSTON.—Principal Coffee Roasters.—CHICAGO.
COFFEE

The cleanest, most honest and genuinely highest grade straight coffee that was ever roasted by living man. There isn't another coffee canned that begins to have the record for uniformity "White House" has, nor anywhere near its exquisite flavor and smooth, slick palatableness. Pin that to your lapel.



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.

Sold an Order After Seventy-Eight Turn Downs.

One Saturday some years ago, between 12 and 1 o'clock, the office boy brought me a card bearing the name of a salesman who was entirely unknown to me. The name of the firm which the salesman represented was also strange.

"Show the man in," I said. And he followed the boy into the office. He made a bad impression from the start. The first words showed that he was conscious of his awkwardness, that he didn't know how to make a beginning with his selling talk, and that he was battling against an overwhelming embarrassment.

Still there was something prepossessing about him. He seemed determined and resolute. There was something in his looks that was as good as an affidavit of his honesty and sincerity.

"This man has been a shop employee," I thought. "He has shown good ability and his employer has given him a chance on the road, but he is a bit too ignorant and unsophisticated to get on very well. I am afraid he will fail. Certainly he doesn't interest me." Aloud I said that there was nothing in his line which I needed at present; but that I'd keep his card (the usual way of letting a man down easy when one wants to get rid of him), and I gave him to understand pretty plainly that the interview was at an end.

The man made an awkward and blundering bow and got out of the room. I believe that he blurted out something about calling again, as the door closed behind him.

One could not help smiling at the hopeless helplessness of this good fellow in a field that was entirely strange and apparently formidable to him.

The next Saturday at the same hour (between 12 and 1) his card was brought to me again. I scrutinized it a moment before I could recall the person to whom the name on the card related, and then I remembered the "shop man" as I had mentally characterized him on his previous visit. I was too busy to let him practice his untrained selling methods on me, and so I sent him away without seeing him.

The next Saturday between 12 and 1 his card was handed in again.

"No," I said to the boy, "tell him that I can't see him. It isn't possible."

A week passed, and between 12 and 1 on Saturday the same thing happened. It happened again the following week and for every week there-

after for eighteen months. In all that time I never exchanged a word with the man after the first interview; I never gave him the least encouragement or asked him to call again. I turned him down as forcefully and finally as it was possible to do, but he didn't seem to understand that there was no hope for him. He never failed to be exactly on time—between 12 and 1 each Saturday—and he never manifested the least discouragement or impatience on being told that I would not see him.

I afterwards learned from the man at the information desk that my "shop man" always asked for me in the same way—brought out his card and presented it in exactly the same manner he had used the first time—waited with the same look of expectancy until the boy came back with the message that I was "too busy," when he would turn away without the slightest expression of feeling and walk out of the office with the confident step of the man who knows that success is only temporarily withheld.

Now there are seventy-eight Saturdays or thereabouts in eighteen months, and when the "shop man's" card was handed to me for the seventy-eighth time it dawned upon me that particular Saturday that there was something unusual in this man's persistence—that he was rather a curio in the world of salesmanship—that it would be interesting to talk with him even although, as I remembered from his first call, there was nothing in his proposition which in the least interested me.

So on the seventy-eighth Saturday I sent word for him to come in. He had lost his gawkiness in that year and a half, and when he began to speak I knew that I was talking to a man who knew his business and had something really worth while. He didn't secure my order out of sympathy—not a bit of it. But he did secure it because he made me see that he had a good thing. The order was a good sized one, and after the material that it called for was delivered I had another visit from my "shop man." He seemed anxious to know whether it was satisfactory in every particular, whether the delivery had been as punctual as promised, etc.

I have bought from him steadily since then, and that was years ago. He has other regular customers and many of them. The term "shop man" only applies to him now as an affectionate sobriquet, for he certainly merits the title "salesman" in its highest sense if ever a man in the selling field did.

This man knew how to be persistent without making his persistence offensive. He had the nerve and resolution to keep right on in spite of his own inexperience and the overwhelming odds against him. I believe that he might have been a bit more enterprising, and if he had been so might have succeeded in getting a second interview with me before the seventy-eighth trial. But, lacking enterprise, he more than made up for it by his ability to stick doggedly to his purpose.

The thought of his passing his card through the grating week after week with the same cheerful and stolid persistence has occurred to me many times in sharp contrast with certain salesmen who, after two or three discouraging interviews have scarcely succeeded in concealing their irritation and resentment until they were out of the office, and who, once out, did not return.

I have been both a buyer and a salesman, and so I am not speaking from merely one side of the question when I say that many salesmen pay too much attention merely to getting first orders and too little attention to keeping customers. What a buyer really wants is not only a good proposition in the first place, but continued good service—reliable service. He looks first to the salesman whom he expects to satisfy him in this respect, and only secondarily to the house which the salesman represents.

I have known salesmen to use great effort and promises in securing first orders, and having secured a first order consider themselves relieved of any further responsibility in the matter. Possibly through some confusion in their own office this order was not promptly filled, or there may have been other causes for dissatisfaction when the delivery was finally made. The salesman afterwards approaching the same buyer would perhaps look surprised and affronted to think that any complaint should be made to him. He would have the effect of saying: "Well, I sold you the goods. Having got your order the matter was out of my hands. Now I have come to get your order again, and I don't want to be reminded of any shortcomings which the house is to blame for."

But the buyer does not see it in that way. To his mind, either reasonably or otherwise, the salesman is to an extent responsible for any dissatisfaction which he may feel in regard to his purchase, and if that salesman wants a subsequent order he will be very wise to assume a degree of responsibility, even perhaps exceeding what the house would expect of him in this regard.

I remember an instance where a salesman showed himself particularly wise in such a case. His customer had ordered a large bill of goods with the understanding that delivery would be made on a certain date. Unless the delivery was made on that date he would have little need of the goods. It was not, however, stipulated in the order that he should not have to pay for the goods in case they failed to arrive on time.

The goods had been shipped by freight, thus saving a considerable expense that would have been entailed if they had been sent by express. At a late moment it was discovered that not enough time had been allowed to make the shipment by freight and deliver the goods to the customer at the promised time. There would be unavoidably two or three days' delay.

Owing to the extra expense the shipping department had strict orders not to send goods of this class by express, and the salesman who had secured the order failed in his endeavor

to get his firm to make an exception in this case. He thereupon shipped the goods by express at his own expense, and they were delivered at the promised time.

It turned out to be a good investment for him. In no other way could he have kept that customer's trade, and his commissions on subsequent orders from the concern netted him a handsome profit. There would have been no subsequent orders if the goods had not arrived promptly. How many salesmen in this man's place would have considered that they had done their level best when they sent the order in with urgent instructions that the delivery should not be made later than a certain date, and how many, when they found that the house was determined to take its time in the matter, would have said: "Well, I have done my best," and have tried to square themselves with the customer by showing that the delay was inevitable, and that he had been unreasonable in the first place in demanding the shipment on such short notice.

The salesman who looks after his customers himself, and who assures himself that they are getting satisfactory service is a man whom the buyers like to reward with orders.

The opinion which a buyer forms about a salesman rests not only upon important matters like these, but upon apparent trifles as well. I think most buyers form an unfortunate opinion about a salesman who offers them cigars.

The buyer is usually able to purchase his own smoking material, and he is very likely to have a brand which he prefers to any other.

If he is a fastidious smoker he does not like to be forever sampling new brands that are forced upon him. When a well meaning salesman thrusts some cigars upon his acceptance he either has to make a pretense of smoking them, or else stow them away in his desk to be

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

distributed afterwards to the janitors and the elevator boys. In the latter case he feels somehow as though he were betraying the friendly relation that is supposed to exist between two men when one accepts cigars from the other.

Moreover, he is likely to resent having such relationship thrust upon him or implied by a salesman's act in proffering cigars.

The salesman who makes the best impression is the one who talks business and business exclusively—who doesn't try to grease the track for his business proposition by preceding it with witticisms and funny stories—who doesn't attempt the "you-have-a-friend-in-me" tone of the man who always insists on shaking hands effusively, and shedding cigars on the buyer's desk.—C. A. Woodruff in Salesmanship.

Gripsack Brigade.

W. H. Benson, Eastern Michigan representative for the Beacon Falls Rubber Shoe Co., is spending his summer vacation with friends at Harrison.

E. D. Wright (Musselman Grocer Co.) is the happy father of an 8 pound girl, who recently put in an appearance at 9 Calkins avenue. She is so much pleased with her environment that she has concluded to remain some time.

John A. Raymond, traveling representative for Standart Bros., Ltd., with headquarters at Lansing, is spending his summer vacation in this city, the guest of his brother, Fred M. Raymond. He is accompanied by his wife and son.

Samuel R. Evans, Michigan representative for the Renfro Bros. Co., of Chicago, is spending a month's vacation with friends at Oneonta and Loomis, N. Y. He took his sample case along, however, and will probably be doing business in the old way within an hour after his arrival at the scene of his boyhood.

A. J. Denison, formerly with W. F. McLaughlin & Co., has recently taken charge of the coffee department of Franklin MacVeagh & Co. Mr. Denison, although still a young man, was with the above house for twenty years, working directly under the late W. F. McLaughlin. His experience includes five years as manager and buyer of their Santos house. It can literally be said that Mr. Denison has been through the mill (coffee mill).

C. E. Callender has been salesman for the National Cutlery Co. (Detroit) almost ever since its organization two years ago, and has had much to do with the success of its new policy of selling direct to the retailer. Part of the time he is directing the selling campaign from the office, with trips into the territory around Louisville. Mr. Callender has had a long and varied business experience, including a period on the road for a Pittsburgh glue house and with the Westinghouse Manufacturing Co., of Pittsburgh. He is a member of Milwaukee Council, No. 54, United Commercial Travelers. Mr. Callender is to be married in October to Miss Nell Chamberlain, of 65 Milwaukee avenue east.

SUCCESSFUL SALESMEN.

J. E. Sutton, Representing the Webb-Phillips Co.

John E. Sutton, better known as Jack, was born at London, Ontario, March 12, 1874. His parents were of English descent. He lived there until he was 12 years of age, when he removed to Detroit and sought and obtained employment in the stationery store of J. W. Fales & Co. at a salary of \$2 a week. He subsequently worked for J. T. Wing & Co. and Gourley Bros., with which house he remained as cashier and assistant book-keeper for three years. He was afterward with the National Loan & Investment Co. for three years in the same capacity. He then removed to Chicago, where he secured a position as bill clerk in the shipping department of Swift & Co. Six months later he transferred his



services to the Employers' Liability Insurance Co., where he had charge of the bond department of the institution. He then entered the employ of Jas. S. Kirk & Co. as Southern traveling representative, with headquarters at Nashville, Tenn. After remaining with this house two years he entered the employ of E. B. Millar & Co., who assigned him the Western Michigan territory with headquarters in Grand Rapids. After remaining with this house six years he formed an alliance with the Webb-Phillips Co., successor to the old-established house of the Geo. C. Wallace Co., which he will represent in Ohio, Pennsylvania, New York, West Virginia and Michigan, seeing the jobbing trade of these States every three or four months. Mr. Sutton has been elected Vice-President of the corporation. He has gotten out his samples, and worked Michigan for the past two weeks.

Mr. Sutton was married Oct. 1, 1902, to Miss Lena Katherine Scott, daughter of Prof. M. F. Scott, Commissioner of Schools of Ionia county. They will make their future home in Cleveland.

Mr. Sutton is an Episcopalian and a member of Grand Rapids Council, No. 131, U. C. T., but has no other fraternal relations. He is a brother of W. W. Sutton, of the jobbing rice house of Orme & Sutton, New York,

and also of E. S. Sutton, of the firm of Sutton & Cummings, of Memphis, Tenn.

Do the Birds Hold Up Two Fingers?

"I have been trying to make home happy for the birds in a new way, and the plan seems to work," said the man with the back yard.

"One morning early in the season I noticed the birds seemed to be taking a good deal of interest in a pan which somebody had left on the lawn and which had become filled with water from the spray. It was a dry, hot morning and the birds were going to that pan to drink. That gave me an idea. I decided that pan should remain there all summer. It has since been a regular adornment of the lawn, with the hose dripping a little stream of water into it all the time. It has not been strictly ornamental, but the effect it has had on the bird population has been surprising. At first only my own dooryard birds patronized this improvised fountain. Then as the weather grew hotter and dryer they began coming from the neighbors. I think my place is now the bird center for several blocks around. There are sparrows, robins, cat birds, orioles, an occasional swallow, a pair of humming birds and several that I do not know the names of. I did not know there were so many different kinds of birds in town until that pan of water drew them to my back yard.

"The pan is something more than a drinking place for the birds. It is also their old swimming hole. They come there and take their baths and some of them, especially the sparrows, act as I did when a boy and the weather was warm: They bathe early and often. They don't dive in, boy fashion—the pan is too shallow for that—and they probably would not do it anyway, but they splutter and splash and seem to have great fun nevertheless. And then they go over on the fence or hop around on the grass and dry their hair and comb their feathers. I don't know what the bird equivalent is for two fingers held aloft, the boy sign for swimming, but I think they have one. They will often come down to the pan in flocks, and as many as can will get in and the others will stand around chattering and gossiping, waiting for their turn.

"The bird pan has been a great success. The birds have enjoyed it immensely. And so have I. Not only that, but I think it has netted me some very substantial returns. There are no bugs or worms on my flowers this season. I haven't seen a grasshopper this summer, nor a caterpillar, nor any of those other destroyers of flowers and peace of mind. I ascribe this immunity to the birds. They pay for their bathing privileges by keeping the bugs away."

Food Actually Scarce in England.

Bacon, cheese, eggs and butter are scarce and dear in England, largely owing to the enormous demand for those commodities in America and Germany. America is also more and more using up its own wheat, and

Germany is consuming more and more of the available beet-sugar supply, so that though the last crop was one of the largest on record there is a shortage in England. Hence a strong movement in England to establish the sugar-beet industry. Hogs are in greater number in the United States, but Americans are eating more of their own bacon, and Germany has begun to compete for the surplus for which England has been the chief market. Whereas Germany used to export provisions she must secure in an increasing degree supplies for herself. Even though English ports are free the population of the protected countries of Germany and America are becoming more luxurious, so that the foreign supplies of food for England are diminishing. A week or two ago, while the American shipments of bacon to England were 14,000 or 15,000 boxes, about 4,000 boxes were sent to Germany, though none used to be sent, and the English market is short to that extent. Hogs are also scarce and dear in Canada, and Denmark's supply is now going to Germany instead of England, as formerly. Eggs are likewise scarce. Austria-Hungary, Russia, Roumania and all the Balkan States used to ship eggs to England. Germany was likewise a big exporter of eggs, butter, cheese and bacon. To-day Germany is sweeping the continent for eggs, and, as a consequence, last week in the Manchester, Liverpool and London markets it was scarcely possible to buy a continental egg. At this moment England is almost entirely dependent on Ireland for her supplies, with prices 20 per cent. higher than a year ago.

Steer Clear of the Andre Family.

Grand Ledge, July 24—H. Andre, of Barryton, and Frank and Eugene Andre, of this city, will continue the poultry business here under the firm name of the Grand Ledge Poultry Co., with Will Andre as manager.

The Andre family is a good family for honest shippers to avoid, judging by the recent fiasco of Will Andre and the disposition of the other members of the family to file trumped up claims to defeat the legitimate creditors in the work of realizing on the estate. The Tradesman has held all along that the proper place for Will Andre is the State prison, and it is not at all unlikely that he may land there before he is through with the creditors of the Grand Ledge Cold Storage Co.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, July 24—Creamery, fresh, 18@21c; dairy, fresh, 16@18c; poor, 13@15c.

Eggs—Fancy candled, 19c; choice, 18c.

Live Poultry — Broilers, 18@21c; fowls, 11@13c; ducks, 11@13c; 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@3; mediums, \$1.90@2; red kidney, \$2.60@2.75.

Rea & Witzig.



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. Calkins, Ann Arbor.
 Treasurer—H. G. Spring, Unionville.
 Executive Committee—John D. Muir, Grand Rapids; F. N. Maus, Kalamazoo; D. A. Hagans, Monroe; L. A. Seltzer, Detroit; Sidney A. Erwin, Battle Creek.
 Trades Interest Committee—H. G. Colman, Kalamazoo; Charles F. Mann, Detroit; W. A. Hall, Detroit.

KNIFELESS SURGERY.

Public Interest in the New Art of Healing.

Just at present public interest has been aroused in drug therapy by the agitation of the patent medicine question in the daily press and various literary magazines. The people seem to have great faith in the efficacy of all sorts of tinctures, powders, decoctions, infusions, pills and tablets, while really scientific physicians know that the efficient drugs with which all diseases of a nonsurgical character can be treated successfully are so few that a senior medical student could learn all about them in one week. The great task of the real physician is not to know how to write out prescriptions containing a large number of ingredients or diverse combinations of drugs but to utilize his five senses and mechanical appliances (instruments of precision) in order to recognize the nature of the disease. Scientific physicians know that the symptoms of disease are not manifestations of disease, as such, but altered functions of the human organism, which aim to overcome the disturbing causes; hence the physician has to deal with normal functions which have adapted themselves to the new and unusual conditions.

Basing his theory on such a recognition of the nature of symptoms, the physician will not look for the key to health on the druggist's shelves. Recently modern medical science has realized the value of the so-called physiological agents (drugless) in the treatment of disease. Among these need be mentioned only dietetics, water cure, exercise, rest, fresh air, heat in the form of superheated air, hot water baths and steam baths, light as in sunbaths, Finns ultra-violet rays, Roentgen, or X rays, massage, vibratory massage, electric currents, etc.

This "renaissance" in modern medicine has not been without influence on a large number of affections, for which the surgeon's knife had been the sole remedy a few years ago.

To-day the recognition of the value to the patient of certain symptoms, which to the layman appeared as things obnoxious which need com-

bating (fever, for instance) has not been without its influence on surgical affections.

The battle cry of the humane surgeon is: non nocere, or, in plain English, do no harm! The surgeon's knife, which has proved a blessing to suffering humanity, and which in many instances is the only means of saving life, is not without danger and risks. While it must be admitted that modern methods of operating enable a well trained surgeon to undertake bold operations, without having to fear serious injury to the patient from the operation itself, the fact remains that the knife, irrespective of the outcome, is in itself an undesirable therapeutic agent. Few patients consent as readily to an operation as they do to take a bath, an electric treatment or a bottle of medicine. In the majority of instances the patient submits to the knife either because he has failed to obtain relief from less risky methods or because there exists an urgent demand to save life.

For the last fifty years internal medicine and surgery have tried to encroach on each other's territory. Surgery, the younger of the two sciences, has become so gigantic in its forward strides that it looked for a time as if but little would be left for physicians to do. And even today there exists a border land, a sort of neutral zone, where the supremacy of either branch of the art of healing is in constant dispute.

It is, indeed, refreshing to note that neither the classic science of medicine nor the younger and bolder science of surgery has lost any prestige from this friendly rivalry.

Supporting each other, the combined science and art of medical practice has become a great and noble one, fully abreast of the times, enlightened, rational, broad minded, liberal and free from the mystic and the occult. It has rejected all sorts of sham and pretense, all forms of quackery and fanaticism.

Medicine, although in many respects a philosophic science, has, after all, but one utilitarian motive—viz.: the relief of physical and psychic suffering.

Of the value of prevention of disease, of the great problems of sanitation it has solved and tried to solve with a view of keeping the nations in good health, it is impossible even to form an approximate estimate.

But the crowning glory of medicine is found in the fact that the men whose specialty it is to relieve suffering with knife in hand are the ones who constantly search for knifeless methods to obtain the same results.

The Roentgen or so-called X ray is the first discovery which has proved useful in certain forms of cancer (epithelioma, sarcoma) and the surgeons were glad to lay aside the knife and make use of this agent. Now a number of inflammatory diseases are treated successfully without operation, the surgeons relying on physiological methods. Prof. August Bier, of Bonn, Germany, has shown that if we succeed in introducing the right kind of blood by purely mechanical means into a diseased organ, many infectious

and inflammatory diseases will get well without the knife.

And they do! This is only the beginning of the era of knifeless surgery. The end is not yet.

Gustavus M. Blech.

The Bald Headed Man's Turn.

A Kansas City coroner now fears that physicians and druggists will have to be bald headed. People are believing the story about doctors carrying disease germs in their whiskers, he says, and he thinks the time may come, he facetiously adds, when the doctor and the druggist will have to wear disinfected clothing and be bald headed to regain the confidence of their patients and patrons.

This is rather an optimistic view of the beatific future of the bald headed doctor and his brother, the druggist. It has been a long time since the bad little boys were eaten by the she bears for poking fun at the bald headed prophets, but in all these years the man with the polished poll has been the subject of ribald jest. Now he is to be regarded as the only simon pure sanitary human product.

If the opinion of the Kansas coroner spreads to those learned bodies, the boards of health, the harvest of the hirsute crop will be a heavy one among the doctors and the druggists. With it will come to the man who is prematurely bald the comforting reflection that, as every dog has his day, so, too, the man who has been shorn of his hair by nature. He may now rejoice over his brethren who have been wont to pride themselves on their facial adornments and waving locks.

The Drug Market.

Opium—Has again advanced on account of firm primary markets. Higher prices are looked for.

Quinine—Is dull and weak.

Morphine—Is as yet unchanged.

Citric Acid—Manufacturers have advanced the price 2c per pound on account of the higher price for crude material.

Bromides—Are very firm and an advance is looked for.

Cantharides—Are very firm and tending higher.

Oil Lemon—Has again advanced and is still tending higher.

Oil Neroli—Has doubled in price.

Oil Peppermint—Is unsettled.

Aloes—Are scarce and advancing.

Gum Camphor—Is very firm and tending higher.

Prime Green Buchu Leaves—Have advanced.

Jamaica Ginger—Has again advanced on account of the report that the crop is extremely small.

Pink Root—Which had advanced to over \$1.50, has declined to the old price.

Chemistry and its Five Epochs.

The annals of chemistry are a history with five grand epochs, according to Sir James Dewar. The first includes what little was known of chemistry as the Indians, Egyptians, and Hebrews taught it, and the technical arts of the Greeks and Romans, and extends down to the time of the later Alexandrian schools when chemistry appeared as a branch of oc-

cult training. The second period, that of alchemy, lasted until about the sixteenth century, when it was superseded by the epoch of Paracelsus and medical chemistry. In the fourth, inaugurated by Boyle, chemistry for the first time stood out as a definite subject with a special field of investigation apart from application, and with a body of ascertained facts and methods; while in the fifth, under the guidance of Lavoisier, it entered on its modern phase, becoming an exact science of number, weight, and measure.

The man who has a bed of roses usually sits up nights picking out the thorns.

**School Supplies
 Holiday Goods**

Wait for the big line.

FRED BRUNDAGE Wholesale Druggist
 Muskegon, Mich.

**Our
 Holiday Goods**

display will be ready soon.

See line before placing
 your order.

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

**PILES
 CURED**
 ...without...
**Chloroform,
 Knife or Pain**
Dr. Willard M. Burleson
 103 Monroe St., Grand Rapids

Booklet free on application

**The Jennings
 Perfumes**

Are Not Cheap
 But They Are Sweet

Our Specials:

**Dorothy Vernon
 Vernon Violet
 Magda
 Sweet Alsatian Roses**

We also make a full line of Natural Flower Odors. Direct through any wholesale drug house.

The Jennings Perfumery Co.
 Grand Rapids, Mich.

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Acidum		Copaiba	1 15@ 25	Scilla Co	50
Aceticum	6@ 8	Cubebae	1 20@ 30	Tolutan	50
Benzoinum, Ger.	70@ 75	Evechthitos	1 00@ 10	Prunus virg	50
Boracic	17	Erigeron	1 00@ 10		
Carbolicum	26@ 29	Gaultheria	2 25@ 2 35	Tinctures	
Citricum	52@ 55	Gerranium	oz 75	Anconitum Nap's R	60
Hydrochlor	3@ 5	Gossypii Sem gal	50@ 60	Anconitum Nap's F	50
Nitrosum	8@ 10	Hedeoma	2 25@ 2 50	Aloes	50
Oxalicum	10@ 12	Junipera	40@ 1 20	Arnica	50
Phosphoricum, dil.	15	Lavendula	90@ 2 75	Aloes & Myrrh	50
Salicylicum	42@ 45	Limons	1 35@ 1 40	Asafoetida	50
Sulphuricum	13@ 15	Mentha Piper	3 50@ 3 60	Aurore Belladonna	50
Tannicum	75@ 85	Mentha Verid	5 00@ 5 50	Aurant Cortex	50
Tartaricum	38@ 40	Morrhuae gal	1 25@ 1 50	Benzoin Co	50
Ammonia		Myrica	3 00@ 3 50	Benzoin Co	50
Aqua, 18 deg.	4@ 6	Olive	75@ 3 00	Barosma	50
Aqua, 20 deg.	6@ 8	Picea Liquida	10@ 12	Cantharides	50
Carbonas	13@ 15	Picea Liquida gal	35	Capiscum	50
Chloridum	12@ 14	Ricina	1 02@ 1 06	Cardamon	50
Aniline		Rosmarini	1 00@ 1 09	Cardamon Co	50
Black	2 00@ 2 25	Rosae oz	5 00@ 5 00	Catechu	50
Brown	80@ 1 00	Succini	40@ 45	Cinchona	50
Red	45@ 50	Sabina	90 1 00	Cinchona Co	50
Yellow	2 50@ 3 00	Santal	2 25@ 2 50	Columbia	50
Baccae		Sassafras	75@ 80	Cubebae	50
Cubebae .po. 22	18@ 20	Sinapis, ass. oz.	65	Cassia Acutifol	50
Juniperus	7@ 8	Tigil	1 10@ 1 20	Cassia Acutifol Co	50
Xanthoxylum	30@ 35	Thyme	40@ 50	Digitalla	50
Balsamum		Thyme, opt	1 60	Ergot	50
Copaiba	45@ 50	Theobromas	15@ 20	Ferri Chloridum	35
Peru	50@ 55	Potassium		Gentian	50
Terabin, Canada	60@ 65	Bi-Carb	15@ 18	Gentian Co	50
Tolutan	35@ 40	Bichromate	13@ 15	Gulaca	50
Cortex		Bromide	25@ 30	Gulaca ammon	50
Abies, Canadian.	18	Carb	12@ 15	Hyoscyamus	50
Cassiae	20	Chlorate .po.	12@ 14	Iodine	75
Cinchona Flava	18	Cyanide	24@ 38	Iodine, colorless	75
Buonymus atro.	30	Iodide	2 50@ 2 60	Kino	50
Myrica Cerifera	20	Potassa, Bitart pr	30@ 32	Lobelia	50
Prunus Virginl.	15	Potass Nitras opt	7@ 10	Myrrh	50
Quillaja, gr'd	12	Potass Nitras	6@ 8	Nux Vomica	50
Sassafras .po. 25	24	Prussiate	23@ 26	Opil	50
Ulmus	25	Sulphate po	15@ 18	Opil, camphorated	75
Extractum		Radix		Opil, deodorized	1 50
Glycyrrhiza Gla.	24@ 30	Aconitum	20@ 25	Quassia	50
Glycyrrhiza, po.	28@ 30	Althae	30@ 35	Rhatany	50
Haematox	11@ 12	Anchusa	10@ 12	Rhei	50
Haematox, is	13@ 14	Arum po	25	Sanguinaria	50
Haematox, 1/2s	14@ 15	Calamus	20@ 40	Serpentaria	50
Haematox, 1/4s	16@ 17	Gentiana po 15	12@ 15	Stromonium	60
Ferru		Glycyrrhiza pv 15	16@ 18	Tolutan	50
Carbonate Precip.	15	Hydrastis, Canada	1 90	Valerian	50
Citrate and Quina	2 00	Hydrastis, Can. po	2 00	Veratrum Veride.	50
Citrate Soluble	55	Hellebore, Alba.	12@ 15	Zingiber	20
Ferrocyanidum S	40	Inula, po	18@ 22		
Solut. Chloride	15	Ipecac, po	2 25@ 2 35	Miscellaneous	
Sulphate, com'l	2	Iris plox	35@ 40	Aether, Spts Nit 3f 30@	35
Sulphate, com'l, by	70	Jalapa, pr	25@ 30	Aether, Spts Nit 4f 34@	38
Sulphate, pure	7	Maranta, 1/4s	35	Alumen, gr'd po 7	3@ 4
Flora		Podophyllum po.	15@ 18	Annatto	40@ 50
Arnica	15@ 18	Rhei	75@ 1 00	Antimoni, po	4@ 5
Anthemis	30@ 35	Rhei, cut	1 00@ 1 25	Antimoni et po T	40@ 50
Matricaria	30@ 35	Rhei, pv	75@ 1 00	Antipyrin	25
Folia		Spigella	1 45@ 1 50	Antifebrin	20
Barosma	30@ 38	Sanuginari, po 18	50	Argent Nitras oz	54
Cassia Acutifol.	15@ 20	Serpentaria	50@ 55	Arsenicum	10@ 12
Cassia, Acutifol.	25@ 30	Senega	85@ 90	Balm Gilead buds	60@ 65
Salvia officinalis,	18@ 20	Smilax, off's H.	40	Bismuth B. N.	85@ 1 90
Uva Ursi	8@ 10	Smilax, M	25	Calcium Chlor, 1s	9
Gummi		Scilla po 45	20@ 25	Calcium Chlor, 1/2s	12
Acacia, 1st pkd.	45	Symplocarpus	25	Calcium Chlor, 1/4s	10
Acacia, 2nd pkd.	35	Valeriana Eng	25	Cantharides, Rus	1 75
Acacia, 3rd pkd.	28	Valeriana, Ger.	15@ 20	Capisci Fruc's af	20
Acacia, sifted sts.	45@ 65	Zingiber a	12@ 14	Capisci Fruc's po	22
Acacia, po.	22@ 25	Zingiber j	22@ 25	Cap'i Fruc's B po	20@ 25
Aloe Barb	22@ 25	Semen		Carphylus	20@ 22
Aloe, Cape	25	Anisum po 20	12@ 15	Carmin, No. 40.	50@ 55
Aloe, Socotri	25	Apium (gravel's)	4@ 6	Cera Alba	50@ 55
Ammoniac	55@ 60	Carul po 15	12@ 14	Cera Flava	40@ 42
Asafoetida	35@ 40	Cardamon	70@ 90	Crocus	1 75@ 1 80
Benzoinum	50@ 55	Coriandrum	12@ 14	Cassia Fructus	35
Catechu, 1s	13	Cannabis Sativa	7@ 8	Centraria	20
Catechu, 1/2s	14	Cydonium	75@ 1 00	Cateacum	35
Catechu, 1/4s	16	Chenopodium	25@ 30	Chloroform	32@ 32
Comphorae	1 12@ 1 16	Dipterix Odorate	80@ 1 00	Chloro'm Squibbs	90
Euphorbium	40	Foeniculum	18	Chloral Hyd Crsl	35@ 1 60
Galbanum	40	Foenugreek, po.	7@ 9	Chondrus	20@ 25
Gamboge .po. 1 35@ 1 45		Lini	4@ 6	Cinchonidine P-W	38@ 48
Gualacum .po. 35	45	Lini, gr'd. bbl. 2 1/2	3@ 6	Cinchonide Germ	38@ 48
Kino .po. 45c	45	Lobelia	75@ 80	Cocaine	3 55@ 3 75
Mastic	40	Pharlaris Cana'n	9@ 10	Corks list D P Ct.	75
Myrrh .po. 50	45	Rapa	5@ 6	Cresotum	45
Opil	325@ 3 35	Sinapis Alba	7@ 9	Creta	75
Shellac	60@ 70	Sinapis Nigra	9@ 10	Creta, prep	5
Shellac, bleached	60@ 65	Spiritus		Creta, precip	11
Tagacanth	70@ 1 00	Fruimenti W D. 2	00@ 2 50	Creta, Rubra	8
Herba		Fruimenti	1 25@ 1 50	Crocus	1 15@ 1 20
Absinthium	4 50@ 4 60	Juniperis Co O T 1	65@ 2 00	Cudbear	24
Eupatorium oz pk	20	Juniperis Co	1 75@ 2 50	Cupri Sulph	6@ 8
Lobelia .oz pk	25	Saccharum N E 1	90@ 2 10	Dextrine	10
Majorum .oz pk	28	Spt Vini Galli	1 75@ 6 50	Emery, all Nos.	8
Mentha Pip. oz pk	23	Vini Oporto	1 25@ 2 00	Emery, po	8
Mentha Ver. oz pk	25	Vina Alba	1 25@ 2 00	Ergota .po. 65	60@ 65
Rue .oz pk	39	Sponges		Ether Sulph	70@ 80
Tanacetum .V.	22	Florida Sheeps' wool	3 00@ 3 50	Flake White	12@ 15
Thymus V. oz pk	25	Nassau sheeps' wool	3 50@ 3 75	Galia	23
Magnesia		Velvet extra sheeps'	2 00	Gambler	8@ 9
Calcined, Pat	55@ 60	wool, carriage.	2 00	Gelatin, Cooper.	60
Carbonate, Pat.	18@ 20	Extra yellow sheeps'	2 00	Gelatin, French	35@ 60
Carbonate, K-M.	18@ 20	wool carriage.	2 00	Glassware, fit box	75
Carbonate	18@ 20	Grass sheeps' wool,	2 25	Less than box	70
Oleum		carriage	2 25	Glue, brown	11@ 13
Absinthium	4 90@ 5 00	Hard, slate use.	2 25	Glue white	15@ 25
Amygdalae, Dulc.	50@ 60	Yellow Reef, for	2 40	Glycerina	12@ 16
Amygdalae, Ama	80@ 8 25	slate use	2 40	Grana Paradisi	25
Anisi	1 75@ 1 80	Syrups		Humulus	35@ 60
Aurant Cortex	2 75@ 2 85	Acacia	50	Hydrarg Ch. Mt	90
Bergamli	2 75@ 2 85	Aurant Cortex	50	Hydrarg Ch Cor	85
Caffnuti	85@ 90	Zingiber	50	Hydrarg Ox Ru'm	21 00
Carvophilli	1 30@ 1 40	Ipecac	50	Hydrarg Ammo'l	21 10
Cedar	50@ 90	Ferri Iod	50	Hydrarg Ungue'm	50@ 60
Chenopadii	3 75@ 4 00	Rhei Arom	50	Hydrargyrum	75
Cinnamoni	1 15@ 1 25	Smilax Off's	50@ 60	Ichthyobolla, Am.	90@ 1 00
Citronella	60@ 65	Senega	50	Iodine, Resubi	3 85@ 3 90
Conium Mac	80@ 90	Scilla	50	Iodoform	90@ 1 00

Liquor Arsen et	25	Rubia Tinctorum	12@ 14	Vanilla	9 00@
Hydrarg Iod	25	Saccharum La's	22@ 25	Zinci Sulph	7@
Liq Potass Arsenit	10@ 12	Salacin	50@ 4 75	Oils	
Magnesia, Sulph.	2@ 3	Sanguis Drac's	40@ 50	Whale, winter	bbl. gal.
Magnesia, Sulph bbl	15@	Sapo, W	12@ 14	Lard, extra	70@ 70
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, No. 1	60@ 65
Menthol	3 30@ 3 40	Sapo, G	15	Linseed, pure raw	37@ 40
Morphia, S P & W2	35@ 2 60	Seidlitz Mixture	20@ 22	Linseed, boiled	38@ 41
Morphia, S N Y Q3	25@ 2 60	Sinapis	18	Neat's-foot, w str	65@ 70
Morphia, Mal.	2 35@ 2 60	Sinapis, opt	30	Spts. Turpentine	Market
Moschus Canton.	40	Snuff, Maceaboy,	51	Paints	bbl. L.
Myristica, No. 1	25@ 30	DeVoes	51	Red Venetian	1 1/2 @ 2 @ 3
Nux Vomica po 15	10	Snuff, S'h DeVoe's	51	Ochre, yel Mars	1 1/2 @ 2 @ 4
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Ber	1 1/2 @ 2 @ 3
Pepsin Saac, H &	1 00	Soda, Boras, po.	9@ 11	Putty, commer'l	2 1/2 @ 2 3/4 @ 3
P D Co	1 00	Soda et Pot's Tart	25@ 28	Vermillion, Prime	American
Picls Liq N N 1/2	2 00	Soda, Carb	1 1/2 @ 2	Vermillion, Eng.	75@ 80
gal doz	2 00	Soda, Bi-Carb	3@ 5	Green, Paris	24 @ 30
Picls Liq qts	1 00	Soda, Ash	3 1/2 @ 4	Green, Peninsular	13@ 16
Picls Liq pints	60	Soda, Sulphas	2	Lead, red	7 1/4 @ 7 1/2
Pil Hydrarg po 30	50	Spts, Cologne	2 60	Lead, white	7 1/4 @ 7 1/2
Piper Nigra po 22	18	Spts, Ether Co.	50@ 55	Whiting, white S'n	90
Piper Alba po 35	30	Spts, Myrcia Dom	2 00	Whiting, white S'n	95
Pix Burgum	8	Spts, Vini Rect bbl	1 05@ 1 21	White, Paris Am'r	1 25
Plumbi Acet	12@ 15	Spts, V'l Rect 1/2 b	1 05@ 1 21	Whit'g Paris Eng	1 40
Pulvis Ip'c et Opil	1 30@ 1 50	Spts, V'l R't 5 gal	1 05@ 1 21	Universal Prep'd	1 10@ 1 20
Pyrethrum, bxs H	75	Strychnia, Cryst'l	1 05@ 1 21	Varnishes	
& P D Co. doz	75	Sulphur Subl	2 1/2 @ 3	No. 1 Turp Coachi	10@ 1 20
Pyrethrum, pv	20@ 25	Sulphur, Roll	2 1/2 @ 3	Extra Turp	60@ 1 70
Quassia	8@ 10	Tamarinds	8@ 10		
Quino, S P & W.	18@ 28	Terebenth Venice	28@ 30		
Quina, S Ger.	18@ 28	Theobromae	45@ 50		
Quina, N. Y.	18@ 28				

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
Ammonia	1	1
Axle Grease	1	1
Baked Beans	1	1
Bluing	1	1
Bath Brick	1	1
Brooms	1	1
Brushes	1	1
Butter Color	1	1
Confections	11	11
Candles	1	1
Canned Goods	1	1
Carbon Oils	2	2
Catsup	2	2
Cereals	2	2
Cheese	2	2
Chewing Gum	3	3
Chicory	3	3
Chocolate	3	3
Clothes Lines	3	3
Cocoa	3	3
Cocanut	3	3
Cocoa Shells	3	3
Coffee	3	3
Cream Tartar	4	4
Crackers	3	3
Dried Fruits	4	4
Farinaceous Goods	5	5
Fish and Oysters	10	10
Fishing Tackle	5	5
Flavoring Extracts	5	5
Fresh Meats	5	5
Fruits	11	11
Gelatine	5	5
Grain Bags	5	5
Grains and Flour	5	5
Herbs	6	6
Hides and Pelts	10	10
Jelly	6	6
Licorice	6	6
Meat Extracts	6	6
Mince Meat	6	6
Molasses	6	6
Mustard	6	6
Nuts	11	11
Oilves	6	6
Pipes	6	6
Pickles	6	6
Playing Cards	6	6
Potash	6	6
Provisions	6	6
Rice	7	7
Salad Dressing	7	7
Saleratus	7	7
Salt Soda	7	7
Salt	7	7
Salt Fish	7	7
Seeds	7	7
Shoe Blacking	7	7
Snuff	8	8
Soap	8	8
Soda	8	8
Soups	8	8
Spices	8	8
Starch	8	8
Sugar	8	8
Syrups	8	8
Tea	8	8
Tobacco	9	9
Twine	9	9
Vinegar	9	9
Washing Powder	9	9
Wicking	9	9
Woodenware	9	9
Wrapping Paper	10	10
Yeast Cake	10	10

1	2
ARCTIC AMMONIA	Plums
12 oz. ovals 2 doz. box...75	Plums @ 1.00
AXLE GREASE	Peas
Frazer's	Marrowfat @ 1.00
1lb. wood boxes, 4 dz. 3.00	Early June @ 1.00
1lb. tin boxes, 3 doz. 2.35	Early June Sifted 1 25@1.60
3 1/2 lb. tin boxes, 2 dz. 4.25	Peaches
10lb. pails, per doz. 6.00	Pie @ 1.00
15lb. pails, per doz. 7.20	Yellow @ 1.50
25lb. pails, per doz. 12.00	Pineapple
BAKED BEANS	Grated @ 1.25
Columbia Brand	Sliced @ 1.35
1lb. can, per doz. 90	Pumpkin
2lb. can, per doz. 1.40	Fair @ 70
3lb. can, per doz. 1.80	Good @ 1.00
BATH BRICK	Fancy @ 1.80
American @ 75	Gallon @ 2.00
English @ 85	Raspberries
BLUING	Standard @
Arctic Bluing	Russian Caviar
6 oz. ovals 3 doz. box...40	1/4 lb. cans @ 3.75
16 oz. round 2 doz. box...75	1 1/2 lb. cans @ 7.00
BROOMS	1 lb. cans @ 12.00
No. 1 Carpet @ 2.75	Salmon
No. 2 Carpet @ 2.35	Col'a River, talls 1 80@1.85
No. 3 Carpet @ 2.15	Col'a River, flats 1 90@1.95
No. 4 Carpet @ 2.15	Red Alaska @ 20@1.30
No. 5 Carpet @ 2.15	Pink Alaska @ 1.00
Parlor Gem @ 2.40	Sardines
Common Whisk @ 85	Domestic, 1/4 s. @ 3%
Fancy Whisk @ 1.20	Domestic, 1/2 s. @ 5
Warehouse @ 3.00	Domestic, Must'd 5 1/2 @ 9
BRUSHES	California, 1/4 s. @ 11
Scrub	California, 1/2 s. @ 17
Solid Back 8 in. @ 75	French, 1/4 s. @ 7
Solid Back 11 in. @ 95	French, 1/2 s. @ 18
Pointed Ends @ 85	Shrimps
Stove	Standard @ 1.20
No. 3 @ 75	Succotash
No. 2 @ 1.10	Fair @ 85
No. 1 @ 1.75	Good @ 1.00
Shoe	Fancy @ 1.25
No. 8 @ 1.00	Strawberries
No. 7 @ 1.30	Standard @ 1.10
No. 4 @ 1.70	Fancy @ 1.40
No. 3 @ 1.90	Tomatoes
BUTTER COLOR	Fair @ 1.20
W. R. & Co.'s, 15c size. 1.25	Good @ 1.25
W. R. & Co.'s, 25c size. 2.00	Fancy @ 1.35
CANDLES	Gallons @ 3.75
Electric Light, 8s. @ 9 1/2	CARBON OILS
Electric Light, 16s. @ 10	Barrels
Paraffine, 6s. @ 9	Perfection @ 10 1/2
Paraffine, 12s. @ 9 1/2	Water White @ 10
Wicking @ 20	D. S. Gasoline @ 15
CANNED GOODS	76 Gasoline @ 19
Apples	87 Gasoline @ 19
2lb. Standards @ 1.00	Deodor'd Nap'a @ 13 1/2
Gallon @ 4.00	Cylinder @ 29
Blackberries	Engine @ 16
2lb. @ 90@1.75	Black, winter @ 9
Standards gallons @ 75	CEREALS
Beans	Breakfast Foods
Baked @ 80@1.30	Bordeau Flakes, 36 1lb. 2.50
Red Kidney @ 85@.95	Cream of Wheat, 36 2lb. 4.50
String @ 76@1.15	Egg-O-See, 36 pks. 2.85
Wax @ 75@1.25	Exello Flakes, 36 1lb. 2.60
Blueberries	Exello, large pks. 4.50
Standard @ 1.40	Force, 36 2 lb. pks. 4.50
Gallon @ 75	Grape Nuts, 2 doz. 2.70
Brook Trout	Malta Ceres, 24 1lb. 2.40
2lb. cans, spiced @ 1.90	Malta Vita, 36 1lb. 2.40
Clams	Mapl-Flake, 36 1lb. 4.05
Little Neck, 1lb. 1.00@1.25	Pillsbury's Vitos, 3 dz. 4.25
Little Neck, 2lb. @ 1.50	Ralston, 36 2lb. 4.50
Clam Bouillon	Sunlight Flakes, 36 1lb. 2.85
Burnham's 1/2 pt. @ 1.90	Sunlight Flakes, 20 lbs 4.50
Burnham's pts. @ 3.60	Vigor, 36 pks. 2.75
Burnham's cts. @ 7.20	Zest, 20 2lb. @ 2.10
Cherries	Zest, 36 small pks. 4.50
Red Standards @ 1.30@1.50	Crescent Flakes
White @ 1.50	One case @ 2.50
Corn	Five cases @ 2.40
Fair @ 60@.75	Special deal until July 1
Good @ 85@.90	One case free with ten cases.
Fancy @ 1.25	One-half case free with 5 1/2 cases.
French Peas	One-fourth case free with 2 1/2 cases.
Sur Extra Fine @ 22	Freight allowed.
Extra Fine @ 19	Rolled Oats
Fine @ 15	Rolled Avena, bbl. 4.90
Moyen @ 11	Steel Cut, 100 lb. sacks 2.50
Gooseberries	Monarch, bbl. 4.65
Standard @ 90	Monarch, 90 lb. sacks 2.30
Hominy	Quaker, cases @ 3.10
Standard @ 85	Cracked Wheat
Lobster	Bulk @ 3 1/4
Star, 1/2 lb. @ 2.15	24 2 lb. packages @ 2.50
Star, 1lb. @ 3.90	CATSUP
Picnic Tails @ 2.60	Columbia, 25 pts. @ 4.50
Mackerel	Columbia, 25 1/2 pts. @ 5.00
Mustard, 1lb. @ 1.80	Snider's quarts @ 3.25
2lb. @ 2.80	Snider's pints @ 2.25
Soused, 1 1/2 lb. @ 1.80	Snider's 1/2 pints @ 1.30
Soused, 2lb. @ 2.80	CHEESE
Tomato, 1lb. @ 1.80	Acme @ 11 1/2
Tomato, 2lb. @ 2.80	Carson City @ 11 1/2
Mushrooms	Elsie @ 14 1/2
Hotels @ 15@ 20	Emblem @ 11 1/2
Buttons @ 22@ 25	Gem @ 12 1/2
Oysters	Ideal @ 14
Cove, 1lb. @ 90	Jersey @ 12 1/2
Cove, 2lb. @ 1.60	
Cove, 1lb. Oval @ 1.00	

3	4	5
Peerless @	Cocoanut H'y Fingers 12	Raisins
Riverside @12	Cocoanut Macaroons18	London Layers, 3 cr
Springdale @11	Dixie Sugar Cookie 9	London Layers, 4 cr
Warner's @12	Fruit Honey Squares 12½	Cluster, 5 crown
Brick @12	Frosted Cream 8	Loose Muscatels, 2 cr
Leiden @15	Fluted Cococanut10	Loose Muscatels, 3 cr @7½
Limburger @12	Fig Sticks12	Loose Muscatels, 4 cr @7½
Pineapple40	Ginger Gems 8	L. M. Seeded, 1 lb. 8 @8½
Sap Sago @19	Graham Crackers 8	L. M. Seeded, ½ lb.
Swiss, domestic @14½	Ginger Snaps, N. B. C. 7	Sultan's, bulk
Swiss, imported @20	Hazelnut11	Sultan's, package 7½ @ 8
CHEWING GUM	Hippodrome10	FARINACEOUS GOODS
American Flag Spruce 50	Honey Cake, N. B. C. 12	Beans
Beeman's Pepsin 55	Honey Fingers, As Ice. 12	Dried Lima 6
Edam 90	Honey Jumbles12	Med. Hd Pk'd1.75 @ 1.85
Best Pepsin 45	Household Cookies As 8	Brown Holland 2.25
Best Pepsin, 5 boxes. 2.00	Iced Honey Crumpets 10	Farina
Black Jack 50	Imperial 8	24 1lb. packages1.75
Largest Gum Made 55	Jersey Lunch 8	Bulk, per 100 lbs. 8.00
Sen Sen 50	Jamaica Gingers10	Hominy
Sen Sen Breath Perf. 95	Kream Klips20	Flake, 50lb. sack1
Sugar Loaf 50	Lady Fingers12	Pearl, 200lb. sack3.70
Yucatan 50	Lem Yen11	Pearl, 100lb. sack1.85
CHICORY	Lemon Gems10	Maccaroni and Vermicelli
Bulk 5	Lemon Biscuit Sq. 8	Domestic, 10lb. box 60
Red 7	Lemon Wafer16	Imported, 25lb. box. 2.50
Eagle 4	Lemon Cookie 8	Pearl Barley
Franch's 7	Malaga11	Common 2.15
Schener's 6	Mary Ann 8	Chester 2.25
CHOCOLATE	Marshmallow Walnuts 16	Empire 3.25
Waiter Baker & Co.'s	Muskegon Branch, iced 11	Peas
German Sweet 22	Molasses Cakes 8	Green, Wisconsin, bu. 1.25
Premium 28	Mouthful of Sweetness 14	Green, Scotch, bu.1.30
Vanilla 41	Mixed Picnic11½	Split, lb. 4
Caracas 35	Mich. Frosted Honey. 12	Sago
Eagle 28	Newton12	East India6½
COCOA	Nu Sugar 8	German, sacks6½
Baker's 35	Nic Nacs 8	German, broken pkg.
Cleveland 41	Oatmeal Crackers 8	Taploca
Colonial, ¼s 35	Okay10	Flake, 110 lb. sacks7
Colonial, ½s 33	Orange Slices16	Pearl, 130 lb. sacks7
Epps 42	Orange Gems 8	Pearl, 24 lb. pks.7½
Huyler 45	Penny Cakes, Asst. 8	FLAVORING EXTRACTS
Van Houten, ¼s 12	Pineapple Honey15	Foot & Jenks
Van Houten, ½s 20	Plum Tarts12	Coleman's Van. Lem.
Van Houten, 1s 40	Pretzels, Hand Md.8½	2 oz. Panel1.20 75
Van Houten, 1s 72	Pretzellettes, Hand Md. 8½	3 oz. Taper2.00 1.50
Webb 28	Pretzellettes, Mac Md. 7½	No. 4 Rich. Blake 2.00 1.50
Wilbur, ½s 41	Raisin Cookies 8	Jennings
Wilbur, ¼s 42	Revere, Assorted14	Terpeneless Ext. Lemon
COCOANUT	Richwood 8	Doz.
Dunham's ¼s 26	Rube 8	No. 2 Panel D. C.75
Dunham's ½s & ¼s. 26½	Scotch Cookies10	No. 4 Panel D. C.1.50
Dunham's ¼s 27	Snow Creams16	No. 6 Panel D. C.2.00
Dunham's ½s 28	Snowdrop16	Taper Panel D. C.1.50
Bulk 13	Spiced Gingers 9	1 oz. Full Meas. D. C.65
COCOA SHELLS	Spiced Gingers, Iced. 10	2 oz. Full Meas. D. C. 1.20
20lb. bags 2½	Spiced Sugar Tops 9	4 oz. Full Meas. D. C. 2.25
Less quantity 3	Sultana Fruit15	Jennings
Pound packages 4	Sugar Cakes 8	Mexican Extract Vanilla
COFFEE	Sugar Squares, large or small @ 8	Doz.
Rio	Superba 8	No. 2 Panel D. C.1.20
Common13½	Sponge Lady Fingers 25	No. 4 Panel D. C.2.00
Fair14½	Urchins11	No. 6 Panel D. C.3.00
Choice16½	Vanilla Wafers16	Taper Panel D. C.2.00
Fancy20	Vienna Crimp 8	1 oz. Full Meas. D. C.85
Santos	Waverly 8	2 oz. Full Meas. D. C. 1.60
Common13½	Water Crackers (Bent & Co.) @ 16	4 oz. Full Meas. D. C. 3.00
Fair14½	Zanzibar 9	No. 2 Assorted Flavors 75
Choice16½	In-er Seal Goods.	GRAIN BAGS
Fancy19	Doz.	Amoskeag, 100 in bale 19
Peaberry19	Almond Bon Bon\$1.50	Amoskeag, less than bl 19½
Maracaibo	Albert Biscuit1.00	GRAINS AND FLOUR
Fair16	Animals1.00	Wheat
Choice19	Breemner's But. Wafers 1.00	No. 1 White 73
Mexican	Butter Thin Biscuit. 1.00	No. 2 Red 75
Choice16½	Cheese Sandwich1.00	Winter Wheat Flour
Fancy19	Cocanut Macaroons @ 2.50	Local Brands
Guatemala	Cracker Meal 75	Patents4.50
Choice15	Faust Oyster1.00	Second Patents4.30
Java	Fig Newtons1.00	Straight4.10
African14½	Five O'clock Tea1.00	Second Straight3.90
Fancy African17	Frosted Coffee Cake1.00	Clear3.30
O. G.25	Frotana1.00	Graham3.75
P. G.31	Ginger Snaps, N. B. C. 1.00	Buckwheat4.40
Mocha	Graham Crackers1.00	Rye3.75
Arabian21	Lemon Snaps 50	Subject to usual cash discount.
Package	Marshmallow Dainties 1.00	Flour in barrels, 25c per barrel additional.
New York Basis	Oatmeal Crackers1.00	Worden Grocer Co.'s Brand
Arbuckle15.00	Pysterettes 50	Quaker, paper3.80
Dilworth15.00	Pretzellettes, H. M.1.00	Quaker, cloth4.00
Jersey15.00	Royal Toast1.00	Wykes-Schroeder Co.
Lion13.50	Saltine1.00	Eclipse4.10
McLaughlin's XXXX	Saratoga Flakes1.50	Kansas Hard Wheat Flour
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	Seymour Butter1.00	Judson Grocer Co.
Extract	Social Tea1.00	Fanchon, ¼s cloth4.80
Holland, ½ gro boxes 95	Soda, N. B. C.1.00	Spring Wheat Flour
Felix, ½ gross1.15	Soda, Select1.00	Roy Baker's Brand
Hummel's foil, ½ gro. 85	Sponge Lady Fingers. 1.00	Golden Horn, family. 4.60
Hummel's tin, ½ gro. 1.43	Sultana Fruit Biscuit. 1.50	Golden Horn, baker's. 4.50
CRACKERS	Unedea Biscuit 50	Calumet4.30
National Biscuit Company	Unedea Jinjer Wayfer 1.00	Wisconsin Rye3.60
Brand	Unedea Milk Biscuit. .50	Judson Grocer Co.'s Brand
Butter	Vanilla Wafers1.00	Ceresota, ¼s5.00
Seymour, Round6	Water Thin1.00	Ceresota, ½s4.90
New York, Square6	Zu Zu Ginger Snaps. .50	Ceresota, ¾s4.80
Family6	Zwieback1.00	Gold Mine, ¼s cloth. 4.60
Salted, Hexagon6	CREAM TARTAR	Gold Mine, ½s cloth. 4.50
Soda	Barrels or drums @ 29	Gold Mine, ¼s paper. 4.40
N. B. C. Soda6	Boxes @ 30	Gold Mine, ½s paper. 4.40
Select Soda8	Square cans @ 32	Gold Mine, ¾s paper. 4.40
Saratoga Flakes13	Fancy caddies @ 35	Gold Mine, ¼s paper. 4.40
Zephyrettes13	DRIED FRUITS	Lemon & Wheeler's Brand
Oyster	Apples	Wingold, ¼s4.90
N. B. C. Round6	Sundried 7½ @ 8	Wingold, ½s4.80
N. B. C. Square, Salted 6 ½	Evaporated @ 11	Wingold, ¾s4.70
Faust, Shell7 ½	California Prunes	Pillsbury's Brand
Sweet Goods	100-125 25lb. boxes. @ 6	Best, ¼s cloth5.15
Animals10	80-90 25lb. boxes @ 6 ½	Best, ½s cloth4.95
Atlantic, Assorted10	70-80 25lb. boxes @ 7	Best, ¾s paper5.00
Bagley Gems 8	60-70 25lb. boxes @ 7 ½	Best, 1s paper5.00
Belle Isle Picnic11	50-60 25lb. boxes @ 7 ¾	Best, wood5.15
Brittle11	40-50 25lb. boxes @ 8 ½	Worden Grocer Co.'s Brand
Cartwheels, S & M. 8	30-40 25lb. boxes @ 8 ¾	Laurel, ¼s cloth5.00
Current Fruit10	¼c less in 50lb. cases.	Laurel, ½s cloth4.90
Cracknels16	Citron	Laurel, ¾s & 1s paper 4.80
Coffee Cake, N. B. C. @ 10	Currents	Laurel, 1s4.80
Cocanut Taffy12	Imp'd 1 lb. pkg. @ 7 ½	Wykes-Schroeder Co.
Cocoa Bar10	Imported bulk @ 7 ½	Sleepy Eye, ¼s cloth. 4.80
Chocolate Drops16	Peel	Sleepy Eye, ½s cloth. 4.70
Cocanut Drops12	Lemon American14	Sleepy Eye, ¾s paper. 4.60
Cocanut Honey Cake. 12	Orange American12	Sleepy Eye, 1s paper. 4.60

6	7	8	9	10	11
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. 22 00 Winter Wheat Bran 19 00 Winter Wheat Mid'g 21 00 Cow Feed 24 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 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. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 50 Liebig's Chicago, 4 oz. 5 50 Liebig's Imported, 2 oz. 4 50 Liebig's Imported, 4 oz. 8 50 MOLASSES New Orleans Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 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 Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88 Small Barrels, 2,400 count 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover enameled 1 60 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 Babbitt's 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess Fat Black 16 75 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 1/2 60 lb. tubs advance 1/2 50 lb. tins advance 1/2 20 lb. pails advance 1/2 10 lb. pails advance 1/2 5 lb. pails advance 1 3 lb. pails advance 1 Sausages Bologna 5 Liver 6 1/2 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7 	Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet 1/2 bbls. 1 10 1/2 bbls., 40 lbs. 1 85 1/2 bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 1/2 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 @ Fair La. hd. @ 6 Choice La. hd. @ 6 1/2 Fancy La. hd. @ 7 Carolina, ex. fancy 6 @ 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. Arm and Hammer 3 15 Deland's 3 00 Dwight's Cow 3 15 Emblem 2 10 W. P. 3 00 Lyandotte, 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 100 3 lb. sacks 2 10 60 5 lb. sacks 2 00 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 Common Granulated, fine 80 Medium, fine 85 SALT FISH Cod Large whole @ 6 1/2 Small whole @ 6 Strips or bricks 7 1/2 @ 10 Pellets @ 3 1/4 Halibut Strips 13 Chunks 13 1/2 Herring Holland 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 Scales 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 4 50 100lb. 5 25 50lb. 1 12 10lb. 2 40 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 Mustard, white 3 Poppy 4 1/2 Rape 4 1/2 Cuttle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish 9 @ 11 Miller's Crown Polish 85 	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rapple in jars. 43 SOAP Central City Soap Co. 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 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Ivory, 10 oz. 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. Wrisley Good Cheer 4 00 Old Country 3 40 Soap Powders Central City Soap Co. 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 4lb. 3 80 Pearline 3 75 Soapine 3 10 Babbitt's 1776 3 75 Roseine 3 50 Armour's 3 70 Wisdom 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. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Scourine Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5 1/2 Kegs, English 4 1/2 Columbia 3 00 Red Letter 90 SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Ambayna 25 Cloves, Zanzibar 18 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 Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochin 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4 @ 5 3lb. packages 4 1/2 @ 5 6lb. packages 5 1/2 @ 5 40 and 50lb. boxes 3 @ 3 1/2 Barrels 2 @ 3 Common Corn 20lb. packages 5 40lb. packages 4 @ 7 SYRUPS Corn 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 2 dz. in case 1 85 2 1/2lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan 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 Siftings 9 @ 11 Fannings 12 @ 14 	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 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 31 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 33 Standard Navy 37 Spear Head, 7 oz. 47 Spear Head, 14 1/2 oz. 44 Nobby Twist 55 Jolly Tar 39 Old Honesty 43 Toddy 34 J. T. 38 Piper Heidsick 66 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kila Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1 1/2 oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2 1/2 oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1 1/2 oz. 39 Plover Boy, 3 1/2 oz. 39 Peerless, 3 1/2 oz. 35 Peerless, 1 1/2 oz. 38 Air Brake 36 Cant Hook 30 Country Club 32-34 Forex-XXXX 30 Good Indian 25 Self Binder, 16oz. 8oz. 20-22 Silver Foam 24 Sweet Marie 32 Royal Smoke 42 TWINE Cotton, 3 ply 22 Cotton, 4 ply 22 Jute, 2 ply 14 Hemp, 6 ply 13 Flax, medium 20 Wool, 1lb balls 6 VINEGAR Malt White, Wine, 40 gr 9 Malt White Wine, 80 gr 13 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13 1/2 Pure Cider, Silver 13 1/2 WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels, wide band 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, me'm 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 2 70 	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 85 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass 1 25 raper, Eureka 2 25 fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 15 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 10 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1 1/2 Fibre Manila, white. 2 1/2 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2 1/2 Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1 1/2 doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1 1/2 doz. 58 FRESH FISH Per lb. Jumbo Whitefish @ 15 No. 1 Whitefish @ 12 1/2 Trout @ 12 1/2 Halibut @ 10 Ciscos or Herring 6 @ 7 Bluefish @ 10 1/2 Live Lobster @ 25 Boiled Lobster @ 30 Cod @ 12 Haddock @ Pickrel @ 10 Pike @ 8 Perch, dressed @ 12 1/2 Smoked, White @ 15 Red Snapper @ Col. River Salmon @ 15 Mackerel @ 14 HIDES AND PELTS Hides Green No. 1 12 1/2 Green No. 2 11 1/2 Cured No. 1 13 1/2 Cured No. 2 12 1/2 Calfskins, green No. 1 12 Calfskins, green No. 2 10 1/2 Calfskins, cured No. 1. 14 Calfskins, cured No. 2 12 1/2 Steer Hides, 60lb. over 12 1/2 Pelts Old Wool @ 30 Lambs 40 @ 60 Shearlings 15 @ 30 Tallow No. 1 @ 4 1/2 No. 2 @ 3 1/2 Wool Unwashed, med. 26 @ 28 Unwashed, fine 21 @ 23 	CONFECTIONS Stick Candy Pails Standard 7 1/2 Standard H H 7 1/2 Standard Twist 8 Cases Jumbo, 32 lb. 7 1/2 Extra H. H. 9 Boston Cream 10 Olde Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 7 Special 7 1/2 Conserve 7 1/2 Royal 8 1/2 Ribbon 10 Broken 10 Cut Loaf 8 Leader 9 Kindergarten 8 1/2 Bon Ton Cream 9 French Cream 8 1/2 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy—in Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 13 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8 1/2 Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Molasses Chews 12 Molasses Kisses 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy—in 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 20 Brilliant Gums, Crys. 60 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Bar 55 Hand Made Cr.ms. 80 @ 90 Cream Buttons 65 String Rock 60 Wintergreen Berries 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 50 Ten Strike No. 2 6 00 Ten Strike, Summer as- sortment 6 75 Scientific Ass't 13 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft. shell 15 @ 16 Brazilis 12 @ 13 Filberts 12 Cal. No. 1 17 Walnuts, soft shelled @ 16 Walnuts, marbot @ Table nuts, fancy. @ 13 Pecans, Med. @ 12 Pecans, ex. large. @ 13 Pecans, Jumbos @ 14 Hickory Nuts per bu. Ohio new @ 5 Cocoanuts @ 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts 6 1/2 @ 7 1/2 Pecan Halves @ 50 Walnut Halves @ 35 Filbert Meats @ 25 Alicante Almonds. @ 33 Jordan Almonds @ 47 Peanuts Fancy, H. P. Suns 5 1/2 Fancy, H. P. Suns Roasted 6 1/2 @ 7 Choice, H. P. Jumbo 6 1/2 Choice, H. P. Jumbo Roasted 7 1/2

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

Doz.
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
Londres Grand35
Standard35
Puritans35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates7 @ 4
Livers7 @ 3

Pork

Loins@ 13
Dressed@ 8
Boston Butts@ 10 1/2
Shoulders@ 10
Leaf Lard@ 9 1/4

Mutton

Carcass@ 9
Lambs@ 13
Spring Lambs13 @ 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, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination ...
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

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

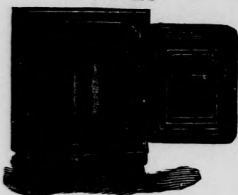
Poles

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 burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95

Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

The "STARTER" ASSORTMENT

of
5 and 10 Cent
Goods

itemized in our Au-
gust catalogue is a
first class opening
order for a 5 and 10
cent store "on the
side."

A similar \$75 as-
sortment in our July
and August cata-
logues last year was
ordered by many a
merchant who now
KNOWS the double
profit 5 and 10 cent
goods can be made
to pay.

Other Expert As-
sortments are item-
ized in our booklet
of that name—yours
for the asking. And
our Expert Service
Bureau (Chicago) is
yours to use when-
ever you'd like our
help in dealing with
any storekeeping
problem.

Now's a good time
to consider adding a
5 and 10 cent store
"on the side." Why
not write today?
The August cata-
logue is No. J583.

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS (And MINNEAPOLIS)
Early in 1907
Sample Houses:
BALTIMORE DALLAS ST. PAUL

If You Do a Credit Business

It will be to your interest
to investigate our

Coupon Book System

It places your business
on a cash basis in the
easiest, simplest and
and cheapest manner yet
devised. We will cheer-
fully send samples, prices
and full information if
you will let us know you
are interested.

Tradesman Company

Grand Rapids,
Michigan

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—A \$11,000 stock of general merchandise; all in first-class order and in good clean town; good trade; stock can be reduced to suit buyer. H. E. Bunte & Sons, Bushton, Kan. 950

An aged retired farmer, owning a tinning, plumbing and furnace business, wants an honest and experienced man to do the work for him. For particulars address Box 132, Lone Tree, Ia. 949

If you could make \$200 to \$10,000 per year for the balance of your life by making a small payment monthly without interfering with your present occupation, would you do it? We have asked this question candidly of over 500 business men who are now investing with us. Securities as safe as government bonds. Let us present the facts to you. The Western Land & Improvement Co., 318 S. Main St., Elkhart, Ind. 948

For Sale—Drug store in the best town of 4,000 in Michigan. Large and good farming country surrounding. 800 men employed in factories. Last year's business, \$8,000. Rent \$20 per month. Address J. B., care Michigan Tradesman. 946

For Sale—Good hardware business in one of the best towns in Central Michigan. Stock about ten thousand dollars. Can be reduced to suit customer. Good reason for selling. Address M., care Tradesman. 945

\$2,500 cash will secure interest in paying manufacturing business. Position as book-keeper if desired. Write Drawer V., Urbana, Ohio. 943

For Sale—An old-established and paying clothing business, exclusive agents, and fine trade on well-advertised standard makes of hats, shoes and furnishings, men's and boys' clothing. Satisfactory reasons for selling. Splendid chance for party with 20 to 25 thousand dollars capital. Address Sam'l Altshuler, Pres. Red Front Clothiers, Bellingham, Wash. 947

For Sale—In "Sunny Alberta", Canada, 3,000,000 acres selected wheat lands owned by Canadian Pacific Railway; irrigated and non-irrigated; loam to 4 feet, with clay subsoil; ideal climate; pure mountain water; perpetual range; sun 300 days and 18 hours sunlight in summer. Diversified crops, yielding \$30 per acre. Special excursion rates. Strong & Nichols, Gen's Agts., Room 203, 131 La Salle St., Chicago, Ill. 951

Millinery stock for sale. No old stuff. Good trade. Good location. Best town in Central Michigan. Must sell. For particulars address 682, Ithaca, Mich. 952

For Sale—First-class grocery and crockery stock in one of the best towns in Southern Michigan. Will inventory \$3,500 to \$4,000. Address W., care Tradesman. 953

For Sale—Exclusive stock of up-to-date dry goods, carpets and ladies' and men's furnishings. Located in one of the best farming towns in Michigan, noted for its famous mineral springs, with large sugar factory and one of the largest chemical plants in the United States. Business established 18 years. Last year's sales, \$30,000. Stock can be reduced to \$7,000. Must sell on account of other business. Address M. Seitzer, St. Louis, Mich. 954

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

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 money-maker. Address No. 934, care Michigan Tradesman. 934

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—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

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

Wanted—To buy small stock of general merchandise located in small town in Southern Michigan. Address Merchant, care Tradesman. 893

For Sale—Improved farm, joining Poland township, under crop. For particulars write Wm. Rannels, Poland, N. D. 874

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

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

For Sale—Plantations, timber lands, farms, homes, etc. Send for printed list. V. C. Russell, Memphis, Tenn. 928

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—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

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

On account of death of proprietor, we will sell the only exclusive shoe store of \$3,000, in county seat of 2,000 inhabitants. City has a canning factory, one woolen mill, one flour mill, two saw mills, one save and heading mill. Good farming country and has the second largest creamery in Wisconsin. L. Stroebel & Son, Barron, Wis. 916

Wanted To Buy—I will pay cash for a stock of general merchandise or clothing or shoes. Send full particulars. Address Martin, care Michigan Tradesman. 755

For Sale 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. 859

For Sale—Stock of groceries, boots, shoes, rubber goods, notions and garden seeds. Located in the best fruit belt in Michigan. Invoicing \$3,600. If taken before April 1st., will sell at rare bargain. Must sell on account of other business. Geo. Tucker, Fennville, Mich. 538

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

For Sale—Practically new Burroughs Adding Machine. Smith Young & Co., Lansing, Mich. 841

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

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyreisen & Co., 12 State St., Chicago, Ill. 548

Do you want to sell your property, farm or business? No matter where located, send me description and price. I sell for cash. Advice free. Terms reasonable. Established 1881. Frank P. Cleveland, Real Estate Expert, 1261 Adams Express Building, Chicago, Ill. 577

Best cash prices paid for coffee sacks, sugar sacks, flour sacks, burlap in pieces, etc. William Ross & Co., 59 S. Water St., Chicago, Ill. 457

POSITIONS WANTED

Wanted—Situation by registered druggist. Twenty years' experience. L. E. Bockes, Empire, Mich. 915

HELP WANTED.

Wanted—A registered pharmacist. Must be strictly temperate. D. M. Maze, Box 314, Hesperia, Mich. 944

Wanted—A registered pharmacist of good habits. Middle-aged man preferred. Address No. 955, care Michigan Tradesman. 955

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—Harness, collar and saddle makers. Apply to the Great West Saddlery Co., Winnipeg, Man. Canada. 896

Want ads continued on next page

Fire and Burglar Proof

Safes

Tradesman Company, Grand Rapids

TWELFTH ANNUAL

Convention of Michigan Retail Hardware Association.

The following programme has been prepared for the twelfth annual convention of the Michigan Hardware Dealers' Association, which will be held at Detroit Aug. 8, 9 and 10:

Wednesday Forenoon.

9 o'clock—Meeting of the Executive Committee at the Hotel Cadillac.

10 o'clock—Distribution of badges, payment of dues and enrollment of new members.

Wednesday Afternoon.

Meeting called to order by the President in the banquet hall of the Hotel Cadillac.

Address of welcome—Hon. Geo. P. Codd, Mayor of Detroit.

Response—J. H. Whitney, President of the Association.

Appointment of the following committees: Credentials, Constitution and By-Laws, Resolutions, Question Box, Legislation, Auditing and Nominations.

Reading of minutes of last meeting.

Reception of communications.
Annual address of the President.
Annual report of the Treasurer.
Annual report of the Secretary.

Paper—"Fixed Retail Prices on Standard Goods and Their Effect," O. J. Darling, Secretary of the Detroit Retail Hardware Association.

Expressions of opinion by delegates on the above subject.

Paper—"Every Day Paint," G. B. Heckel, Secretary of the Paint Grinders' Association of America.

Remarks by members.

Address—"Our Friends, the Jobbers, and Their Salesmen," G. J. Kastenbergh, Greenville.

Remarks by traveling men.

The evening will be left open to enable delegates to take in the different sights of the city, without missing any of the programme of business and entertainment arranged by the Committee.

Thursday Forenoon.

Address—"How To Sell Stoves," W. T. Leckie, of the Round Oak Stove Co.

Informal Addresses—E. M. Bush, President; W. P. Bogardus, Past President, and M. L. Corey, Secretary of the National Retail Hardware Association.

Address—"The National Hardware Association of the United States: How Can It Best Co-operate with the Retail Merchants of the Country?" T. James Fernley, Secretary of the National Hardware Association of the United States.

Addresses—By representatives of the National Hardware Manufacturers' Association.

Address—"What It All Means," M. M. Callaghan, Reed City, Mich.

Thursday Afternoon.

Closed session for retail dealers only.

Reports of the following committees: Credentials, Constitution and By-Laws, Auditing, Legislation.

Consideration of the committee reports.

Unfinished business, new business,

complaints, opening of the question box.

Report of Committee on Resolutions.

Report of Committee on Nominations.

Election of officers.

Selection of the next place of meeting.

Good of the order.

Adjournment.

Thursday Evening.

Delegates, jobbers, manufacturers, salesmen and their friends will be the guests of the Association at Electric Park, where the attractions include the scenic railway, shoot the chutes, circle swing, inferno, the House That Jack Built, and a band concert by Weil's celebrated concert band. Be sure and bring the ladies; they will enjoy this feature of the convention.

Friday Morning.

Visiting of plants of the various Detroit manufacturers, stores of jobbing firms and exhibits at the hotels.

Friday Afternoon.

2 o'clock—Boat ride on steamer Pleasure, leaving foot of Woodward avenue. The ladies accompanying delegates are especially invited and assured that every possible arrangement will be made for their pleasure and entertainment.

Supper will be served in the cafe at Bois Blanc Park at 6:45 p. m.

Concert and vaudeville entertainment will be provided for the return trip on the boat. There will be dancing both on the boat and at the Park.

This beautiful Park is situated on Bois Blanc Island, at the mouth of the Detroit River, and is, without doubt, one of the finest and best equipped pleasure spots in the world.

The dancing pavilion has the largest dancing floor in the United States, having no less than 32,000 square feet of floor space. Finney's superb orchestra will furnish the music.

One of the novel features of the entertainment at the Park will be the free use of the merry-go-round. This is the finest merry-go-round that has ever been built in this country, if not in the world, and offers amusement alike to old and young.

The handsome cafe is situated at the water's edge and contains a large and beautiful dining room, in which supper will be served to the delegates and their ladies.

Delegates will receive tickets to the boat ride when they register their names with the Secretary at the convention.

The recent statistics of pauperism in the United States indicate that the tendency toward pauperism is greater in the foreign born than in the native born, and this appears to be a consequence of that undeveloped intelligence which is especially noted among the Mediterranean immigrants, and prevents their engaging in any but callings which are already well supplied, and yet the number of those who make good sturdy citizens is great enough to make a movement to shut them all out ridiculous.

THE FRENCH SUNDAY.

In France the people have for years been free to work or play, worship or rest, as they desired, on Sunday, as on other days of the week. Aside from church-going in the morning, Sunday has been a day devoted by the French people to pleasure and they have made it gay with holiday features. Experience has at last caused them to consider the cost of this policy. They have found that Sunday labor has increased so as to become a widespread practice, with many evil consequences.

The subject was recently up for discussion in the Chamber of Deputies, which finally drafted and passed a bill making one day of rest in each week compulsory. The Senate has likewise passed the measure and the approval of the President is assured. There is nothing in the new law to urge church attendance or religious meditation, yet abstention from labor is strictly enjoined. Under the influence of this statute Sunday in France will lose some of its objectionable characteristics. It may continue to be a day of merry-making with a large element, but it will at least be a day of rest from toil, and the laboring classes will be sure to welcome the opportunity for recreation it will guarantee them, and will be careful to guard against entrenchments thereon.

This development in France, where the so-called "continental Sunday" has had full license, must be regarded as a substantial vindication of the Puritan Sunday in so far as rest from labor is concerned. There can be no doubt in the minds of any people that the scriptural injunction, "Six days shalt thou labor and do all thy work," is wise and salutary wholly apart from pious considerations.

National Shoe and Leather Fair.

It may be of interest to learn something of the progress of the National Shoe and Leather Fair that is to be held in Chicago, August 18 to 25. The managers of the Fair say that this is the first fair of the kind held on this side of the Atlantic, and that it is in many respects patterned after the Shoe and Leather Fair that has been successfully conducted for twelve consecutive years in the great Agricultural Hall, London, England.

They say that this projected Fair differs radically from World's expositions. World's Fairs appeal to the public, but specialized industrial Fairs are intended as a meeting place or market where manufacturers, wholesalers and retailers can meet on neutral ground and where goods can be bought and sold. It is not intended that there shall be any merely ostentatious displays of shoes or leather, each booth or space being a sales or sample room, as well as a decorative feature.

A very good point of this enterprise is, that the management do all the construction work, prepare and erect all the signs, divisions of space, etc., so that uniform excellence of booths is assured. Every space will be an exact counterpart of every other space, will be carpeted and will

contain desk, chairs, table and locker made in the popular Mission or weathered oak style. No exhibitor will be permitted to put in any furniture other than that supplied by the management.

The Superintendent of Construction and Installation, who has had charge of the great automobile shows for several years, states that this will be in point of decoration and general effect the finest industrial Fair ever held. The posts dividing the spaces will all be painted, and the signs will consist of block letters, each separately made, painted white enamel, with beveled edges gilded. This will be a vast improvement over the old fashioned method of canvas and muslin signs. Connecting the posts at the top will be frieze work of staff, painted in copperas finish and surmounting each post will be a group of electric lights in large opalescent globes. From the roof of the Armory will hang numbers of flags and eight mammoth vases filled with natural palms will stand upon special pedestals. Space holders will furnish free tickets of admission to retail merchants who desire to attend the Fair. An orchestra will discourse music each afternoon and evening and every possible convenience will be arranged to conduce to the comfort of visitors.

Since this is the first Fair of the shoe and leather industry in the United States, it is admitted to be to some extent experimental. It is evident, however, that the trade have taken great interest in the enterprise, and the floor plan shows that almost all the spaces have already been sold. Owing to the prominence of the firms identified with the National Shoe and Leather Fair, it seems destined to be a great success. They are the kind of people who are identified with success.

The most unimaginative woman can find 476 ways of making herself miserable any old day.

To-morrow may never come; yesterday is gone forever. But here's to-day.

BUSINESS CHANCES.

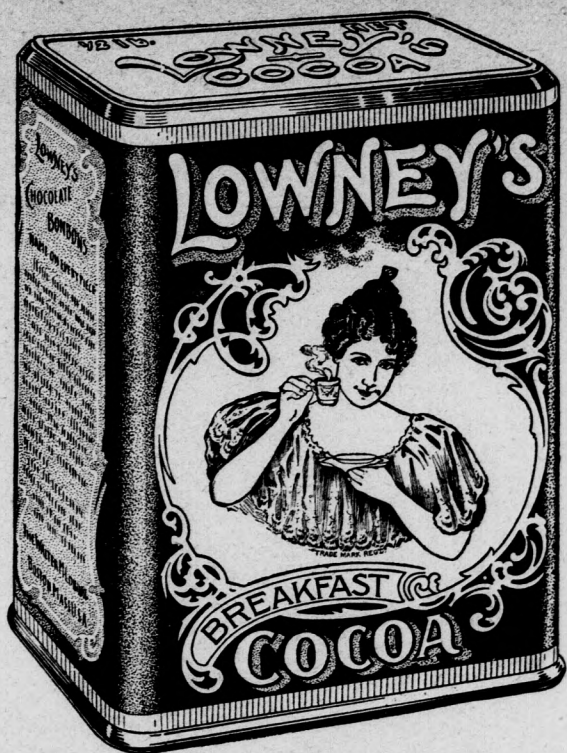
For sale or exchange for exclusive undertaking business, furniture and undertaking business, in center of rich Wisconsin county, thickly populated; have first-class patronage; building 28x80 feet; basement under all; balcony and upper floor. Hardwood finish throughout; furnace heat; electric lights; local and long distance telephone; full plate glass windows; elevator from basement to top floor. Clean stock of goods. In 1905 had 63 funerals; total business \$11,000. Good reason, W. H. Currier, River Falls, Wis. 960

For Sale—Furniture, carpet and undertaking business at Lake Park, Ia. Town of 1,000. Only stock in town. Large territory. A clean stock; about \$3,000. Will sell or rent store building. J. G. Chrysler & Son, Lake Park, Ia. 959

For Sale—Bazaar store, best location in farming town 4,000. Southern Michigan. Crops fine this year and big trade will follow. Address No. 958, care Tradesman. 958

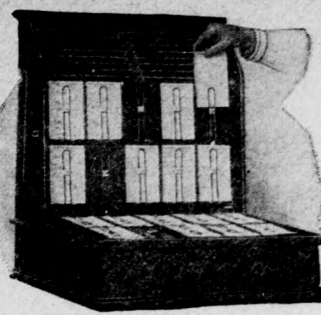
For Sale—Old-established shoe business of 52 years, in thrifty place of 800 inhabitants. Inventories \$4,500. Stock in excellent condition. Best location in town. Will rent building 22x60. Interested parties invited to investigate at once. For references, Rindge, Kalmbach, Logie & Co., Ltd., Hirth, Krause & Co., Grand Rapids, Mich. Address C. E. Fleming, Vermontville, Mich. 957

For Sale—At a bargain, a 407 acre farm, fine land and one of the best improved farms in the State. Three miles from station. Apply to Geo. F. Parrish, Cedar Hill, Tenn. 956



LOWNEY'S COCOA is purely the choicest, highest cost, cocoa beans, ground to flour fineness, and **NOTHING ELSE.**

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



The Wireless System

THE WIRELESS SYSTEM of telegraphy has DONE AWAY with the use of thousands of poles and countless miles of wire.

THE McCASKEY ACCOUNT REGISTER SYSTEM has eliminated the NERVE RACKING and BRAIN FAGGING work of keeping accounts.

It CUTS OUT all POSTING and COPYING.

It handles CREDIT SALES as fast as CASH SALES.

It takes care of EVERY DETAIL of your business.

The ONLY COMPLETE ONE WRITING SYSTEM on the market.

Are you satisfied with your present method?

Do you wish to know about THE McCASKEY?

Our catalogue is free.

The McCaskey Register Co.

Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Sales Slips

Mr. J. A. Plank, State Agent, Tradesman Bldg., Grand Rapids.



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.

The Computing Scale Company.
MANUFACTURERS
DAYTON, OHIO.

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.

We Have No Intentions Of Raising Our Prices

as long as our present stock holds out. Of course you are well aware of the fact—every merchant is—that manufacturers of

Tinware, Enameled Steel, Galvanized, Woodenware

Note Our Prices on Double Coated "French Gray" Enameled Steel Ware

We guarantee every piece of this ware to be a **SELECTED FIRST—NO SECONDS.**



WATER PAILS—Seamless
Enameled wood handle. 12 quarts.
Per dozen\$3.65



WASH BASINS
No. 28—11 inches, per dozen.....\$1.05
No. 30—12 inches, per dozen.....\$1.20



DEEP RINSING PANS
12 quarts, per dozen.....\$2.37

DEEP DISH PANS
14 quarts, per dozen.....\$3.33



PRESERVING KETTLES
No. 280—8 quarts, per dozen.....\$2.60
No. 300—10 quarts, per dozen.....\$3.05

Successors to
H. LEONARD & SONS
Wholesale

have steadily advanced their quotations so that prices for these household necessities have jumped sky high by leaps and bounds and according to all indications

The End Is Not Yet

Still in the face of all this you will find that we have not advanced our quotations one single notch but are still asking the same "**Low Prices**" as before. We can do this for the simple reason that we protected ourselves against these advances—which wise foresight told us were sure to come—by placing large orders with the mills during the first months of the year and as we have always followed the liberal policy of giving our customers every advantage possible to obtain we now let you have the benefit of our good fortune.

We have just received a fresh shipment of
**Nine Solid Carloads of
Enameled Steelware, Tinware,
Galvanized Iron, Woodenware**
secured under old contracts, and not until this stock is exhausted will we raise our prices.

Of Course

you will understand that even our large stock now on hand will not last any length of time but will be

Sold Out Rapidly

when we will probably be compelled to advance according to the market.

Therefore Be Wise==Buy Now

Don't wait until you will have to pay more for these goods. Get in on the ground floor while you may.

Act Now

Tomorrow may be too late. Don't wait for our agents to call on you but make your selections from our catalog—if you haven't a copy let us know and we will see that you get one—and

Send Us Your Orders by Mail

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

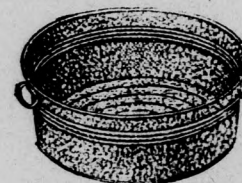
Note Our Prices on Highest Grade Galvanized Ironware

Our galvanized Ironware is galvanized after being made.



PAILS--Wire Bails

8 quarts.	Per dozen.....	\$1.18
10 quarts.	Per dozen.....	1.38
12 quarts.	Per dozen.....	1.65
14 quarts.	Per dozen.....	1.85



GALVANIZED TUBS

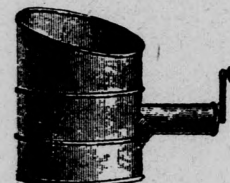
No.	Size, inches	Per doz.
1	20½ x 10¾	\$4.39
2	22 x 11	4.80
3	24 x 11	5.60

Note these fine bargains in
TINWARE



PLAIN I C DISH PANS

17 quarts. Per dozen.....\$1.50



Hunter's Rotary Flour Sifters

A strong, well made sifter with crank in handle. Best on the market. \$0.80
Per dozen.....

Crockery, Glassware
and
House-Furnishings