

## Corner of the Crossroads

At the corner of the crossroads, when you  
don't exactly know  
Which is the better turning and which way  
you ought to go,  
There's oft a man who sadly errs and takes  
the downward road,  
To find that rue and wormwood on his path-  
way there are sowed;  
And he walks with pain and doubting, as a  
host of men have done,  
Missing ever in the shadows all the glory of  
the sun;  
But there's still a consolation for the most  
astray of men:  
He can go back to the crossroads and try  
the thing again.

One may go back to the crossroads, and, in  
brief, I'm telling you,  
On my somewhat vagrant journey, that I  
very often do;  
And so must every man who hopes at last to  
win a prize,  
For, one and all, we sometimes stray, as  
haply you surmise;  
But there's no road that leadeth down 'that  
may not be retraced,  
And many a man who journeys wrong an-  
other way has faced;  
And still we'll hold it as a truth, the best of  
all we ken:  
We can go back to the crossroads and try  
the thing again.

## Every Cake



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

**The Fleischmann Co.,**

of Michigan

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# 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, AUGUST 1, 1906

Number 1193

## 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.

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FREIGHT Easily  
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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.**

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Resources Exceed 3 Million Dollars

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## ELECTROTYPES

DUPLICATES OF

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

## GAIN FOR GAIN'S SAKE.

Without knowing or caring to know what is to become of the \$5,000 a day income which ceased suddenly when recently an aged Wall Street operator was gathered to his fathers; without reading or caring to read the numberless lessons which the ended life from various points of view has left to be learned, down under them all lies the single query, Whether the dollar saved was—and ever is—under the circumstances worth the saving. To fish up and to emphasize what the saving means—a penny saved is a penny earned; look out for the cent and the dollar will take care of itself; you can't eat your cake and have it; in fair weather prepare for the rainy day; if you earn a dime a day put five of it in the bank—is good in theory and good in practice, as a general thing; but to save—to "put money in thy purse," to pinch and starve, to take a mean advantage, to go barefooted in order to save the cost of shoes, and all for the sake of the saved dollar—simply that—is, it is submitted, one of the meanest things that humanity can live for.

Nobody is foolish enough to belittle the prudence which provides for disaster or the sterling qualities which secure the amplest protection from the inevitable coming storm—the industry, the perseverance, the determination, the self-reliance, the invincible courage under failure—they are the elements upon which all success depends; but to subvert these singly or together to the mere getting of gain for the sake of the gain—there lies the perversion, there lies the degrading of the dollar saved and the degradation of the soul that has saved it.

What a blessed story this man's life makes as long as he toiled with hand and brain for a competency. How the boy on the farm delights us as with his faith in himself he whistled as he worked and in chore-time and work-time met with difficulties as he found them and manfully conquered them. The change from the farm to the country store was as certain as the sunrise, and with an exultant "I told you so!" the joy that proclaimed it prophesied the financial greatness of the millionaire-to-be. How the world looked up to him then and pointed to him as the model for worthy young manhood, and what a comfort it is to know that at this period of his life the discouraged looked at him and received strength, that the fallen and the hopeless, cheered and inspired by his strong will and endeavor, struggled again to their feet and, faint-hearted no longer, fought with success the good fight; and then, when fortune crowned him, how the gratified world

smiled and affirmed, "It is always so, the habits, farm-born and farm-bred, have scored another success in the stronghold of commercialism."

With this point reached, however, that same delighted world began to look for results; but the Wall Street operator had by that time mistaken the means for the end and declared, day after day and year after year, that the dollar was the only result, that it was the legitimate and logical end the means of which were the sterling virtues which he had practiced from his youth up and which he intended to practice to his dying day; and he did. For the sake of the dollar saved, with his competency earned, and worthily earned, he kept up the rigid practice of the virtues which for him then were virtues no longer. He still earned his dime, but, convinced that there is no such thing as a money curse, he put it into the bank without halving, believing and declaring that a good man can not have too much money, but forgetting that no man is or can be good who with brimming coffers still slaves and starves for the saved dollar's sake.

True to his convictions this man practiced what he preached. His starved soul haggled with the apple woman on the corner as to whether he should have two apples or three for a nickel. That same soul sheltered its head from the scorching summer sun with a 50 cent straw hat, "which will last two seasons." It covered its body with 39 cent unlaundered shirts and a good 25 cent undershirt. Returning favor with favor, he gives his friend the address of a store on Seventh avenue where shoes can be bought for \$2 a pair. That great soul reveled in the great minor joy of finding a shop where he could buy three 20 cent neckties for 50 cents—every transaction affirming the tenet that many a nickel makes a muckle, that a dollar—or fraction of a dollar—saved is so much earned and that—also!—under the circumstances the dollar saved for the dollar's sake is the worthy wages of the degraded soul that earns it.

More than ever it is getting-to be conceded as a fact beyond dispute that money earned for the sake of the money is rarely the blessing it is supposed to be. The \$5,000 a day income, earned and saved and hoarded, at its best ceased to furnish pleasure after it was earned. The money-maker and the sportsman have this in common, the transcendent joy of the doing. That done the game is done. So the splendid string of trout graces a neighbor's table. It is the pot-hunter and fisher who hunts and fishes for gain, and he who sports for the dollar behind sport receives the contempt he deserves—a truth which public opinion

is driving home just now with considerable earnestness and which the toiler after the dollar for the dollar's sake would do well to remember. It is a matter of indifference what becomes of the money. It may be hoarded for posterity, it may in the form of conscience money brighten the world with libraries and enlighten it with colleges. With that the money-getter has nothing to do. He has had his pay in the getting and if he undertakes to exact anything beyond that he will find that he is playing the part of the pot-hunter and will receive the pot-hunter's reward.

Readers of the Michigan Tradesman will recall the name of Douglas Malloch, whose "Hank Spreet" stories and other sketches were once a feature of this paper. Three years ago Mr. Malloch left Muskegon for Chicago to become a member of the editorial staff of the American Lumberman and these contributions ceased, but not Mr. Malloch's activities. For years he has been devoting himself to the literature of the forest. As a poet of the woods he occupies a field quite alone and has attained a wide celebrity. The American Lumberman, Chicago, announces the early publication of a volume of poems by Mr. Malloch and which bears the alluring title, "In Forest Land." There is in the name a suggestion of a region that is all poetry—for the forest typifies Nature in her most beautiful and yet most approachable mood. It is promised for the volume that it will constitute a graphic and beautiful portrayal of the majesty of the forest, the picturesqueness and humor of the lumber camp, the thrill of the drive, the magic of the mill and the romance of the lumber carrier. In Michigan, a State famous in past and present for her forests and forest resources, the book will be hailed with particular pleasure, and the pleasure will be increased by the fact that the book is by a Michigan man.

Those who are addicted to the gum-chewing habit and are the objects of persecution therefor may take consolation in the fact that their members are increasing daily. About 35,000,000 more pieces of chewing gum were sold in the last fiscal year than in the previous one. Of course there is a chewing-gum trust, and during the past year its net earnings increased \$200,000 and its net profits were \$1,404,000. This is a gratifying record commercially, but if it keeps up there is no telling what the characteristic facial expression of the Yankees will be in a decade or two.

This is always a good world to those who are doing good work.





### Why a Carpentry Window Draws Crowds.

If a man is in a window trimming it, or if he has only stepped inside to remove some article which has been called for by a customer, have you not observed how soon some person stops to see what the man is doing, and then another stops, and another, and another, and pretty soon a good-sized crowd has gathered to see "what it is all about?" This shows plainly the value of some one doing something in a window space.

Now if you can't hire a man to busy himself in the store front, you certainly can go to the expense of purchasing a dummy and have him seemingly employed in place of the live man.

I couldn't help but notice how many men and boys—and even ladies and girls—paused in front of Foster, Stevens & Co.'s west window, devised to call the people's attention to their carpentry tools, which are strewn over the window floor at suitable distances. At one end is a fine bench, of the "boughten" variety—no old homemade affair. A vise is fastened to the front side, holding a piece of board which is being shaved by a young man dummy, that I have had occasion to mention before. He's a very convenient man to have around. Is this brunette of a dummy, for he can turn his hand to almost anything the firm he works for have a mind to put him at. He can be hunter, fisherman, carpenter, or what-not by turns—anything they like to metamorphose him into. He seems to have no especial choice of occupation—he is everything by turns. Today he is following the honorable calling of carpentering and is manipulating a draw-shave as if he were an adept at Joseph's calling. Clad in comfortably-loose blue blouse and overalls, he is standing with his back to the spectators, in a slightly bent attitude. His hands firmly grasp the draw-shave and he is drawing it towards him quite realistically, the tool slivering off the wood "jest ez natcherll ez life!" The floor around the dummy is all littered up with small chips, as if there had been considerable industry going on in that particular locality. The dummy not showing his face to the spectators makes it seem all the more as if he were intensely absorbed in the work before him. The entire floor is covered with something that might be a brown linoleum and on this are strewn, as I said, many sorts of tools for the dummy's trade. A border of yellow jointed half-opened foot-rules runs around the floor near the glass. These are laid flat, forming a kind of rail-fence.

Some stacks of planed baseboards, door jambs and mouldings would have given an added interest. Also a pile of new boards, in the rough, if placed in the background, would have

given more of the looks of a real shop.

\* \* \*

In the opposite window we find quite a sharp contrast with the work-a-day picture in the window I have just described. The floor is covered with some soft black material that lends itself gracefully to the trimmer's hand. This cloth is artistically tossed over boxes that make stands for exquisite Parian marble busts of beautiful women and girls. These are in either rear corner, while in the middle and towards the front are smallish pieces of cut glass. All these goods show off to the best possible advantage with the inky drapery, which is far more striking than white or some color would be with the same class of goods.

### Clothing Conditions at the Chicago Market.

In no great American industry has there been greater improvement than in the manufacture of ready-to-wear clothing, and none has been more readily recognized as a factor, nor so quickly given recognition. Where the ready-made garment of a dozen years ago was a subject for levity in polite society, and the cause of contempt for one who wore it, it now is a proper and respected subject for discussion, even in the higher strata of society; and few men may be found who have not patronized the ready-to-wear shop. There is so little choice between the better class product of the wholesale manufacturers and the middle-price custom tailor that the high-priced and exclusive tailor, forsooth, who charges perhaps \$100 for a suit, freely advises recourse to the ready-to-wear shop in preference to his humble rival. Primarily, this great movement, which actually amounts to an industrial revolution, owes its growth to advertising. Having a belief in publicity and the courage to risk capital in proving the truth of this conviction, certain leading makers demonstrated the power of advertising to their own satisfaction and profit. And this same power has brought the clothing business to a higher level, through the necessity created by advertising; for the very excellence of the latter has tended to establish a higher standard of merchandising and manufacturing excellence, to justify claims.

One of the most interesting developments is that of expansion in domestic markets, and the extension of business against natural sectional handicaps. No one has ever thought it strange that the great Eastern marts should look to the Western empire for a market for their output. This has been looked upon as a natural and proper thing. Now a new phase appears in the invasion of the East by the West. I refer to clothing, of course. When you ask why, the answer is "advertising" and good merchandising, in the order of mention; this, too, in the face of unfavorable transportation rates. The invasion reflects credit upon Western enterprise.

Chicago lines are now as commonly known in New England, the Middle

Atlantic States and the South as any of the older Eastern houses. In many cases they are better known, because the advertising has been better and bolder. What is quite as much to the point, and a potent factor, these houses which know how to advertise for themselves have shown the retailer in the country town how to advertise also, and this practical co-operation has established a new order of things, which is proving beneficial for all concerned. And this mutual advantage is most patent.

One of the latest fads which has manifested itself in this metropolis is that for fancy buttons. The extreme is the set, consisting of sleeve-links, studs and waistcoat buttons, all of a kind, and in proportionate size. The finer ones are made of semi-precious stones, set in various ways. Moonstones and amethysts are attractive for this purpose. Some very pretty sets are worn in these effects, which are not so conspicuous as to be in poor taste. Others are in brilliant coloring, such as a pearl with a green rim, and a small brilliant set in the center of each button. Two dollars and fifty cents for a set of waistcoat buttons is the average popular price. A good set of such buttons may be had at the exclusive shops for from \$20 to \$30. At Spaulding's they are shown at much higher prices; the amount which may be paid for such articles being limited, of course, only by a man's pocketbook.


The trouble with all such innovations in dress, however, is the danger of destruction through sudden and

general popularity. Cheap imitations of an exclusive novelty make their appearance so rapidly that their glory is quickly dimmed. This has been the fate of the tennis collar, which has been taken up so generally by the younger set in all social stages that it has lost its smartness altogether; yet the tennis collar of flannel or pique is so comfortable for negligé wear that it will undoubtedly survive its present general popularity and be taken up again by the few when the many have discarded it, as has been the case with many other articles.

In its place has again come the stock, resurrected from temporary oblivion for traveling, golf and motor-ing. A new form of the stock has been brought out by Davies & Lee (formerly Davies & Chittenden). This is made of a single piece, buttoning at front and back, and has only one thickness around the neck, which gives it an advantage over the old kind. It has a sort of tab in front, and ties either once-over or in Ascot form and is more comfortable than the old.

Some papers devoted to apparel matters have recently made much of the fact that some of the younger "bloods" are using the golf kerchief of bright colors as a belt for a golfing wear. This was a fad a year ago. The newest idea in belts this season, and one in much better taste, is the wearing of narrow suede effects in grey, green and tan, with buckles to match. Gunmetal shade is also quite popular.

## Mail Orders

and telephone orders are for goods the dealer wants in a hurry. We appreciate this and with our modern plant, complete stock and splendid organization can guarantee prompt shipment of all orders entrusted to our care. We solicit your special orders as well as the regular ones through the salesman. 

### WORDEN GROCER COMPANY

Grand Rapids, Mich.



A new chamois glove for summer wear is now in great favor by reason of its more attractive color, which is more delicate and slightly than its yellow predecessor. Silk gloves, in grey and brown shades, are enjoying a pronounced vogue this summer, especially for traveling and country wear. White shirtings continue to be worn in preference to colored effects, as predicted early in the season, especially for outing.

One of the most effective windows seen recently was shown by Capper & Capper. It consisted of a number of units of white shirts in self patterns with cravats of a rich royal purple. A smaller window adjoining was trimmed with white lisle underwear with hose of the same purple shade. Wine-colored hose are much sought after, as are cravats of the same shade. Many of the shops show them in combination, following the practice of matching accessories.

Another novelty seen was a silk handkerchief with a ground color of grey, with wide hemstitching, having seven parallel stripes, equi-distant, the central stripe being in a delicate lavender and each succeeding stripe becoming more pronounced toward a deep helio. Each stripe also graduated in tone, the effect is a sort of conventionalized rainbow. Bold patterns are now in brisk demand.

In one classy shop a strong showing of black and white effects was displayed. These were unit arrangements of shirts in white grounds with heavy vertical stripes. Black four-in-hand cravats with diagonal white

stripes were shown around wing collars, and to complete the funereal effect each scarf was decorated with a novelty pin of black and white; one of them being a black pansy tipped with white along the edges.

A new shade known as "plum-lining," from its nearness to the color seen inside the skin of a plum, was shown lately by Davies & Lee in a silk four-in-hand cravat.

No one will be startled nowadays by the statement that grey is a much favored color, but the fact that its popularity amounts to a positive craze has a certain significance to retailers everywhere. So far the end, nor the beginning of the end, is not yet in sight; and it is doubtful if even a concerted effort to change the trend could break the charm. Its vogue will carry well into the winter, and there are those who firmly believe that another season will find it quite as much sought after as now. Light colors in men's apparel are much in evidence this summer, and while one must look for them in the country, and at the amusement centers, yet they are not uncommon on the streets in business hours. They are also seen in the products for early fall.

The sailor straw, in its regulation and novelty forms, is the favored shape for business. The useful negligee Panama is a thing of the past, so far as the city is concerned, and while one meets it now and then in the country it is more largely in evidence in attics, or reposing in repair shop windows as a relic of by-

gone summers. One sees a great many vari-colored hat bands, especially among the younger element, but grey bands are still more largely worn, vying with the staid black ribbon of many generations in popularity and comeliness. Some have contrasting borders.

There has been some talk among Chicago tailors concerning the one-button sack suit, with long roll lapel, showing the wide expanse of waistcoat front, and much linen and scarf. Similarly, the two button double-breasted business coat has bid for a share of attention. In view of the short shrift which similar styles have received in past years, it is safe to say that these projected innovations will meet with a cool reception. With scarcely an exception the best tailors refuse to cut them, and there is practically no demand for them, in spite of the fact that the fashion-plate makers have featured them and a few of the ready-made houses have already placed modifications of these styles with customers who make a specialty of extremes. Chicago is conservative; even those who may be said to set the styles rarely adopt the radical models in business suits. It is safe to say that very few of these styles will be worn by well dressed men in late summer or will be conspicuous among the new fall models.—Haberdasher.

#### Spending Much Money on Betterments.

Monroe, July 31—The Monroe Foundry & Furnace Co. has begun

active preparations for spending from \$10,000 to \$15,000 in improvements on its large plant. A new Corliss engine of the roller mill type has been purchased and a new engine room, to be fitted up in the most up-to-date manner, will be built. A new pattern room which is to be a model of its kind will also be constructed. Many other minor improvements are to be made, and when complete the plant will be as modern and complete as can possibly be devised.

The Boehme & Rausch Co. has very recently closed a contract for the equipment of the entire plant with an automatic sprinkler system. The capacity of mill No. 2 is to be increased at least 40 per cent. This week a contract has been closed for a new boiler, heater and 60-inch paper machine.

The walls of the new Monroe Binder Board Co. are rapidly nearing completion, and in a short time the building will be under cover. The officials are hopeful that the plant will be in operation by November 1.

The Floral City Canning & Packing Co. began work last Tuesday. At present beans are being canned and later on will be followed by sweet corn and tomatoes.

#### The Only Alternate.

"I do wish you would promise to be an abstainer."

"Couldn't, ma'am. Not built that way. Born in Kentucky, ma'am. Have to be born again, in Ohio or Kansas, or some such place, before I could promise that."

## Good Storekeeping

When you hand out Royal Baking Powder to a customer

You know that customer will be satisfied with his or her purchase;

You know that your reputation for selling reliable goods is maintained; and

You know that customer will come again to buy Royal Baking Powder and make other purchases.

It is good storekeeping to sell only goods which you know to be reliable and to keep only such goods on your shelves.



## AROUND THE STATE

### Movements of Merchants.

Fenton—Geo. Jeudevine has sold his meat market to Geo. Butcher.

Jackson—Chamberlain & Eaton succeed A. J. Winches at 190 West Main street.

Iron Mountain—Chas. E. Parent has opened a new clothing and men's furnishing goods store.

Benton Harbor—Higgins & Dean, of this place, will shortly engage in the bakery business here.

Big Rapids—W. F. Quirk, formerly of the firm of Bertrau & Quirk, has purchased the C. J. Milor stock of furniture.

Lansing—L. B. Miner has taken a position in the Cameron & Arbaugh store as manager of the crockery department.

Flint—C. W. Foss has retired from the sporting goods firm of the Caldwell-Foss Co. The business will be continued by Arthur D. Caldwell and G. C. Abraham.

Coldwater—William Mitchell has sold his shoe stock to William Clark, of Glouster, Ohio, who will be in the city within a week to assume personal management.

Lowell—John Bostoff, of Ionia, has purchased the tools of the Magee Cigar Co. and will conduct the business in the Pullen block under the style of the J. M. Bostoff Cigar Co.

Otsego—George Severly and Fred Schoolcraft have formed a partnership and will open a tinning and plumbing establishment. The firm will be styled Severly & Schoolcraft.

Ithaca—W. D. Iseman has purchased the leading furniture and undertaking business at Cassopolis and will take possession August 15. He will be assisted by Ophir Haring, who will also remove to Cassopolis.

Iron Mountain—Thomas Wills has sold an interest in his meat and provision business to W. J. Carbis, his brother-in-law, and the business will be conducted in the future under the firm name of Wills & Carbis.

Dundee—John Strong & Sons, whose elevator and feed mill at this place was burned over a year ago, are about to rebuild. The new building will be near the site of the old one and will cost, when completed, about \$8,000.

Otsego—Edwin F. Hinkson, for the past ten years engaged in the grocery business at this place, has retired, having sold his stock, fixtures and good will to W. H. Wolcott and Edwy Franklin. The new firm will be known as Wolcott & Franklin.

Battle Creek — Ex-Postmaster Frank H. Latta has purchased an interest in the feed and coal business of Wm. N. Dibble, the firm to be hereafter known as Dibble & Latta. It is anticipated that later the above firm will engage in the farm implement business.

Portland—W. W. Lung has sold his interest in the hardware firm of Lung & Green to Ed. Fineis, who

had been clerking in the store and who has lived in this vicinity all his life. The style of the new firm will be Green & Fineis. Mr. Lung retires to seek a new location on account of the condition of the health of some members of his family.

Bay City—The Jennison Hardware Co. has secured a lease of the adjoining two stores, basement and upper stories formerly occupied by Meisel & Goeschel. This will give the company the use of the entire building, having a frontage of 100 feet, a depth of 90 feet and four stories in height. The company also takes over the lease of the large warehouse formerly used by Meisel & Goeschel. It will now have a river frontage of 200 feet in the finest location in the city.

### Manufacturing Matters.

Jackson—The Jackson Fence Co. has increased its capital stock from \$50,000 to \$100,000.

Ida—The Ida Canning Co. has been organized with \$7,000 capital stock, of which \$3,650 is subscribed and \$1,000 paid in.

Olivet—Worth Ellis has purchased an interest in the American Motor & Cycle Co., at Battle Creek, and hereafter will make his home in the Cereal City.

Onaway—The Lobdell & Bailey Manufacturing Co. will manufacture about 16,000,000 feet of lumber this season, besides handles and other specialties.

Johannesburg—The Johannesburg Manufacturing Co. has shut down its sawmill for two weeks for repairs, which include the resetting of the boilers.

Quincy—The McKenzie Cereal Food & Milling Co. has declared a dividend of 6 per cent. from the profits of the business for the year ending June 1.

Tower—The Finan shingle mill is being equipped with machinery for the manufacture of lath. There has been an extraordinary demand for lath all the season.

Hale Lake—J. W. Miller is moving his large portable mill to a tract of timber owned by J. W. McGraw, of Bay City, in Oscoda county, where a five-year cut is assured.

Flat Rock—A new tomato factory is being erected here by the Williams Bros. Co., of Detroit. A large acreage of tomatoes is being grown in that vicinity this season.

Allegan—The Hensel Battery and Manufacturing Co. has been organized with a capital stock of \$300,000, all of which has been subscribed, \$5,640 in cash and \$294,360 in property.

Alpena—The Deadman Bros. Medical Co. has been organized with a capital stock of \$60,000 common and \$40,000 preferred. All of the common has been subscribed and paid in in property.

Plainwell—John Bishop, of Gobleville, has leased the Plainwell creamery and will take possession October 1. The business has heretofore been a failure, but Mr. Bishop expects to build up the business.

Charlotte—The Knight-Brinkenhoff Piano Co., the new concern which re-

cently purchased the John Widdicomb Furniture Co. plant here, is busily engaged in remodeling the factory to suit its needs.

Cheboygan—D. Quay & Sons lost 300,000 feet of choice logs by fire near Allenville last week. The railroad is blamed for the loss, the fire being alleged to have originated from the locomotive of a log train.

Alpena—The Gilchrist sawmill has cut over 3,000,000 feet of hardwood lumber this season and has started on hemlock. The lumber business at this city is in excellent condition and all of the mills and factories are running full time.

Perry—The Perry Glove & Mitten Co. factory began work Monday morning after a three weeks' vacation. At a meeting of the stockholders last Friday Mr. Marling was appointed Superintendent to fill the vacancy caused by the death of I. W. Lamb.

Northville—This place has secured a new industry in the Stimpson Scale & Manufacturing Co. The factory comes here from Milan and will employ over sixty men at the outset. Mayor F. S. Harmon, President of the American Bell & Foundry Co., is President of the newly organized concern. C. C. Yerkes is Secretary and L. L. Brooks, Vice-President. Other prominent citizens here are among the stockholders. The company is capitalized at \$100,000.

### July Furniture Sales Exceed Any Previous Season.

Written for the Tradesman.

Grand Rapids has reason to be proud of its great furniture industry. The midsummer sales, which have just closed, have been among the most successful ever known in this market, the volume of business running from 15 to 20 per cent. ahead of a year ago. The attendance of buyers reached 970, or about 100 in excess of last July's figures.

There was opened for the first time this season a modern building for exhibition purposes, known as the Manufacturers' building, a seven-story and basement structure of the slow-burning type of mill construction. This building was put up entirely by outside men, which speaks trumpet-voiced of their faith in the stability of Grand Rapids as a furniture market. Indeed, such a business structure, erected by people whose interests in some cases are centered in homes hundreds and even thousands of miles distant, ought to put a blush on the faces of a few of our home people who go about preaching dolefully that Grand Rapids has its growth.

The four uptown exhibition buildings contained about 175 individual lines of furniture. The market has never before been so well represented by strong lines from outside. A notable feature in this respect is the return to this market of several Rockford manufacturers, so that practically every big concern in that Illinois furniture town is now represented here.

A few seasons ago numerous side lines of lamps, statuary, etc., were shown, but these for the most part

have been dropped. There is also a very apparent elimination of the cheap lines from this market, for the reason, of course, as in the case of the lamps and bric-a-brac, that it is found it does not pay to show them here. Cheap lines are bought largely from photographs these days.

As a case goods market Grand Rapids stands supreme and unchallenged in this country. In design, cabinet work and finish, in general honesty of construction as well as in artistic effects—call them "kinks" if you will—lies the secret of the success of the Grand Rapids furniture manufacturers. Reputation of the right sort is a splendid thing, and the local manufacturers may have built better than they knew in the early days when the market's foundations were laid in the little shops along Grand River.

General prosperity is in command throughout the States and, with unmistakable evidences of a fine fall trade on every hand, the retail dealers have come into the market to buy. Some seasons when business prospects were uncertain the trade placed few orders, going home with pockets full of memoranda, and this sort of delay makes the manufacturers uneasy. There has been no such hesitation this season and the chief problem now lies with the factories in the way of prompt delivery of the goods. While instances were few of a concern being sold up during July, the business done by most of the exhibitors was of such volume as will make the work of the traveling salesmen comparatively easy during the fall months.

The office desk trade is a quick and reliable finger on the pulse of business, and a feature of the market this season was the absence of some of the leading desk lines. This was due to the business congestion at the factories during the past few months. These concerns sent representatives to the market to keep in touch with the trade, but no special effort was made to secure business and the desk salesmen on the road this fall will be few in number.

Prices were firm, and in most cases higher than last season, but the dealers marched right ahead and bought with less shopping about and less delay than usual. The National Association of Case Goods Manufacturers at a recent meeting voted an advance of 10 per cent. on its product, and such action as this, taken just at the opening of the sales, often affects business, but nothing of the kind happened this year. Every furniture buyer knows what lumber is doing and what labor is costing, so the small advance that was made was taken as a matter of course and no complaints were made.

Few freaks in furniture were shown, for it has been found, as a rule, that they do not pay. The lines were strong in Mission stuff, although some of the designers think that this crude, hard, angular furniture will suffer a quick decline and an early death. Colonial and the period furniture of pure, true lines will live all ways.

Almond Griffen.





### The Produce Market.

Apples—Red Astrachans fetch \$2.25 per bbl. Duchess command \$2.75 per bbl.

Bananas—\$1 for small bunches, \$1.25 for large and \$2.25@2.50 for Jumbos. Business is not quite as brisk, but still holds up wonderfully well for this time of year. There have been no changes in price for several months.

Beets—15c per doz.

Blackberries—\$1.50@1.75 per crate of 16 qts. The crop is good in quality and large in quantity, due to the recent rains.

Butter—Creamery is in strong demand and large supply at 23c for extra and 22c for No. 1. Dairy grades are in active demand at 17c for No. 1 and 14c for packing stock. The quality of the receipts is good, although a part of the current butter is showing seasonable defects. The market is in a very firm condition, and if there is any change it will likely be an advance. Print butter is also firm and shows a hardening tendency. The consumptive demand for butter is good and considerable is being stored.

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—20c per doz. for home grown hot house.

Eggs—Local dealers pay 16c case count delivered for all offerings which bear indications of being fresh. Owing to the hot weather, the percentage of fancy eggs has now grown very small. There is also a falling off in the receipts of all grades. Higher prices are not looked for in the near future, as it is likely that plenty of eggs will come forward on the present basis. All the receipts are being consumed and no eggs are being stored at the present time. The outlook for storage eggs is very encouraging.

Green Corn—15c per doz.

Green Onions—15c for silver skins.

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

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

Lemons—The heavy demand has forced the price of both Californias and Messinas to \$5@5.25 per box.

Lettuce—60c per bu. box.

Musk Melons—Illinois Gems command 60c per basket. Alabamas fetch \$1.75 per crate. California Rockyfords have declined to \$3.25@3.50 per crate. Benton Harbor Osages will begin to arrive next week—and then life will be worth living.

Onions—Ohio stock commands \$1.90 for 65lb. sack.

Parsley—30c per doz. bunches.

Peaches—Albertas from Texas command \$1.50 per 6 basket crate. Hale's early are beginning to come

in from local growers and find a market on the basis of \$1 per bu.

Pears—\$1.50 per doz. for early varieties.

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

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

Plums—\$1.50 per bu. for Abundance.

Potatoes—Southern have declined to \$2 per bbl. Home grown fetch \$1.75 per bbl.

Radishes—12c per doz.

Tomatoes—75c per 6 basket crate for Southern. Home grown command \$3.50 per bu.

Turnips—15c per doz.

Wax Beans—90c per bu.

Whortleberries—\$1.75 per 16 qt. crate.

### The Grain Market.

Wheat has suffered a decline the past week of about 3c per bushel, the July option selling one week ago at 75½c to 72½c yesterday on the close. Receipts generally have been very free, considerable more than for the same period last year. The visible supply has shown an increase of 2,466,000 bushels for the week. Conditions in the Northwest have been favorable to the growing spring wheat crop and foreign news generally being of a bearish nature markets have worked into a condition where buyers are predicting lower values and hold off on purchases for the present. It would seem that prices have worked down to a very low basis, and we do not think the trade will make any mistake in carrying at least a normal stock of grain and flour from this on.

Corn has been weak and lower in sympathy with wheat. The outlook for the growing crop as a whole is very good. The weather has been favorable and there seems to be an inclination on the part of holders to sell out. It is to-day quoted about 56c carlots f. o. b. to arrive. The visible supply showed a decrease for the week of 636,000 bushels, and a decrease on oats of 333,000 bushels.

Oats have been weak, showing a decline of about 1½@2c per bushel on futures. Old oats hold steady and are pretty well picked up. New oats have not come into the market yet, but considerable threshing has already been done in the southern counties and there will probably be some receipts of new oats the first of next week.

Millfeeds are firm, some of the outside mills having advanced the price 50c per ton. L. Fred Peabody.

The Goodspeed brothers have merged their real estate interests into a stock company under the style of the Goodspeed Real Estate Co. The capital stock is \$100,000, all of which has been subscribed and paid in.

John H. Goss, for many years engaged in the grocery business on East Bridge street, will shortly re-engage in the same line of business at 231 East Bridge street. The Musselman Grocer Co. has the order for the stock.

### The Grocery Market.

Tea—There is the usual small summer demand, but nevertheless the situation shows some firmness. No change has occurred in prices. The markets in the East are considerably higher than the basis in this country.

Coffee—The announcement that the Brazilian government proposed to adopt the valorization plan to help the planters get better prices for their coffee caused an advance in both options and actual coffee during the past few days. Actual Rio and Santos coffee advanced about ¼c. Later the market weakened slightly, but even later recovered somewhat. At the present writing it is uncertain. If no further advices come from Brazil substantiating the valorization story the market will probably decline to where it was before the advance. If it really develops that the Brazilian plan is going through the present firmness will likely be maintained and even further advances may occur. Mild coffees are steady and unchanged and Java and Mocha are unchanged and quiet.

Canned Goods—The scarcity of desirable brands of corn for immediate delivery at prices within the views of most buyers keeps actual business within very narrow limits. In the future market Maine nor New York packers are disposed to accept additional orders until they know just how they stand with reference to their ability to fill contracts already booked. Brokers say that seldom, if ever, when the market for new packed California fruit has shown such a material advance in the leading varieties as it has this year, have they found such a general acceptance of conditions on the part of buyers. While apricot orders may be cut somewhat, there is a call for full deliveries on peaches from both large and small buyers, notwithstanding the considerable advances in prices of that variety over the opening figures in 1905, and there is a very general increasing of quantities on cherries, pears and plums. It is reported that the California Fruit Canners' Association has determined to advance the price of cherries 25c a dozen, as the demand has far exceeded expectations and has made heavy inroads on the available supply. The most important features in the market, however, is the limiting of quantities on lemon cling peaches, which is said to have been made necessary by the pack's showing even smaller than had been expected. The weakness in spot tomatoes which was developed early in the week has increased, with an evident intention on the part of distributors not to be led by apparently attractive prices into buying more than they could see an immediate outlet for through regular channels of consumption. American sardines have a strong upward tendency, owing to the continued failure of the run of fish on the Maine coast. Three-quarter mustards are in a particularly strong position. The available supply has been closely absorbed, and brokers are advising their customers to make sure of covering their wants before the

market is entirely cleared or prices are advanced. Asparagus is firm but rather quiet. Late advices from the Coast indicate that the damage done by the recent floods will curtail next season's pack to the extent of at least 100,000 cases. A steady although not large demand for Alaska salmon is reported, but in view of the comparatively low price of the latter and the scarcity of high grade as well as the cheaper kinds a large business is confidently expected with the advance of the consuming season. The pea situation appears to be giving jobbers as well as packers a good deal of concern. Advices from Wisconsin are not encouraging, thus increasing the prospect of a short pack everywhere. According to some reports Wisconsin packers may not be able to deliver over 70 per cent. of their orders. The general tone of the market is strong, and while there is said to be a considerable enquiry for goods, little new business is accomplished, owing to the scarcity of supplies.

Dried Fruits—Apricots are unchanged and very firm. The crop will undoubtedly be very light. Nothing new has developed in currants, which are quiet at ruling prices. Spot raisins are firm, and the demand for October shipment has well sold the stock up. Prices are unchanged. Spot prunes are scarce. In fact there is practically nothing left but the large sizes, which are selling fairly well. Futures are weak. Nominally Santa Claras are on a basis of 2½c coast, with outside brands 2¼c. Some sales of Santa Claras, however, have been reported at 2¼c. The present prune market is not in a pleasing condition to the large number of jobbers who bought earlier at 2¾@3c. The demand for futures is therefore dull. Peaches have declined 1c per pound during the week, apparently owing to the failure to buy on the part of the trade all over the country. Spot peaches are scarce and about out of the game.

Syrups and Molasses—Sugar syrup is in fair demand, but chiefly for investors who wish to stock up against the fall, when the production is expected to consist largely of beet sugar syrup. The syrup now making is from cane sugar. Molasses is in little or no demand. Glucose shows no change for the week. Compound syrup is unchanged and in the usual summer demand.

### Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Aug. 1—Creamery, fresh, 19@21½c; dairy, fresh, 16@18c; poor, 14@15c.

Eggs—Fancy candled, 19c; choice, 17½@18c.

Live Poultry—Broilers, 16@17c; fowls, 9@10c; ducks, 11@13c; geese, 12@12½c; old cox, 8@9c.

Dressed Poultry—Fowls, iced, 13@13½c; 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.

It takes a wide awake devil to make a sleepy church.



## EIGHTEENTH ANNUAL

## Convention of Michigan Knights of the Grip.

The eighteenth annual convention of the Michigan Knights of the Grip convened at Stag Island, Port Huron, Friday, July 27, being called to order by President Klockslem.

Frank N. Mosher, on behalf of Post H, Port Huron, welcomed the Association. Mayor Spencer, of Port Huron, being called upon, responded as follows:

It seems rather a funny thing to me that the Chairman of your Committee on Arrangements should bring me down here to Stag Island, out of my own city and out of my own State and country, and ask me to welcome you to Port Huron. I remonstrated with him somewhat in connection with this and he said, "It was all right." I presume that whatever Frank Mosher says or does is all right. If I were in Port Huron, I would say to you in behalf of the citizens that we extend to you a hearty and cordial welcome, for we are always glad to see strangers in our midst, particularly if they are a representative class of ladies and gentlemen, as I presume I see before me this day. Other citizens of Port Huron will be willing to extend to you the "glad hand". Even Hass Maines, our Chief of Police, will be glad to welcome you to his apartments and have you participate in the good things he has. I am glad to see so large a number of your membership here, coming from all parts of this State and representing its commercial interests; and I am glad to see that you are interested not only in the commercial side of life, but in the fraternal part of protecting those who are near and dear to you. I am glad, as I said before, to see so many of you here and I am also pleased that you brought so many of your ladies with you. They are interested in your work and you will never make a mistake if you take your ladies along with you, for they will always prove a "Guardian Angel" to their "Lord and Master". The citizens of Port Huron are always glad to see ladies in their midst, particularly the male portion. I have no doubt but every man here, not excepting the Knights of the Grip, are always glad to see good looking ladies. We know that that is a failing of theirs, but they can not help it. Keep your ladies interested in the work of your society and they will talk more for it and of it, work harder and accomplish more than you can. I know that you have a great deal of work to perform here and legislation to make which will be in the interests of your society, and I will not detain you any further, but will say to you on the part of the citizens of Port Huron that we again extend to you a hearty welcome. I would be glad, if I could, to turn the keys of our city over to you and say, "Come in and make yourself welcome," but we have no keys to our city excepting one coal hole that we have at the other end.

President: Your Honor, on behalf of the Association of the Knights of the Grip I thank you for your address, and hope while we are here you will enjoy the hospitality of the Knights of the Grip.

On motion of Mr. Weeks, the reading of the minutes of the previous meeting was dispensed with.

The following invitation was read by Mr. Day, Secretary from the Saginaw Board of Trade to hold the next annual convention in that city:

The Saginaw Board of Trade for the city of Saginaw extends to your organization an earnest invitation to hold its next annual meeting in this city, and, if accepted, there will be extended to you and your every courtesy and privilege usually provided for State and National conventions by any municipality.

A glance at the map of Michigan will convince you that we have railroad connections and transportation facilities second to none, and no other city in this State is more centrally located for such meetings than ours. We have excellent and numerous halls and fine hotels that are well equipped to care for extra members attending conventions. We have many miles of paved streets, principally asphalt, and are perfecting an extended park system, intending that Saginaw shall always be, as now, one of the most beautiful cities in the Northwest.

During the coming year of 1907 our semi-centennial celebration will be held, marking fifty years of civic progress. Therefore, during this particular year (1907) we desire to greet the members of many conventions and ask sister cities for this special time to waive their claims in Saginaw's behalf.

Can your organization come here next year and if so what can we do to place the matter properly before your body? Will it be essential for us to send a representative for the purpose of personally presenting our urgent invitation or will you kindly do so?

W. S. Linton,

President Saginaw Board of Trade.

It was moved and supported that this communication be placed on file and taken up under the order of new business.

The following committees were appointed by the President:

Creditables—Chas. W. Hurd, P. C. Fitzgerald, F. P. Burch.

Rules and Order of Business—James F. Hammell, John Hoffman, Daniel C. Day.

President's Address—J. J. Frost, W. C. Dudley, W. D. Barnard.

Amendments—A. A. Weeks, Thomas Hanlon, Wm. G. Tappert.

Vice-Presidents—Mark S. Brown, N. B. Jones, Ham. Irving.

Resolutions—E. P. Waldron, Mike Howran, Chas. Lewis.

President Klockslem then read his annual address, as follows:

Another year has rolled around and it affords me great pleasure to greet you in this our eighteenth annual convention and to enjoy the hospitality of Post H and of the citizens of Port Huron.

We journey here, not only to meet and greet each other, which is a pleasure in itself, but we are also here to work for the best interests of our noble organization, of which we are so proud.

I want to thank the members of this organization for the honor they conferred upon me in electing me their President, knowing there were many members in this organization of much more ability than myself; but I pledged you my best efforts and thanks to a good Board of Directors and Treasurer and a first-class Secretary, we can report to you a successful year.

We have to-day an active membership of thirteen hundred and twenty-one and two hundred and thirty honorary members; total fifteen hundred and fifty-one, a net gain over last year of one hundred and twenty-five.

We have held four Board meetings, which were well attended, and have called three assessments; the Secretary and Treasurer's reports have been approved by the Finance Committee and both have done their work well.

While there have been no Legislature in session and no real work for our Committee, nevertheless they have been considering the present condition of affairs and are prepared to make recommendations for future legislation.

Early this year the Pere Marquette discontinued the running of several passenger trains, which made it very inconvenient for several of our members to make their regular territory, but through the earnest and persistent solicitations of the members of this organization the usually good service has been restored.

Relative to the Michigan mileage book, while there is room for some improvement, I consider it a much more convenient book than the C. P. A. and preferable to the Northern book during the last years of its existence.

The work done by the Relief Committee is fully known. Since the death of our Brother Matson, we have another afflicted Brother, A. W. Van Alstine, and about the same as the former. By request of our Board of Directors, our Secretary made an appeal in your last assessment, which is now under way of collection, and I am pleased to say that many of the boys are responding freely and, no doubt, we will have a good fund when all assessments are paid. Brother Van Alstine, although a stranger to most of us, is still one of us. He has given up his grip and is fighting the battle alone. The brotherhood of man feeling which should exist is a pretty good religion to tie to. By order of the Board the Secretary is sending him \$5 per week. This, with a small pension from our Government of \$3 per week, making a total of \$8, is helping to lift the burden of Brother Van Alstine and his loyal wife.

We have much business of importance before us and I trust all will be for the good of our order. We have no subordinate or supreme council to report to and are only responsible to ourselves, and can make our own laws for the guidance of our individual interests.

Two amendments to the constitution will come before this convention. One is, as I understand it, to change the entertainment fund into a promotion fund, the same to be used to advance the interest of our association in securing new members.

In our Board meetings we have been discussing the same and how we could increase our membership. I heartily recommend the passing of these amendments.

The grim reaper Death has not taken as many from our ranks this year, although he has brought sadness and sorrow to many homes, and eleven of our honored members have laid down their grips for the last time. The following are the names of our departed Brothers:

Wm. A. Broadhead, Manistee.  
Lucius D. Cook, Fostoria, Ohio.  
John H. Fay, Woodmere.  
Geo. B. Lewis, Grand Rapids.  
Geo. H. Bodette, Bellevue, Ohio.  
Louis Asher, Detroit.  
Alexander Wallace, Saginaw.  
Wm. F. Ballentine, Port Huron.  
Ralph Blocksma, Grand Rapids.  
E. P. Dana, Grand Rapids.  
H. P. Rockwell, Jackson.

We are receiving many new members of late and I am pleased to say that they are mostly young men. This is very gratifying, for upon the young men lies the future success of our organization.

In conclusion, I want to thank the members for their co-operation for the success and upholding of our organization and I ask the continuation of your assistance during the remainder of my term and sincerely promise you that I will do everything within my power to make the remaining six months of my term of office as successful as the first have been.

The President's address was referred to the Committee on President's Address.

The following report was submitted by Secretary Day:

Your Secretary would respectfully submit the following report from Aug. 20 to the close of the year 1905:

Membership.  
Members in good standing Aug. 28, 1905 ..... 1384  
New members ..... 39

Deaths from Aug. 28 to Jan. 1, 1906 ..... 10  
Delinquents from Aug. 28 to Jan. 1, 1906 ..... 139

Active membership total, Jan. 1, 1906 ..... 1274  
Honorary membership total, Jan. 1, 1906 ..... 152

Total membership Jan. 1, 1906 ..... 1426  
Members paying assessment No. 1, 1905 ..... 1322

Members paying assessment No. 2, 1905 ..... 1307  
Members paying assessment No. 3, 1905 ..... 1266

Members paying assessment No. 4, 1905 ..... 1274  
In the work of procuring new members J. C. Whitliff heads the list with ..... 17

Wm. Morash ..... 6  
M. Gray ..... 4  
J. C. Saunders ..... 2  
F. W. Atkins ..... 2

Eight members sending one each ..... 8  
Total ..... 39  
30 of these were sent in from Port Huron.

General Fund Receipts.  
Amount due 1903 ..... \$689.00  
Change of beneficiary ..... 5.00

General Fund Disbursements.  
Remitted to H. E. Bradner, Treas. \$694.00  
Death Benefit Fund Receipts.

Ass't No. 2, 1905 ..... \$ 12.00  
Ass't No. 3, 1905 ..... 1288.00  
Ass't No. 4, 1905 ..... 2536.00  
Ass't No. 1, 1906 ..... 1082.00

Total ..... \$4918.00  
Death Benefit Fund Disbursements.  
Nov. 4, 1905, Check to H. E. Bradner, Treas. .... \$1460.00

Dec. 16, 1905, Check to H. E. Bradner, Treas. .... 2230.00  
Jan. 20, 1906, Check to H. E. Bradner, Treas. .... 1228.00

Total ..... \$4918.00  
Entertainment Fund Receipts.  
Honorary membership dues ..... \$38.00  
Receipts for 1905.

Death Benefit Fund ..... \$12,718.00  
General Fund ..... 2,049.00  
Entertainment Fund ..... 190.00

Total ..... \$14,957.00  
Remitted to H. E. Bradner, Treas. .... \$14,957.00  
List of deceased members from Aug. 21st to Jan. 1st, 1906:

No. 2608, Earl Allen, Grand Rapids.  
No. 53, Marvin Matson, Lapeer.  
No. 3663, E. H. Salisbury, Traverse City.  
No. 3316, Wm. S. Lattimer, Toronto, Can.

No. 2353, Albert E. Curtis, Ludington.  
No. 3142, W. P. Townsend, Grand Rapids.  
No. 4541, Gilbert T. Smith, Los Angeles, Calif.

No. 1961, Chas. H. Booth, Detroit.  
No. 3137, Arthur Stirtzko, Chicago.  
No. 3384, Oscar L. Thompson, Ann Arbor.

Deaths from Jan. 1, '05, to Aug. 28, '05 ..... 23  
Deaths from Aug. 28, '05 to Jan. 1, '06 ..... 10

Making a total number of deaths for 1905 ..... 33  
Amount paid in death claims ..... \$16,500.00  
This concludes the unfinished report of 1905.

Your Secretary would also submit the following report from Jan. 1, 1906, to July 27, 1906:

Active membership, Jan. 1, 1906 ..... 1274  
New members paying 1906 dues ..... 61

Deaths since Jan. 1 ..... 11  
Total ..... 1274

Honorary membership for 1906 ..... 230  
Total Membership July 27, 1906 ..... 1554

Delinquents since Jan. 1, 1906 ..... 23  
I have reinstated ..... 23

Members paying Ass't No. 1, 1906 ..... 1281  
Members paying Ass't No. 2, 1906 ..... 1283  
Members paying Ass't No. 3, 1906 ..... 653

You are all cognizant of the fact that the success of our Association, as well as other organizations, whether a mutual plan or an old line insurance company, depends upon procuring new members.

We appreciate the interest many of our members have taken in securing new members and realize that these great results can only be perpetuated by adopting some plan wherein our membership may be increased by allowing those who are interested in securing new members receive some small remuneration for their efforts in behalf of our Association.

With a record unparalleled in the history of commercial men's associations, an organization that is not only recognized by the railroads, hotels, bus and baggage, but our Legislature, even in Congress, we should all feel proud and ever stand ready for the advancement of our noble order.

In addition to this, the benefits we derive should insure the perpetuity of this grand and noble order. And to-day I am in hopes to see new spirit engendered

into our Association, and that the members may devise some method to increase the membership, and that we may all unitedly put our shoulder to the wheel and boost our membership to 2,000 ere another year rolls round.

Those contributing new members since Jan. 1 are as follows:

F. L. Day, 14; F. N. Mosher, 4; H. P. Lett, 2; J. C. Elliott, 2; M. C. Empey, 6; Lett, 2; J. C. Elliott, 2; M. C. Empey, 6; F. P. Burch, 2.

21 others have one each, making a total of 61.  
Those Contributing to Honorary Membership.

J. C. Whitliff, 41; F. L. Day, 49; W. B. Burris, 17; A. A. Weeks, 18; F. E. Gray, 12; Deaveraux, 13; M. C. Empey, 7; A. D. Seaver, 4; Atkins, 4; Courtney, 4; A. C. Acton, 2; F. N. Mosher, 2; Kirkwood, 2; T. J. Hanlon, 2; Hewitt, 2; C. J. Lewis, 5; Geo. H. Randall, 3; Mail, 29; Members one each, 13. Total 230.

General Fund Receipts.  
Annual dues for 1906 ..... \$62.00  
Change of beneficiary ..... 2.00

General Fund Disbursements.  
Remitted to Jno. B. Kelly, Treas. \$64.00  
Death Benefit Fund Receipts.

From Jan. 20, '06 to July 27, '06.  
From Ass't No. 4 ..... \$ 12.00  
From Ass't No. 1 ..... 1480.00  
From Ass't No. 2 ..... 2566.00  
From Ass't No. 3 ..... 1306.00

Total ..... \$5364.00  
Death Benefit Fund Disbursements.  
From Jan. 20, '06 to July 27, '06.

Feb. 2, 1906, Check No. 1, Jno. B. Kelly, Treas. .... \$1,050.00  
Mar. 2, 1906, Check No. 2, Jno. B. Kelly, Treas. .... 416.00

Mar. 24, 1906, Check No. 6, Jno. B. Kelly, Treas. .... 1,242.00  
May 5, 1906, Check No. 7, Jno. B. Kelly, Treas. .... 1,324.00

May 31, 1906, Check No. 8, Jno. B. Kelly, Treas. .... 14.00  
July 2, 1906, Check No. 11, Jno. B. Kelly, Treas. .... 162.00

July 2, 1906, Check No. 17, Jno. B. Kelly, Treas. .... 1,156.00  
Total ..... \$5,364.00

Employment and Relief Fund Receipts.  
Received from annual convention held in Jackson, 1905 ..... \$1.87  
Employment and Relief Fund Disbursements.

Check No. 5 to John B. Kelly, Treas. \$1.87  
Entertainment Fund Receipts.  
Rec'd from honorary membership dues ..... \$197.00

Entertainment Fund Disbursements.  
Checks No. to Jno. B. Kelly, Treas. \$197.00  
W. A. Van Alstine Relief Fund Receipts.

Rec'd from donations. Receipts No. 0 to 278 ..... \$336.15  
W. A. Van Alstine, Relief Fund Disbursements.

Remitted to Jno. B. Kelly Treas. \$336.15  
Our Supreme Ruler has seen fit to remove from our organization by death since Jan. 1, 1906, eleven members, as follows:

No. 5607—Wm. A. Broadhead, Manistee.  
No. 2862—Lucius D. Cook, Fostoria, Ohio.

No. 4142—John M. Fay, Woodmere.  
No. 4122—Geo. B. Lewis, Grand Rapids.  
No. 3525—Geo. H. Bodette, Bellevue, Ohio.

No. 5730—Louis Ascher, Detroit.  
No. 3145—Alexander Wallace, Saginaw.  
No. 5842—Wm. F. Ballentine, Port Huron.

No. 2595—Ralph Blocksma, Grand Rapids.  
No. 2070—E. P. Dana.  
No. 3517—H. P. Rockwell, Jackson.

There are no unpaid claims.  
Happy indeed am I, my brothers, to be a member with you of an association whose object is the uplifting and protection of our fellow men, thus making the world better for our having lived in it.

Thanking my official associates and the members of the order at large for their uniform kindness and assistance during my short term of office, I conclude my report.

President: You have heard the Secretary's report, gentlemen. What will you do with it?

Moved and supported that the report of the Secretary be adopted. Carried.  
Treasurer Kelley then presented his report, as follows:

Your Treasurer respectfully submits the following report of our finances from period dating Aug. 28, 1905, to July 27, 1906:

General Fund—Receipts.  
Bal. on hand Aug. 28 ..... \$ 1,062.39  
Received from Secretary ..... 758.00  
Transferred from D. fund ..... 1,369.24

Total receipts ..... \$ 3,189.63  
General Fund—Disbursements.

Expenses Board Meetings ..... \$224.83  
Secretary's Salary ..... 720.13  
Treasurer's Salary ..... 288.06  
Postage and Printing ..... 717.53

Transfer to Death Fund ..... 950.00  
Salary Stenographer ..... 13.35  
Leather Book Case for Secretary ..... 14.95

Total Disbursements ..... \$2,928.85  
Balance on hand ..... \$260.78

Death Fund Receipts.  
Aug. 28, '05, Balance on hand ..... \$ 2,085.59  
Transfer from G. F. ..... 950.00  
Received from Secretary ..... 10,282.00

Total ..... \$13,317.59  
(Continued on page forty-one.)





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

Special Correspondence.

New York, July 28—The Coffee Exchange this week has been a lively institution and brokers who hitherto have been having a good time at the seaside and mountain have all been in town, taking active part in the transactions. The movement from hour to hour has been steadily upward and the chances are that the same conditions will exist for some little time. In the spot market jobbers generally report a good demand and orders have come from all over the country, both by mail and wire, in a manner that has not been seen before for a long time. Rates have advanced and at the close No. 7 is worth 8¼c or ¼c more than a year ago. In store and afloat there are 3,200,431 bags, against 3,736,280 bags at the same time last year. The coffee market is unmistakably strong and is bound to show a further advance. Probably no better time for years has existed for retailers to make purchases ahead of current wants. Mild grades, in sympathy with Brazilian sorts, show greater firmness and a good run of business has been experienced all the week. East Indias are steady.

New business in sugar for the past few days has been light, but the withdrawals under previous contract have been very active, as might reasonably be expected at this season of the year. Some refineries are a number of days behind in filling orders, but, as a rule, deliveries are quite prompt this season.

Teas here are said to be below values quoted in producing countries. The demand has been of an everyday sort and the market generally remains firm. Next month, it is confidently thought, a decided change for the better in the tea market will be noticed.

Stocks of rice here are somewhat limited. The demand has been very good during the week and especially so for grades worth about 4¾c. Holders are very firm in their views and hope to "make up for lost time" this fall.

In spices there is the usual between-seasons dulness and neither buyer nor seller manifests much interest. Quotations are unchanged.

Not an item of interest can be picked up in the molasses market. The best that can be said is that the range of prices is being well sustained. Supplies are rather more plentiful.

Canned goods remain unchanged. The trade is watching with interest the packing of tomatoes and reports vary to quite an extent. Spots are steady at 80c, but the movement is light. Futures are steady at 75c for standard No. 3s, Maryland pack. Corn is steady and the tendency seems to be toward a higher basis, as the acreage is certain to be much smaller this season than last. Pack-

ers of well-known brands are practically all confident of good prices for their entire pack.

Butter is firm. The demand, especially for the top grades, is active enough to keep the market pretty well cleaned up and 21c seems to be about the prevailing rate for extra creameries. Firsts, 19½@20½c; imitation creamery, 17¼@18½c; factory, 16½@17c for firsts and 15½@16c for seconds; renovated, 16@19c; packing stock, 14@15c.

Cheese is steady, with full cream strongly held at 11½c, either for large or small sizes.

Eggs are firm. Finest Western, 19@19½c; firsts, 17@18½c; seconds, 16½@17½c.

**Strange Delicacies Found in London Restaurants.**

The London gourmet of to-day has at command all the gastronomic delicacies of the known world—if he is prepared to pay for them. The aid of science is called in, at great expense, so that fruits may be brought to table out of due season, the ends of the earth are searched for rare morsels, and celebrated chefs rise to sublime heights in their efforts to tickle his palate.

In this, as in other matters, it is money that "talks," and it is at the smart metropolitan hotels that, in this direction, it talks to most advantage. Shark's fins, as an item in a dinner menu, are somewhat rare, but they can be served at a charge of 10s a head; and turtle fins, somewhat similar in taste, a dish of superb flavor, are now obtainable at 5s a portion.

A cut from a young kangaroo is not marked on every smart menu, but if ordered at the right places it can be put on the table at a cost of from 10s to 15s.

Truite au bleu is another exquisite delicacy which is also very expensive. It is essential, if the last extremity of flavor is to be secured, that the trout should be put alive into boiling water. The best fish are now got from Scotland. The trout have first to be caught, then a special railway truck has to be put on the rails, and during the whole journey a man has to pour water through the air into the reservoir. It may cost £20 to bring one or ten alive to London.

Quail de Rothschild is now being served at an ordinary dinner. Here are the ingredients: Quails, stuffed with artolan, pate de fois gras, truffles and other things. A dish for eight people would not now cost more than ten guineas. Chinese bird-nest soup or swallow-nest soup is now cheap—at 5s a plate.

**The Giddy Old Man.**

The man who wants to get acquainted! Were you ever going in any direction that this man was not going that way also? He is generally traveling for pleasure, therefore his wife is not along. He is rarely the man one wants to know, or should know, therefore, selfish as it seems, and lonely as it may be, the best course for a woman is to observe the behest of Elisha when he sent his servant, Gehagi, to lay his staff

upon the face of the dead Shumanitt child:

"If thou meet a man salute him not; and if any man salute thee, salute him not again."

For it does seem that a man is never too old to believe himself attractive to some other man's wife or daughter. You can pull every hair of his dear old head; yank every tooth out of a one time sweet mouth; furrow him an inch deep with Time's claw; rheumatiz his joints, raise Cain with him generally, and yet he will sit up and show his red necktie and think he's a darling that ought to paralyze every woman.

Bah! We hear a great deal of the foolishness and flightiness of the old woman; but, my friends, she is enough better behaved than the old man. Time does not handle a man with a thicker pair of gloves than he puts on for a woman, and the sooner men realize that the nineteenth century woman is no older at the same age than a man is, the sooner will he leave off being ridiculous and become the dear, decent old grandpap God intended him to be.

**An Entirely New Industry for Ontonagon County.**

Bruce's Crossing, July 31—Ontonagon county is in line for a pea-canning factory, an entirely new industry for the Upper Peninsula. Early in the spring a Manitowoc, Wis., canning company, said to be the largest canners of peas in the world, the annual output being in the neighborhood of 6,000,000 cans, supplied seed peas to twenty-five farmers in the Ontonagon Valley for the purpose of testing the fitness of the land for the cultivation of the crop. The seed was planted, and the results have been entirely successful, two field men sent by the company to examine the crop having reported that the yield promises to be even better than that secured along the west shore of Lake Michigan, which at the present time is noted as the greatest pea-raising region on the globe.

A proposition to rent 600 acres of land at \$5 an acre for a period of three years has now been made by the company, and in case it is secured in time for plowing this fall the proposed factory will be established, to be followed later by a further extension of the industry in the Ontonagon Valley.

**Merged Into a Corporation.**

The Petersen Brewing Co. has merged its business into a stock company under the same style. The capital stock is \$30,000, all subscribed and paid in. The stockholders and the amount of stock held by each are as follows:

Julius R. Petersen .....	\$18,000
Henry Petersen .....	5,000
Phillip Petersen .....	5,000
Julius R. Petersen, Jr. ....	2,000

All of the stockholders are directors. The officers are as follows:

President and Treasurer—Julius R. Petersen.  
Vice-President—Henry Petersen.  
Secretary—Phillip Petersen.

The worst use that can be made of success is to boast of it.

**School Supplies**  
**Holiday Goods**  
Wait for the big line.  
**FRED BRUNDAGE** Wholesale Druggist  
Muskegon, Mich.

**Important Notice**  
We made and sold more Quaker Oats during the six months ending June 30th than ever before in the history of our business. July sales indicate that our business for the next six months will show a still larger gain. Even with our increased capacity we anticipate some difficulty in supplying the demand. It may be necessary in the near future to fill orders in rotation. Then it will be a case of first come, first served. To be on the safe side every grocer should place an order for  
**Quaker Oats**  
**RIGHT NOW.** Order from your jobber. The biggest cereal advertising campaign yet attempted makes Quaker Oats the fastest selling cereal food in the world. The quality, purity and flavor of Quaker Oats is sure to satisfy your customers and bring them back for more. Now is the time to replenish your stocks.  
**The American Cereal Company**  
Address—Chicago, U. S. A.

**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  
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**We Invite Correspondence**  
OFFICES:  
101 MICHIGAN TRUST BLDG.  
GRAND RAPIDS, MICHIGAN





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OF BUSINESS MEN.

Published Weekly by  
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of issues a year or more old, \$1.

Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 1, 1906

**SIMON PURE FAILURES.**

There is nothing new about scolding a municipal government or any other kind of government, for that matter, but there is a satisfaction in speaking one's mind as to the inexcusable indifference and lazy, happy-go-lucky attitude of our Aldermen, our Public Works Superintendent, our City Engineer and our Mayor in relation to the condition of the Ionia street pavement south from Monroe street. It is a down grade and is filled with holes deep enough almost to catch and hold a cart wheel; and where the holes do not yet exist the pavement shows a series of surface inequalities sufficient in variety and number to put the ingenious dazes, mazes and phases at Ramona Park away back on the frontier of civilization. It is a sort of practice ground for the amateur road builders and veteran wire pullers who manipulate city affairs. Send in a notice complaining and in a day or two somebody dumps either sand, ashes, or both, into the holes, and with self reliant smiles goes along to play with some other "job." If it happens that rain falls the stuff washes out and away, after demonstrating a quality of muck for awhile that is exasperating until the sun's rays wipe out the dampness, leaving a dust warranted to blow into and through any opening, however infinitesimal. If a drouth prevails the dust is developed earlier and the bumps, wrenches and disreputable shiftlessness continue in evidence. Week after next the burlesque is repeated.

This condition prevails not only as to the area which the city government is bound to care for, but it is the same between the street car tracks. Possibly our city is too impecunious to care for its own charge, but surely the Grand Rapids Railway Co., which is making "all kinds of money," can not plead poverty. And so our city fathers should get after those wretched public service people who do not do as they agree to do. They should be forced to fix the pavement between the tracks.

"Aye, there's the rub." The beautiful, wide-awake, enterprising and self-satisfied city of Grand Rapids is unable to enforce many of its most desirable rules and regulations because, through the wool-gathering

demeanor, the utterly disreputable inefficiency of those who are in charge of city affairs, the city itself is the worst offender against itself.

Excuses? There are cords and cords of them on tap always; and some of them have so lost their vigor that they flow continuously without even a turn of the spigot.

The smoke nuisance? Yes, it exists, with the city fathers the most egregious trespassers. The electric wires overhead? Again our Mayor, our City Engineer, our Public Works Overseer, our Aldermen dare not open their mouths. The illegal filling of our streets with building materials? No, they won't say anything on the subject because brother aldermen must have room in which to pile bricks, mix mortar, throw lumber, ladders and other debris.

It is useless to attempt to "help a lame dog over a stile," as many have tried to do in this matter of the inadequate manner in which our city's affairs are attended to. There are no excuses that can be accepted. Something is wrong somewhere and, unable to give other specifications, the Tradesman chooses to place the responsibility broadly upon the men who, holding offices and knowingly accountable, fail miserably to discharge the duties to which they are assigned.

Grand Rapids is growing as never before. Industrially, commercially, financially and educationally her development is little less than marvelous, and no thanks whatever to the men who are in charge of municipal affairs.

Instead of appreciating the splendid character of the city as a factor in the world's great mart of business; instead of realizing that, in spite of them, the city will continue to grow and, instead of comprehending their great opportunity for the making of a record which, with a truly patriotic citizen, would forever remain his greatest treasure and the proudest inheritance of the children he may leave behind, too many of these men peck and nibble and quibble and carp and cavil over a multitude of things of no significance whatever as they seem to yell loudly: To Hell with the city! I'm not in this thing for my health!

**LESSON FROM THE COAST.**

Since the earthquake and the fire San Francisco has been the center of the wide world's eyes. The expected has happened and the inhabitants on the shores of the Pacific Sea with an emphatic, "Wouldn't that jar you?" have announced themselves as ready for business at the same old stand or as near to it as the circumstances over which they had no control permit. Discouraged? No. Disheartened? Don't you think it. Cities like persons must have their ups and downs. This last fire left a bigger blister than the other two and the earthquake rather rubbed it in; but it is better to have them come together and both over with at once and start in on a new deal. Things are not nearly so bad as they might be. The opened safes delivered their respectable contents unharmed, the country by and large has shown that

blood is a great deal thicker than water and that the milk of human kindness furnishes the richest cream. Then, too, we have our insurance to lean on, and with all these advantages in our favor we will show you, when we get through, a city worthy of the Golden Gate. See what sprang from the ashes of Chicago and Baltimore. Lo! Galveston rose again from the waves, shaking her invincible locks, and San Francisco is profiting by their examples.

That was what! and what a cheer from everywhere greeted the proclamation. "Hear! Hear!" shouted the Anglo Saxon Englishman; "Ach! Gott!" came in German gutturals from Unter Den Linden; "Dieu!" exclaimed the city on the Seine with uplifted hands; and then came the unexpected. Shylock with line-following finger could see nothing in the policy concerning earthquakes. "I can not find it. 'Tis not in the bond;" and there with San Francisco standing homeless and helpless in the ruins the fire had left, the shark that for years had feasted and fattened on her liberality dastardly left her in her misery to shift for herself, and shift for herself she did! Gathering about her the holders of worthless policies she threw open the blinds and tore down the red curtains that an outraged public might see and judge for itself. With the help of the defrauded she black-listed the defaulting insurance companies and published them, that the business world might read. Then the reaction came. Then rascality found out it had overreached itself and that—joy to relate—"Curses like chickens come home to roost."

Read: "The Superintendent of Insurance for the State of Kansas says: 'The report of the California Insurance Commission on the course of insurance companies towards their policy holders in the recent San Francisco fire will be accepted by myself as a final judgment as to whether any particular company can continue to transact business in the State of Kansas. If the report is unfavorable to any company, that company must close its offices in the State of Kansas.'

"The City Clerk of Los Angeles has been instructed to cancel all policies of companies which are not paying dollar for dollar on their San Francisco losses. On July 6th he cancelled one policy in the Eagle Insurance Company of Brooklyn, one in the Trans-Atlantic, and one in the English-American Underwriters.

"The National Credit Men's Association last week held a meeting in Baltimore and took steps to inform its members all over the country of the action of the insurance companies in San Francisco. There will be no formal boycott, but the names of companies paying dollar for dollar will be conspicuously bulletined in all wholesale concerns in the United States. Those not mentioned in this Roll of Honor will be the concerns that the National Credit men advise should be avoided."

These are three extracts from a list of eleven in a single newspaper issue, all of which are showing pretty

conclusively that San Francisco is "shirking for herself" with a vengeance, and that the rascals who have forced this action upon her are learning to their cost that "even-handed justice still lives and rules, that honesty still continues to be the best policy and that these curses, which come home to roost, are not the most profitable chickens in the commercial hen house. Suggestion remarks that "there are others," and that same suggestion, if heeded, will lead to the conclusion that meanness in any form of development will receive the wages it has justly earned.

**ARTHUR C. DENISON.**

Naturally there are several avowed candidates for the judicial honors and responsibilities of the office made vacant by the death of the distinguished and most deeply lamented Judge Wanty. And, so far as the Tradesman is aware, these avowals have been made with dignity and utmost propriety.

There is a candidate for the office, however, whose character is so eminently suited to the office that the first suggestions of his name in this connection came from such citizens as Secretary of War Wm. H. Taft, ex-Judge of the United States Circuit Court; from United States Judges Severens and Lurton. And these suggestions, taken up and endorsed by the Bar Associations of Kent, Allegan and Kalamazoo counties, respectively, have placed Arthur C. Denison, of Grand Rapids, in the field.

It is the unanimous sentiment of the business men of Grand Rapids that the nomination can not be bettered in any respect. Mr. Denison is a learned man in its broad sense. As an attorney and counselor he stands in the front rank of the bar of Michigan—a fact recognized and gracefully acknowledged at the last annual convention of the State Bar Association when he was elected President of the organization. Foremost in every effort making for the betterment of the general welfare, Mr. Denison has been of inestimable value to this community and to the commonwealth at large.

Moreover, Mr. Denison is a business man who grasps conditions; analyzes thoroughly, speedily, clearly; acts promptly and well. It is probable that no man in Michigan has a more keen comprehension of business conditions in our city and all through our State. Absolute in rectitude, an indomitable student, an acute observer and withal most charming in a social sense, Mr. Denison has, as is overwhelmingly testified to by members of his profession all over the country, an essentially judicial mind and temperament.

Elevation to the bench of the United States Court would be a well deserved honor to Mr. Denison, and placed there he would, as he has in the past, reflect honor upon our city, our State and our Nation.

The man who never made a success of anything in his life always wonders why other men do not heed his advice.



## GOOD HABITS OF WORK.

## They Are a Great Aid To Success.

There is no greater aid to success in all the walks of life than the early formation of good habits of work. "Habit," says Prof. William James, the psychologist, "is the enormous flywheel of society." The flywheel furnishes no power, but it is second in importance only to the engine or the dynamo that does furnish it, for it makes it possible to so supply a given amount of power as to produce the maximum of result with the minimum of wear and tear upon the machinery.

The man without good habits of work is an engine without a flywheel. He constantly is expending his energy to little or no purpose. He fritters away more time and strength in deciding what he shall do next, and how he shall do it than a man with good habits would require for choosing and doing the task. He runs so fast at times, slows down so fast at other times, is so irregular and uncertain in all his movements, that he constantly is breaking down or getting everything out of gear, expending his energy to no purpose, or to worse than none.

The most important lessons regarding the need for the early acquirement of good habits and the best methods of forming them are taught by psychology. A knowledge of psychology is not regarded generally as helpful in the struggle for material success, but its teachings regarding habit are of the most practical nature, and every worker, and particularly every young worker, should be familiar with them.

We usually think of habit as a mental and moral phenomenon. Psychology shows that at bottom it is a physical fact—a state of the nervous tissues. Water in flowing hollows out a channel for itself. When it flows again unless diverted it will run in the same channel. Similarly when an impression from any object causes a nerve current to flow from the part of the human body where the impression is made to the muscles and in consequence some act results the current makes a channel for itself in the substance composing the nervous system.

Subsequently, when the same impression is made again by the same object, the same nervous current will tend to flow through the same channel and discharge in the same act, and, if a given sensation is caused or permitted by the will frequently to be followed by a given act the act presently will be performed without the conscious volition of the actor—in other words, will become habitual.

A man usually doesn't think about putting on his shoes or his necktie in the morning. The impression caused by the sight of them discharges automatically in the act of putting them on, while their owner probably is thinking of something entirely different.

Most of the common acts of life are performed in this automatic manner. Every man is a bundle of hundreds of habits—of channels through

which nervous currents, if not estopped by the will, promptly discharge into their appropriate acts when extraneous objects cause the sensations by which those acts often have been preceded. Many habits become practically reflex actions. It is fortunate that this is so. If a man always had to stop and study which leg to put into his trousers first, how to handle his knife and fork, what car to take, as he did the first time he performed those acts, he would have no time or energy left in which to attend to the more difficult and important duties of life.

Now, it is just as practicable to make the performance of many portions of one's daily work largely or wholly habitual as it is to make walking or putting on one's shoes so, and everybody who is ambitious to attain high success should strive to do this, for it has two great advantages. One is that it saves energy and promotes expertness. A task which is done automatically is easily and usually well done. Secondly, when a man, by the formation of good habits, has acquired such perfect mastery of all the simple regular details of his work that he can attend to them almost without thinking about them, his mind is left free and unwearied to cope at its full power with new and complicated duties as they arise.

It largely is habit which enables a Morgan or a James J. Hill to transact the enormous amount of business he daily turns off. It no less is habit which unerringly guides Dr. Senn's knife as he performs an amazing number of surgical operations in a day, and does them all better than the average surgeon could do any of them. It is by acquiring good habits that the mechanic becomes the most expert workman in his line.

It is never a question whether one shall form good habits or none. The question always is whether there shall be formed good habits or bad ones. For the one kind or the other, by the action of a law of nature, inevitably will be developed. Fortunately it usually is as easy at the start to form a good habit as a bad one—to set nervous currents to discharging in the right acts as in the wrong ones. It is as easy to get the habit of proceeding directly with the work at hand as of procrastinating about it, of fixing the entire attention upon it as of letting the mind constantly wander off to other things, of doing it carefully and well as of doing it carelessly and ill.

Too much stress can not be laid upon the importance of beginning to form good habits of work when young. The substance composing the nervous system is plastic then and nerve currents may hollow channels through it where they will. As time passes the nervous tissues harden and it grows more difficult to hollow new channels through them and dam up the old ones—in other words, to form new and break old habits. Personal habits, such as those of gesture, pronunciation, address, usually are fixed before 20. Business and professional habits usually are irrevocably fixed between 20 and 30. The

man who has not become a fast, steady, capable worker at 30 will have great difficulty in ever becoming one, while the one who has become such a worker at that age usually will always be one.

"Habit a second nature! Habit is ten times nature," said Lord Wellington. There was profound philosophy in this remark, and it was philosophy born of experience, for Wellington, who in childhood was considered such a dunce his own mother could not bear to have him near her, became one of the greatest soldiers, diplomatists and statesmen of his age by assiduously cultivating the habits of thorough preparation and quick decision.

The nervous system which is a bundle of bad habits is its possessor's worst and most inveterate enemy. The nervous system which is a bundle of good habits is its possessor's most faithful and efficient ally. Prof. Bain, Dr. Maudsley, Prof. James and other psychologists have laid down several scientific rules by strictly adhering to which every man may make his nervous system his ally. Never do repeatedly an act which you would not want to become habitual, for every act is an incipient habit. Seize the first and every opportunity to carry out a good resolution. Make as many useful actions as you can habitual, and when you have begun to try to acquire a good habit never suffer an exception to it until it has become firmly rooted. In endeavoring to break bad habits don't try to "taper off," but absolutely break them at once. "Keep the faculty of effort alive" by constant exercise. The man who selects intelligently the habits he wishes to form and adheres strictly to these rules may not achieve an eminent success, but he will be much more successful and happier than if he lets himself drift thoughtlessly and without any regard to consequences. S. O. Dunn.

## Hints on Show Card Writing.

A series of very effective window cards can be readily made by anyone with little or no artistic training. This may be accomplished by cutting out suitable illustrations in colors or in black and white from magazines, posters, etc., and pasting them on sheets of mounting board of various tones. Some of the best colors for the latter are gray, brown, black or

red. These may be mounted in broken paneled style, that is, with the picture cutting into the border line, or pasted inside the latter. A neat border in some suitable contrasting color can be very readily run around each of the cards by means of a small brush, a little paint, the straightness of the line being secured by guiding with the fingers along the edge. Outlining the picture somewhat heavily is sometimes productive of a striking effect. A more difficult part of the operation will be the lettering. The height and position of the various lines may be secured by ruling very lightly with a lead pencil, while a little observation in some of the windows will furnish a suitable style of lettering. The subjects of the illustrations used must be a matter of taste. Sometimes these will be pictures of the goods themselves, and sometimes ideas which will serve to give point to a striking head-line, or on which a striking head-line can be based.

A simple outfit would require at least two or three pointed sable lettering brushes, a flat stick or a small palette knife for mixing paints, a couple of cups for holding water, a few assorted pens, some white chalk in sticks, a soft pencil, a piece of sponge rubber for erasing, a long ruler, some cardboard and some paint. These should not cost more than two or three dollars at the most. These may be added to from time to time as required.

## Bits of Philosophy.

It is better late than never—but the clerk who acted on the assertion is now hunting for another job.

Honesty is the best policy—but the man who views it as policy will bear a reasonable amount of watching.

I sometimes admit that there may be good men in other churches than my own, but it is strange how they can be so misguided.

A fool and his money are soon parted—but it is noticeable that the names of misers are not generally enrolled among those of sages.

Pride goeth before a fall—but the annals of "shoddocracy" proclaim that it frequently goes so far before that fall never overtakes it.

Only genuine coins can endure the test of constant handling.—Felix G. Proyme in Success.

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



## EDUCATING CUSTOMERS.

### How It Can Be Accomplished by the Grocer.

"If I was to begin my business life over again," said a grocer of many years' experience, "I would educate my customers, or those who might be my customers, in the articles which they are to buy, or which they might buy if they understood them well enough. For instance, there is rice. It is more commonly used than it was formerly, but much more of it could be sold if means were taken to educate possible consumers in the best methods of preparing it and in the best varieties to buy for specific purposes. It would be a question of informing possible consumers in the best kinds for the purpose which they might have in view, and in the best methods of preparing it. Of course, this means a whole lot of work, but it is well worth all the extra care and trouble it takes. If customers understand an article they will buy it much more freely, and the better they understand it, as a rule, the more they will buy."

Suppose rice is selected, as the gentleman suggested. The grocer would do well first to call attention to rice as a food. It is recognized as one of the most important foods of mankind. That is, a very large proportion of the human race use it as one of their principal foods. For countless ages the multitudes in certain Asiatic countries have subsisted wholly or in part upon rice, and it is said that the consumption of that article is increasing even in the lands where it is most commonly used. This may be old to the grocer and to some of his customers, but to others it will be a matter of interest and information. He can elaborate upon the fact, making it as strong as he chooses. Moreover, there are any number of other interesting bits of information which can be obtained about rice.

For example, not every one knows how it is cultivated and how it requires water at certain periods of its growth. Not every one knows how the rice fields are flooded and kept so at certain periods, while the water is drawn off at others. Such information as this adds to the facility of preparing advertisements, and at the same time imparts interesting information that intensifies the desire for a specified article.

Next would come the methods of preparing it for market. Not every one knows that rice has a hard husk on it and that this must be cleaned off before it is fit for consumption. How it is cleaned would be equally interesting. The arrangement of the stones or other instruments so that the grain will not be crushed, and the method of cleaning, are all equally important and equally interesting. It wouldn't, perhaps, be wise to lay too much stress upon these points, but introduce them merely as reminders of the value of rice as a food and of the care which is exercised in preparing it for consumption.

The next point which might be brought up is the relative production here and abroad. Within recent

years the increased production of rice in the southern part of the United States has rendered this country almost independent of the Old World. Moreover, it has been possible for expert American growers to export considerable quantities when for any particular reason the supply was short in foreign markets.

These things are offered merely as suggestions. It does not particularly matter whether rice is the article selected for detailed exploitation, but it was picked merely because it was one of the most common of all the articles which a grocer sells, and is unquestionably capable of a greater distribution than has yet been granted it. Advertising of this character will lead to further consideration of its excellencies, and will undoubtedly result in a situation which will be much more beneficial to all parties concerned than the present methods of advertising and selling.

But still more can be done. There should be some means devised to tell consumers how to cook and prepare rice properly, so as to get the greatest benefit from its use. There is a right and a wrong way to cook all sorts of food products, and rice is no exception to the rule. If the proper methods, giving attention to each single method as one goes along, are explained, there will be a good deal more interest than is noted now. It is perfectly natural that this should be the case.

Housewives are forever looking for something new to cook and something that will be tempting. It is probably readily admitted that some of the old style methods of cooking rice are not as good as they should be. That is to say, while the cooked rice may be nutritious and wholesome, it must be confessed that it wasn't always attractive in appearance. It was heaped on a plate in almost any shape, and frequently with no shape at all. But there are many attractive ways of serving, and the rice, when cooked, is not unsightly to look upon, unless it is made so by more or less careless handling. And every housewife will welcome suggestions which will enable her to prepare an attractive and palatable dish.

There are scores of ways that this advertising can be done. A circular can be distributed to all customers, calling attention to rice and the history of the cereal, with some suggestions for preparing it for food. It need not be an elaborate circular, but it should be plainly written and should contain just what you want to impart in the way of information of this character. It can be distributed to customers who enter the store to buy other articles, or it can be sent out as a special circular under a 1-cent stamp. Either way will be found effective and will bring results.

Another way would be to advertise a special sale of rice, with an offer good several days, if you are doing business in country districts or in a small town. This would afford a large part of your customers an opportunity to take advantage of it, whereas if you limited it to a day or two it would be seen and under-

stood by only a few. Something of the information you are going to impart in your circular or other means of advertising might be printed in your advertising space in the newspaper. This is based on the assumption that you carry a regular advertisement. If you do not, you are missing an unlimited opportunity to secure business.

Then make your offer low enough so that it will mean something to the customer. It is now and then a sale like this which attracts new trade and stimulates old customers to do business more liberally than they have been in the habit of doing. Such stimulation is necessary and essential. It is a question of arousing interest in your goods in many cases, and this can be best done by calling attention in a special way to what you have to sell. If you can do something of this sort, you can frequently sell goods even in a dull season, and can often turn what is a bad season for business into a good one. It requires care and thought, and sometimes some study, in the selection of the article to be exploited, but once you are started on the way, you will find that these special sales will bring about changes which will be a benefit to you in many ways.

It is worth much to acquire a reputation for enterprise, but the man who does such progressive work as this will have the reputation without further effort. Do something new, and the public will flock to you. If you neglect favorable opportunities to increase your business, you will eventually find that it is slipping away from you.

### New Salt Plant Goes Into Operation.

Saginaw, July 31—Interest in salt producing circles of the State and, in fact, in all salt producing sections of the United States, will be felt in the large new salt-making plant of the Saginaw Plate Glass Co.

For some time the company management pondered over the problem of how to profitably employ its immense quantity of waste steam. The fact that the glass plant is located in the salt field and that near it producing salt wells had been operated for years induced the company to look into the subject of making salt as the possible solution. The result was the erection of the big salt plant that on Monday opened at half capacity and will soon be producing 1,000 barrels of salt per day.

Unusual interest attaches to this salt block, since it is the most up-to-date plant of its character in America and can turn out salt at a handsome profit when other producers are losing money. This condition arises from the fact that the salt is made with heretofore wasted steam, and that the process is practically automatic, very little labor being required.

The establishment of this new salt plant will draw attention anew to the salt resources of the Saginaw Valley, once so important in salt production. The Saginaw Valley brine is unexcelled for quality, and the vast store under this territory seems to be as large as ever.

Wherever large quantities of waste steam are available here salt-making plants of the character of this described can make salt at a very low figure, and this may make Saginaw salt again an important factor in the commercial world.

### What Water Can Do.

Imagine a perpendicular column of water more than one-third of a mile high, twenty-six inches in diameter at the top and twenty-four inches in diameter at the bottom. These remarkable conditions are complied with, as far as power goes, in the Mill Creek plant, which operates under a head of 1,960 feet. This little column of water, which, if liberated, would be just enough to make a small trout stream, gives a capacity of 5-200 h. p., or enough power to run a good-sized ocean-going vessel. As water strikes the buckets of the water-wheel it has a pressure of 850 pounds to the square inch. What this pressure implies is evidenced by the fact that the average locomotive carries steam at a pressure of 190 to 200 pounds to the square inch. Were this steam, as it issues from the nozzle, turned upon a hillside, the earth would fade away before it like snow before a jet of steam. Huge boulders, big as city offices, would tumble into ravines with as little effort as a cloverhead is carried before the hydrant stream on a front lawn. Brick walls would crackle like paper, and the hugest sky-scrapers crumble before a stream like that of the Mill Creek plant. It takes a powerful water-wheel to withstand the tremendous pressure. At Butte Creek, Cal., a single jet of water six inches in diameter issues from the nozzle at the tremendous velocity of 20,000 feet a minute. It impinges on the buckets of what is said to be the most powerful single water-wheel ever built, causing the latter to travel at the rate of ninety-four miles an hour, making 400 revolutions a minute. The six-inch stream has a capacity of 12,000 h. p. The water for operating the plant is conveyed from Butte Creek through a ditch and discharged into a regulating reservoir which is 1,500 feet above the power house. Two steel pressure pipe lines, thirty inches in diameter, conduct the water to the power house.—Word Today.

### Silence Assured.

A certain grave and dignified Senator recently took a trip around to New York by sea. A few hours out of Norfolk it came on to blow from the northeast, kicking up a nasty sea, and the ship stood first on one end and then on the other, between times trying to roll her boilers out. The senator was dreadfully seasick.

Stepping from his stateroom he ran plump into a lady who was passing from one room to another in most embarrassingly scant attire. The lady looked as if she would like to sink through the floor.

"Be reassured, madam," said the senator, "I shall never live to tell it."

Those who talk most about this being a sad world are doing most to nurse its griefs.



# Invitation

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We are pleased to advise our many subscribers that Lyon Brothers, 246-252 E. Madison St., Chicago, Ill., the largest Wholesale General Merchandise House in the world, are anxious to increase their business with the readers of this paper.

Realizing, after looking through our list, that our readers are the most representative merchants in the States of Michigan, Indiana and Ohio, we respectfully urge you, when visiting the Chicago market, to call on Lyon Brothers, as they have a special proposition to offer which is of a nature that cannot be explained in type.

No dealer should visit the Chicago market without first calling on Lyon Brothers, as their proposition means much to him.

Drop them a line for their complete Fall and Winter Catalogue, showing the best line of Toys and Holiday Goods, as well as General Merchandise of all descriptions. Just from the press.

When writing mention the "Michigan Tradesman," and ask for CATALOGUE No M463.



## OLD IKE'S MISTAKE.

## How He Got Caught in His Own Trap.

"Most drug clerks nowadays ain't worth powder enough to blow 'em up with, although I'll admit that some of 'em get blowed up too much. They ain't worth the fat it takes to fry their breakfast. They lack push, ginger, an' forethought. There's about as much backbone in 'em as there is in a ball a' carpet-rags. Some one has to put in the best part of an hour's hard work gettin' 'em out a' bed every mornin', an' then they come stumblin' down t' their work with glue enough on their eyelids t' patch a pair a' rubber boots.

"It takes 'em about an hour an' a half to sweep an' dust, another hour an' a half to straighten things out a' little, an' then they stand around with both ears pricked up like a jack-rabbit listening f' the noon whistle. The parts a' their clo'es that their poor old unfortunate mothers have t' patch the most are the seats a' their pants an' their watch pockets."

Old Ike paused and stretched his legs. Then turning suddenly—

"Say, did old man Hemminway get that bottle a' hoss medicine?"

"Yes, sir," responded Bayard promptly.

"Did he pay for it?"

"No, sir."

"Did you charge it?"

"No, sir."

"There you have it, right there! We don't have to go down to Emporia, Kansas, f' a horrible example; we've got one right here. A county commissioner comes in and leaves a polish receipt which some blind piano-tuner has sent to a farm paper, and which the printers have got tangled up on and recommended for heaves. You put it up, mark it and lay it back on the ledge. By an' by the victim a' misplaced confidence comes back and calls f' his dope and you pass it out, leanin' meanwhile agin the counter to keep from fallin' over an' breakin' your arm. He says, 'Charge it; you come out of it long enough to say, 'All right,' and then suffer a relapse. While you stand right there in your tracks with a vacant stare on your face, the old man drives five miles out into the country, but at that he ain't any farther away from the store than you are. Now, that won't do. When a good customer requests a charge to be made it ought to be done right then and there—not to-morrow or yesterday, but right then—that minute! Nobody's memory is as good as a few scratches on a piece a' white paper. Why didn't you charge that?"

"For the simple reason," said Bayard slowly and evenly, "that it was you who delivered the goods."

"Heh?"

"You handed the gentleman the package and it was to you that he said, 'Charge it.'"

For a long time Old Ike sat in silence, the deep furrow between his eyes indicating that his ill temper had by no means been shorn of its strength by his not altogether graceful tumble into the pit he had dug

himself. Something bothered him—perhaps the indigestibility of his dinner.

"How's the sulphur holdin' out?" he asked at last.

"There's about half a barrel left."

"Better fill the drawer, then."

"I did."

"When?"

"Yesterday."

"Did you make up some syrup?"

"Yes, sir."

Again a pause—silence oppressive. Finally Old Ike arose, went to the book and made the neglected charge, although no doubt with much the same internal smoldering that warms the heart cockles of a defeated candidate as he files his account of campaign expenses. That done he went front and rested an arm on a showcase.

"There ain't no particular occasion that I can see," he said, "f' the risin' generation a' this country to make such complete failures a' themselves. Any six-months-old bull pup knows better than to do some a' the things that the boys a' this land are doin' all the time. The boys know better, too, but that don't seem to make any difference. Just what mental processes take place in the thinkin' machine of the ordinary twentieth century young man it's pretty hard for us old fellers t' understand. How much money did you spend last night after closin'-up time?"

Bayard colored and said he did not know.

"How much do you think?"

Bayard pondered awhile and said 'twas sixty-five cents, he thought.

"Sixty-five cents. There are 365 days in a year. Suppose we figure out the Sundays—which we ought not to—and that leaves 313 days. Multiply this by your sixty-five cents a night and we have \$203.45. That's for a year. If the average young feller puts in ten years learnin' the business and clerkin', at the rate a' sixty-five cents a night he's blowed in \$2,034.50—enough to start him up in a pill shop of his own. Did you ever stop to think of that?"

"But I don't spend sixty-five cents every night," asserted Bayard, ignoring the question.

"Not every night; no. Some nights it's nothing and some nights it's a dollar sixty-five. Just what the average is Barnum and Bailey's calculatin' pig couldn't figure out, nor could a goggle-eyed Norwegian professor with a Chinese ball-rack. Any young man who shakes dice, rolls ten pins, plays pool and billiards, seven-up, penny-ante and slot-machines can't get out of it f' much less than an average of sixty-five cents a night for ten years. As he grows older the habit'll grow and he'll sometimes drop sixty-five dollars a night instead a' that many cents, and that evens up them nights that he behaves himself.

"Any one a' those games is bad enough, but any young man who plays one is pretty sure to play 'em all. One leads to the other. Penny-ante leads t' five-cent jack-pots, and five-cent jack-pots t' table-stakes, and table-stakes to blue-sky limit. And at the very best they all lead to a

mild form a' moral ruin. You can't run a hen through a fannin' mill and have her come out with the same tail feathers she went in with!

"There seems to be two reasons for boys goin' wrong in this direction. One is the ambition to be a sport and the other is that every mother's son of a boy expects to become a millionaire. The boys think it's smart to be sporty. To be called a 'warm member' is like another foot a' hair to a Chinaman; and to have somebody say, 'He spends his money like a prince,' tickles him worse 'n a pint a' Jamaica ginger would an Indian. And after once havin' them things said he's got a reputation to live up to. He's got to make good. So away he goes lickety-larrup over the high places—until he runs into a barb-wire fence!

"Few boys see beyond their noses. There ain't one boy in fifty that looks fifty minutes ahead—that is, when it comes to thinkin' about anything that can possibly do him any good. He's got the dance dates down all right, an' the football dates, an' the county fair dates, an' then the huntin' season opens, an' he knows when an' where Gentleman Jim is goin' to play drop-the-handkerchief with Bob Fitzsimmons, but he don't know when 'r where the Pharmacy Board meets an' he don't want to. When pay-day rolls around the chances are that he ain't got a dollar an' twenty cents comin', an' if he has he'll shake dice until it's gone. 'Everything'll come out all right; other people do the same thing and they get along. What's the use a' livin' if you can't enjoy life? Eat, drink, an' be merry, for you'll be a long time dead.' That's the platform a' his political party, the plan a' his salvation.

"And then a lot a' old women'll get together an' talk about 'wild oats.' Such tommy-rot can ruin more boys in twenty minutes than all the squirrel whisky drunk between presidential elections. There ain't no such thing as wild oats, an' there ain't no occasion for sowin' 'em. A young man who goes wrong on th' little A, B, C vices is doin' the crooked act himself, an' he ought to be made to know it an' to realize that he's got to suffer for it, an' that the wife and children that are to come later will have to suffer for it, too. Any young man who will do them things ought to be shown that he ain't absolutely honest. If you're goin' to do the old woman act, wag your head, stick yer tongue in one cheek, an' say something about wild oats, you might as well pass him out a license an' tell him to throw himself wide open—four weeks in the month, twelve months in the year, Sundays and all—every stop out and both feet on th' pedals.

"An' a man ain't no good if he don't on rare occasions practice what he preaches. Go get me the dice-box an' th' dice."

Bayard did as directed. He went to the cigar-case, got the old well-worn leather box within which in brotherly unity and peace reposed the five little time-stained composition cubes, and returning deposited it in Old Ike's outstretched hand. Go-

ing straight to the stove the old man opened the door with the toe of his boot, and dice and box were consigned to the flames.

"There'll be no more dice-shakin' in this house," he said. "We'll try to be better boys. If it is goin' to make a dent in our characters even as big as a mosquito-track, we jest won't do it, that's all—nor we won't let others do it if we can help it. If these little things lead us away from our books an' our business, an' our mothers' teachin' an' our manhood—from all the little that's in us that is good an' pure an' noble—why, I guess, boy, we'd better cut 'em out! Nobody ever yet lost anything by bein' decent."—Bulletin of Pharmacy.

## The Boy for Business.

The merchant had arrived at his office rather early in the-morning, and five minutes after he got down to his desk a foxy-looking, bright-faced boy came in. The merchant was reading, and the boy, with his hat off, stood there expectantly, but said nothing.

At the end of two minutes he coughed slightly, and spoke.

"Excuse me, sir," he said, "but I'm in a hurry."

The merchant looked up.

"What do you want?" he asked.

"I want a job, if you've got one for me."

"Oh, do you?" snorted the merchant. "Well, what are you in such a hurry about?"

"I've got to be, that's why," was the sharp response. "I left school yesterday afternoon to go to work, and I haven't got a place yet, and I can't afford to be wasting time. If you can't do anything for me, say so and I'll go. The only place where I can stop long is the place where they pay me for it."

The merchant looked at the clock. "When can you come?" he asked.

"I don't have to come," replied the youngster; "I'm here now, and I'd been to work before this if you'd said so."

Half an hour later he was at it, and he's likely to have a job as long as he wants one.

## A Sad Outlook.

Little Ethel had been out playing with little Harold from across the street for at least an hour before grandma succeeded in getting her to come in the house.

"What do you and Harold play, anyway?" the old lady asked.

"Oh, we play that we are like Cousin Addie and Mr. Dutton."

"Goodness me! Why, your Cousin Addie is Mr. Dutton's intended."

"Yes, I know, and I'm Harold's intended."

"Goodness me! But they are going to get married."

"So are we, when we grow up."

"Goodness me! And what then?"

"Oh, I suppose we'll have children."

"Goodness me! And then what?"

"Then they'll get to be intendeds."

"Goodness me! And what next?"

"I suppose then they'll have children and I'll be a foolish old lady and hold my hands up whenever the little ones get to talking, and not be able to say anything but 'Goodness me!'"



# Beat the Peddlers!

It is a matter of public knowledge that the sales of Arbuckles' ARIOSIA Coffee for 37 years exceed the combined sales of all the other packaged coffees.

Figure this up for yourself, and you will find that the sales of ARIOSIA Coffee must represent a very substantial percentage of the entire coffee consumption, and an even greater percentage of the grocery sales, for it is not distributed by peddlers and agents, who have absorbed so much of the coffee business of late years, but only through the medium of the grocery stores.

It is an indisputable fact that the grocery which does not sell ARIOSIA Coffee loses business to stores that do sell it and display it, and also to the

## PEDDLERS

The business of the peddlers and tea and coffee stores is almost entirely on bulk coffee, where the grocers' purchases are insignificant by comparison, and they are at the consequent disadvantage of price and the unfair competition of coffee which cannot be identified.

The peddlers and tea and coffee stores have been helped greatly by those grocers who unwisely push loose coffee, for the peddlers and tea and coffee stores can compete successfully against the grocer with bulk coffee, whereas they cannot afford to sell the Arbuckles' ARIOSIA package in competition, because the label tells the consumer what she is buying.

The Arbuckles discontinued quantity prices over 15 years ago, in order to place all retail grocers on the same footing and to preserve the coffee business of the small residence corner grocery, which now pays no more for a single case of ARIOSIA than its largest competitor must pay in 100-case lots.

The small grocer who sells bulk coffee has himself to blame for his waning coffee business; but it is not too late for him to put his might behind the responsible ARIOSIA package and beat the peddlers.

# Arbuckle Brothers

PROFIT DEPARTMENT  
NEW YORK

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Arbuckle Brothers will send their beautiful new catalogue of presents for retail grocers to any retailer who sends 3 cents postage.





### Weekly Market Review of the Principal Staples.

**Gray Goods**—The most prominent feature of the past week has been the continued strong demand from domestic consumers for heavy goods. It is believed that the demand will continue strong enough during the coming weeks to place the condition of this class of goods in a position of firmness and strength. The weakness recently noted is being gradually eliminated in this quarter of the cotton goods market. Some advances that have recently been named seem to warrant the belief that the bottom prices have been reached. As regards drills, the prices are now much firmer with many mills, owing to the increased demand recently developed. For delivery inside the next three months 37 inch, 2.65 yard drills have been placed at 7¼c and 3.50 yard drills at 5½c. This renewal of domestic activity has relieved to a very material extent the depression that was beginning to be felt in the market, due in large measure to the quietness of the China trade, which latter has but recently improved. While this market continues from time to time to gather strength, nothing other than a normal movement is looked for.

**Bleached Goods**—It was reported at the end of last week that there was an increase in enquiries at hand for bleached sheetings. The buying which was done during the latter part of the past week was centered largely upon lightweight goods. This naturally was reflected to a certain extent in the gray goods market, which was accordingly somewhat more active and firmer upon the lines which were in demand from the bleacheries. There is no longer any doubt as to the well-sold condition of the ticketed lines. Despite the fact that buyers have during the recent past been buying in a hand-to-mouth manner, they are forced to wait for deliveries upon orders of considerable size. This points to but one conclusion, namely, that there is at the present time no large accumulation of desirable goods in the primary market.

**Dress Goods**—The past week has shown no development of new features in wash dress goods, and it is not expected that anything particularly new is likely to develop. As the greater portion of the spring business has already been placed the market is comparatively quiet. No one doubts at the present time that the trade the coming season will be very good. Many buyers have taken what is considered the wise step, by those in a position to know, of ordering relatively more of colored materials than of the white goods. It will not be difficult to obtain goods as many of the mills which were running on the white goods can very readily be changed to the colored fabrics. Among the sheer white goods that

will continue to be in fair demand are the India linons and the French and Persian lawns. Other fabrics of like construction, it is also believed, will be in fair demand. In speaking of sheer goods it seems certain that all the colored cotton fabrics for women's wear will be of a sheer nature. The fine count yarn cloths are the ones that are now in the most demand. Batistes in both plain and colored effects are looked upon as also very good sellers for the spring of 1907. The price situation continues firm, with many large orders booked ahead, thus keeping the amount of goods possible to obtain from time to time in small volume. Many do not expect to see any break in the market even at the beginning of the year, a time when breaks in the market prices are apt to occur. Unless a radical change makes itself felt the bright figures will be in very strong demand in the colored fabrics. The business done at present upon the fall lines amounts to very little. Some few orders are being received upon staples to be made up into fall garments. One noticeable tendency of the demand is that for light materials for the fall trade. The heavier lines continue in good favor; but the lighter fabrics are gradually forging to the front of the popular demand.

**Underwear**—Many manufacturers who sell direct to the retail trade, as well as the so-called scalpers, have been out of their spring lines since the Fourth, and in general report that they have been meeting with very good success. The selling direct to the retail trade has been indulged in by a few manufacturers who have found it easier to dispose of their goods in this manner than through their former channels, i. e. the jobbers. The latter are complaining that while the low prices named on the lines sold direct to the trade are not so bad as those quoted by the "scalpers," yet the quotations are low enough to cut into their business. Even the "scalpers" are asking prices that are higher than usual and do not run so close to the manufacturers' prices which the jobbers are forced to pay. Both men and women are demanding gauze weights in underwear—for garments designed especially for hot weather wear. Despite the many different lines of mesh, linen and other goods the possibilities in this line of goods are said by many to have not yet been realized. At present the demand is not so much for fabrics that are perhaps more suitable for hot weather wear as it is for a more comfortable garment. The "brief" is perhaps the most rational and reasonable development that has been recently brought out. The brief is a knitted substitute for the jean and nainsook drawers that have been in such wide vogue. These garments are either loose or tight fitting, although the former is the more popular. Lisle and crepe fabrics have been shown thus far in the briefs, but it seems probable that the makers of meshes will here find a profitable field. The sleeveless shirt is another summer innovation that is being demanded by men. These and the quarter sleeve shirts are being sold to the

## Fall Underwear

Place your orders now. Our lines are complete and we can deliver immediately. We give you best dating.

NOTE:—Early buyers will get best service as there will undoubtedly be a scarcity of these goods and deliveries will be slow later on. Send us a trial order.

### Men's Fleeced Shirts and Drawers

in Black, Blue, Oxford and Jaegar

### Men's Wool Underwear

in Greys, Browns, Tans, Modes, Red and Salmon

### Men's, Women's and Children's Union Suits

Assorted. Reliable qualities and best values in the market.

### Boys' and Misses' Fleeces

### Infants' Wrappers

### Women's Fleeced Vests and Pants

in Ecru, Peeler, Grey and Jaeger

### Women's Wool Vests and Pants

in Greys and Reds

### The Wm. Barie Dry Goods Co.

Wholesale Dry Goods

Saginaw, Michigan

## Corsets

Stand By Just Right

Gainsboro

Coronation

Athletic Girdle

Batiste Girdle

Comfort Nursing

Misses' Waist

Summer

Home Comfort Waist

W. T. No. 68

W. T. No. 529

Armorside

and other brands always in stock.

We have them at \$2.25, \$4.50, \$8.50 and \$9.00 per dozen. Good values and up-to-date. Ask our salesmen.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.



almost total exclusion of the long sleeve garment in the medium and high grade lines. This demand for sleeveless shirts is not confined to those who indulge in outdoor sports, but is being demanded by all classes, simply because they have been found to be much more comfortable than the garments with long or quarter sleeves. Many believe that there are great possibilities in a combination garment composed of the brief and sleeveless shirt as units. As yet, however, nothing has been attempted in this line.

Hosiery—The hosiery market at the present time is quite rapidly coming to have what may be termed a between-seasons appearance; that is, the hosiery trade at this time of the year is usually quiet. Although buyers have been in the hosiery district during the past week there has been but little business done. These buyers have confined themselves principally to instructions on the orders given earlier in the season, and to hastening, if possible, the deliveries of fall goods. A number of the buyers have also increased their orders for spring goods, and also duplicated upon some of the fall lines.

#### Utilization of Guayule May Influence Suspender Trade.

The announcement has recently been made of the formation of a fifty-million-dollar corporation, backed by Standard Oil, for the development and exploitation of the Mexican guayule plant as a substitute for rubber. It is claimed that by utilizing this new rubber supply a very satisfactory material can be produced for twenty-five cents per pound. In suspender circles the revolution that would result if guayule should be proved practical is being discussed with more than passing interest. It is not to be supposed that guayule will enter into the manufacture of suspender webs directly. The rubber used for this purpose must be none but the finest Para product, which sells as high as \$1.85 per pound. The guayule plant will, however, furnish a coarse material that can be used for such purposes as tires, rubber boots, etc.

There is a general impression that guayule is nothing other than the much-famed "milkweed" of which a Western drover's Angoras partook recently, to their discomfiture and ultimate destruction. The story is apropos in this connection and is, perhaps, not too well known to bear repeating. A choice herd of Angora goats was imported by a Colorado ranchman, but many of them were taken sick and died. A veterinarian, who was called to diagnose the case, found in the viscera of the dead animals many small undigested lumps apparently of rubber. The Agricultural Department at Washington was interested in the case and tests were made whereby it was learned that the action of the digestive organs of the goats had transformed the juice of a certain species of prairie herb into the substance resembling rubber. Whether this is the same as the Mexican plant no one seems to know.

The effect of the innovation will, of course, be a decreasing of the cost

of rubber and a consequent raising of the quality of the different priced lines of suspenders. For some time the high prices of rubber, yarns, buckles and labor have made it obviously impossible to put on the market as good a suspender at such a price as could be given six or eight years ago. The placing on the market of quantities of guayule rubber will naturally decrease the demand for Para and therefore lower it in price. In this way manufacturers believe they will be enabled to re-establish the old standards of quality.

The prominence which the \$2.25 and \$4.50 grades now hold in suspender lines brings up an interesting problem, namely: Why is it that while in all lines of men's wear better stuff is more wanted and easier to sell than ever before, better suspenders have not also established themselves? Of course there is less call for the very cheap lines which the high cost of production of late has had a tendency to eliminate entirely, but the bulk of business is undoubtedly done in twenty-five and fifty-cent goods.

It is because the suspender is hidden, says one manufacturer; a man will wear badly soiled, ragged suspenders over a four-dollar shirt. He will even support his dress trousers with suspenders that do not accord in quality or cleanliness with the rest of his attire. Another maker maintains that braces are too well made to-day. They last too long. Others say that men prefer to have a pair of suspenders for each pair of trousers, and so, instead of buying a single expensive pair and making them serve for every occasion, they buy several pairs of a cheaper grade. In this way the aggregate of business is not lessened but simply confined to more popular priced goods.

Of course it is not to be inferred that high grade goods are no longer a feature of the trade and no longer sold. There are suspender houses that cater to the fine trade, just as there are neckwear houses that do so, or shirt houses or clothing houses. In the suspender trade, however, the twenty-five and fifty-cent business is relatively a far larger percentage of the whole than is the case in neckwear.

The webbing trade, at the present time, suffers from the prevalent lassitude of the season. It is expected that business will pick up as the summer advances. With jobbers business, it is said, has not been so good during the fortnight as with manufacturers selling the retailer direct. Most of the fall and winter jobbing business is completed and shipments are being made. Trade to the retailer, which has been in progress from a month to six weeks, and in some instances for a longer period, is reported good. Orders show a tendency to grays and browns, while light and delicate color combinations are as popular as ever. Many cantabends are wanted, a fact which will please web manufacturers who have advocated them in preference to leather. At retail suspenders are being neglected and belts are having their innings.—Apparel Gazette.

## 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.

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Corl, Knott & Co., Ltd.  
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H. J. Benson, Durango, Mex.

## BLANKETS



## Bed Blankets and Comforts

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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.

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Wholesale Dry Goods

Grand Rapids, Mich.

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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.

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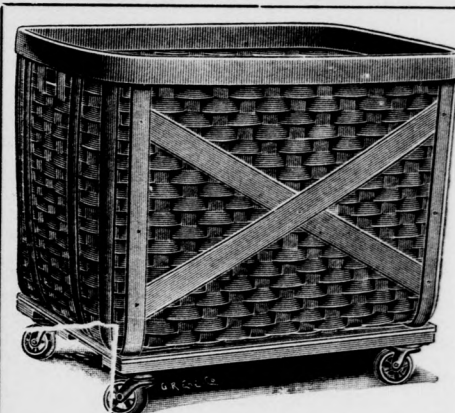
Prompt Service.

Reasonable Prices.

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## 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.



## WINDOW TICKETS.

## Latest and Most Improved Methods of Preparing Them.

That window tickets are essentially necessary to the retail trade is apparent from the fact that the old-fashioned traders, who formerly never displayed priced goods, now have their articles ticketed. Stationers in the country, particularly those who are their own printers, would induce business if they used new and fresh ticket designs for their windows. Every article piled up in bulk will bear classification, and when priced would attract comparison. In this age of competition price is the first consideration and, if the goods possess merit, increased sales must follow. In addition to making writing tickets for their own business they can enter for other trades.

First, as regards boards—a good “art” board is the most economical, as it bears wear and tear and takes the ink much better. The ink is an essential qualification in the ticket.

To make a gallon of ink take a pound of bruised galls, five ounces of common gum, five ounces of green sulphate of iron, one gallon of soft water, boil the galls in better part of the water for about two hours, adding fresh to supply that lost in vapor, let it settle, then drain off the clear liquor, add to it the gum previously dissolved in part of the remaining portion of the water, dissolve the green vitriol in the rest and mix the whole. This is ink of first-rate quality; but for tickets must be added, say, to one-half pint of the above made hot, one-half ounce of common gum and a very small quantity of drop black finely powdered. Let stand for twelve hours, when it will be fit for use; if it should not flow very freely add a few drops of ox-gall.

When varnished tickets are required take your cardboard and, with a soft brush, proceed to lay on one even coat of size, made by dissolving a small quantity of gelatine or patent size in warm water; when dry use as the ordinary. Should these be required for immediate use, take some white hard spirit varnish and give the work two even coats (this must be done in a warm room); but, if not wanted urgently, mastic or turpentine varnish, which is much cheaper, will do just as well. The blue, red or other colored cardboards require no preparation; the size with which the colors were mixed answers the purpose.

Spirit varnish will dry in about two hours. The others require at least twenty-four hours.

Take of flake white two ounces, or more if required, place it on your slab, pour over it as much of the gum, hot, as will enable you to mix it nicely. When well-ground remove to your pot and add as much more gum as will make it the proper consistency for writing. The second addition need not be hot, but the first is very essential, as it greatly improves the appearance. When it is thus far prepared lay it by until next day, for if used directly after making it will, when dry, have a very

rough appearance. I may just remark here, that flake white should be laid in a damp place, say on the cellar floor, for a day or so before using it; that will render it much whiter, and save a good deal of trouble in the preparation.

For the benefit of those who are not proficient in the art of writing, the following remarks will be useful: The cardboard, of whatever color you desire, needs no preparation, except when gilt letters are required. When your cardboards are cut to the size or design intended, rule faintly for the letters, then proceed with the writing. When this is accomplished lay out of the way of danger, for when smeared they can not be nicely mended without trouble; but if such a thing should happen this is the best remedy: take a piece of your waste cardboard and, having procured some hot water, dip it in, then gently scrape the paint from the surface of the card to your pallet, and, with a pencil, apply just as it is to the damaged parts, for enough of the size with which it was originally mixed will remain to make it adhere. When thoroughly dry the pencil marks may be erased, and at the same time a brilliant polish imparted by applying a piece of India rubber briskly but lightly.

Tickets must not be placed near the fire or sun to facilitate their drying, as that will cause the paint to chip off.

The gum required for the white enamel: Take of common gum (no other will do) two ounces, pour over it three parts of a pint of warm water, let it remain until dissolved. When strained it is ready for use.

If black shading is required for the blue or red tickets, the best that can possibly be used is drop black finely powdered, mixed with a very small quantity of gum, in the same manner as the white paint. French vermilion, emerald green or, indeed, any other color or bronze can be used in the same way; too much gum has a very bad effect in the shading, which must be guarded against. India ink is the best for white tickets; they must not be shaded until the pencil marks are entirely erased or, in cleaning, that will also disappear. —Caxton Magazine.

## Store Ventilation.

Now that summer is again upon us it may be timely to advise shoe dealers once more to make provision for the prevention of bad air in the store. Good shop ventilation is one of the most important requirements of successful retailing. The health of yourself and your clerks as well as the comfort of customers demand fresh air. Nothing but constantly changing air will prevent offensive odors from forming in the shop and staying there. The “open door” will help to keep things fresh, but more than that is required for really good ventilation. If you can not afford a proper ventilating system, at least see to it that you have a window that opens at the back of the store, to insure a current of air between it and the door. A few electric fans should be judiciously placed also.

# 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 dribbles. 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



# THE MONEY QUEST.

## The Indelible Scar It Makes Upon Men.

There are a hundred or more automobiles in Grand Rapids whose owners are under constant strain of purse in order that they may keep the new pleasure up.

This is no criticism of the automobile as a vehicle which one day is to replace the barbarian institution of the horse as a motive power. When the motor vehicle shall take the patient horse from his shackles, even at the cost of extinction for the animal, civilization only can congratulate itself.

But in the present evolution of the vehicle it only is one more of the insidious forces of extravagance which are pressing upon the people the burdens which modern civilization is carrying to its own undoing. It is another of the exacting institutions which is carrying with it the mammon message: "Get more money!" This message is the call of the taskmaster. It is one with a thousand other influences which have made the competence of fifty years ago appear insufficient as a monthly income in the great centers of the world of business. "Put money in thy purse—put money in thy purse!" The cry has grown and is growing until the economist has no idea where it is to stop.

That one day it must stop, however, is manifest. The anarchist has his panacea in the destruction of government. The socialist has his dreams of a society which will have no need of government. In the meantime, the present generation is facing the social extravagance of the times, perhaps with some self-questionings as to what its part should be.

This is a logical position for at least the young man of the times whose possible income beyond a decent living for himself could not provide the tires of an automobile given him as a present. What is to be his preparation for this age of extravagance? What shall he take as his point of view and hold to in his coming career? Shall he take up the money quest for the satisfaction of extravagance undreamed a generation ago, or is it wiser to set before him the standards of life and living which in all ages have gone to the making of men among men?

There is nothing in life that is not stupidly, inanely comparative in its last analysis. It might be a wiser human choice to be a South Sea Islander, envied by all his tribe because of a water soaked, gold laced uniform descended to him from a drowned sea captain, than to aspire to the complications that come to a white civilian at the top of civilized complexities in one of the world's capitals. Kings have abdicated thrones in disgust. Men reveling in the limelight of a Christian civilization, seemingly masters of all things, have retired to dark places and blown their brains out with a revolver bullet. Success a thousand times has surfeited where a thousand times failures have been inspirations.

It is a rare thing that the man on

the money quest is sane enough ever to sit down, assuring himself, "I have enough." Somebody else has more and the insistence of comparisons will not leave him to his ease. His point of view began with money; his efforts were for money, and to the end of life money is his god. Perhaps he may attempt to get something more than money out of life as he approaches the years of his comparative discretion and appreciation. But the perspectives of comparisons reach to his horizon. At 25 years old it might have been that an income of \$2,500 a year would have approached enough. But at 50 years, according to the success of his money quest, \$25,000 a year may be so insufficient to his needs as to sour all his riper years.

Why should this be so? His needs for food, clothing and comfortable housing for himself and family do not approach this income. He could have believed many years before that such a sum set apart at interest would have been a life competence, whereas he is finding it insufficient as an annual income. What is this change that has come over the spirit of his dreams?

Ask him and it is doubtful if he can tell you. Or ask him and if he knows he will admit that he has gone too far to turn back to a saner course.

Perhaps no other form of the money quest ever has approached the half madness of the rush for gold in the gold countries. To dig for it, wash for it and mill for it in the hardships of the desert wastes where the simplest of civilized necessities have appeared as luxuries not to be aspired to, have been exactions never to deter the miner with the gold craze. And in the same proportionate distortion, nothing in the catalogue of luxurious extravagance in

civilization seems to deter the money seeker from still more extravagant pursuit of the money for still more extravagant extravagance.

No sane reasoner can go through the world with observant eye and not see the indelible scar of the money quest upon men and things.

But you, reader, having in mind that dearest friend of yours in your own walk of life, will you dare say that some turn of fortune putting \$1,000,000 or \$10,000,000 into the pocket of that friend may not be destructive of that friendship? Could it be other than a bar to such a friendship? By any possibility could you hope that the possession of millions on the part of one or the other of you could add one atom to the relation?

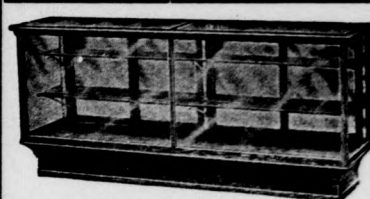
At the present time in the evolution of the world there is a saving element which refuses to recognize money as the arbiter of life. When the wealthiest of the wealthy have made their rich endowments of institutions one may read concessions to this element. They have found things in life that money would not purchase and they have sought to discover if money as a gift might not approach the same end. And some of these offerings have failed.

Money will not make a man nor buy a man. In the last analysis it will buy few things that have the widest influences upon human life. That young man who sets out first to build his manhood and leaves fortune to second place is not making a mistake. He is one of the builders of an enduring world.

John A. Howland.

Take care of your character and your credit will take care of itself.

The sins we wink at to-day are the ones we work for to-morrow.



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

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IF A CUSTOMER  
asks for  
HAND SAPOLIO  
and you can not supply it, will he  
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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.





### Encouraging a Man Without Running After Him.

"Since men object to women who openly show them preference, and at the same time dislike those who snub them, pray what is a girl to do?"

The query, signed "Perplexed," and written with a touch of vexation, not to say temper, is not devoid of reason. Yet the answer is easy and proverbial. "Avoid extremes. There is a medium in all things." "It is well to keep to the middle of the road, if one can." It is a far cry from running after a man to fleeing from him in aversion. But of the two extremes the dislike is for the woman who shows her own dislike; while few men care to be pursued, fewer still fail in at least contemptuous pity for the women who manifest their willingness to marry them before they are asked to do so. Moreover, men as well as women like to be well thought of; and no man but thinks that she who admires him shows good taste and discretion in so doing. Indeed, in spite of the theory that man is the pursuer and woman the pursued, the woman who "gets there" almost invariably is the one who understands how to hand out unlimited supplies of sympathy under the name of friendship and to show becoming surprise when the man to whom she burns incense invites her to a seat in the temple of his heart and home. As the saying goes, "It is all in knowing how."

The woman who every day meets a man on common ground in business or in sport is not regarded by him with the "distant reverence" which old romances teach us that the devout lover of former days cherished for the lady of his heart. Perhaps, as we are but human beings, it is quite as well that we are more natural and more practical in our love-making nowadays. Women are no longer brought up to believe it scarcely short of disgrace not to get married, neither are they instructed that it is a still greater disgrace to show the least sign of willingness to fulfill their destiny. A hundred years ago the woman who said "yes" to a suitor the first time of asking was held guilty of unmaidenly anxiety to be wed. Now, the man who asks a woman twice is rather the exception than the rule.

Every normally minded woman who is honest with herself must confess to her own heart, if to none other, that marriage, rightly understood, is the life for which she was intended and the one in which she will find the greatest and sweetest happiness for herself, even though a "career" might afford her a wider, perhaps a higher sphere. If, however, the right man fails to appear she is by no means unhappy. It does not occur to her to regard every marriageable man of her acquaintance as a probable lover, a possible hus-

band; neither does she imagine that all men who seem interested in her conversation or who show a liking for her company are meditating a proposal of marriage which a ten minute tete-a-tete will bring forth, surely.

Encouragement does not imply pursuit, and the woman who knows how can encourage a man without manifesting the least disposition to run after him. The woman who has tact can put herself in a man's way without seeming to do so, either to the man or, what is still more important, to others. One great fact which it behooves women to remember is this: "Words are witnesses." No one may help thoughts, but until the spoken words express them they are a secret between oneself and one's maker. The true feminine attitude is that of receptivity, which may or may not be passive, as circumstances first and inclination afterwards determine.

Some men, many of them the best, require all the encouragement one is capable of giving them. And when a man shows a disposition to make love to a woman, and she likes it, she may encourage him to do so, yet in no whit fail in maidenly modesty by so doing. The trouble is that men so often make love without serious intentions, and when they have cause to repent, like Adam are always ready to blame the woman as the tempter. With most men an ample excuse for any amount of dalliance along the "primrose path" is that of the urchin in "The Kiss at School," "I kinder thought she wished me to."

None can deny that the game of love-making is at best a delicate and dangerous game. When both players understand the rules and observe them, usually no harm is done, but too often one is in earnest while the other is not, and so somebody is forever getting hurt. Sometimes it is the man who mistakes a pleasant manner, a charming way, for the indications of a deeper feeling, but in most cases it is the woman. If she has "proper self-respect" she hides her hurt and never makes any fuss about it; nevertheless she suffers more or less, according to her caliber.

Men have a high respect for women who are able to take care of themselves in love affairs, and equally only contemptuous pity for those who can not.

There is much in a name. A woman must not love a man until he loves her and tells her so. But she may admire him, flatter him, and show her liking for him in various ways so long as she says or does nothing to indicate that she is on matrimony bent. It is unmaidenly, indecorous, and unwomanly to set forth frankly and openly upon a husband hunt; nevertheless, it is not in the least unbecoming the most modest of women to set snares, weave cages, and stroll into the woods with concealed weapons. Still-hunting, in short, is proper, and only unduly suspicious persons will conclude that the girl who takes a quiet walk in the park has designs upon the birds and beasts therein.

Dorothy Dix.

## Always Something New

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

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## Merchants, Attention!

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

Would you like to reduce your stock quickly?

Would you like a Special Sale of any kind?

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

B. H. Comstock, Sales Specialist  
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GRAND RAPIDS, MICHIGAN

## Make Me Prove It

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

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

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

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Grand Rapids, Mich.



DOGS AND CATS.

The Store. Not a Proper Place To Harbor Them.

Written for the Tradesman.

I must say I am very fond of animals. All domestic pets fill me with intense delight with their presence. I love to have them near me, to fondle them, and have them look at me with tender devotion. I keep several dogs and whenever my family or I go away from home, we never dream of leaving the house without especial consideration of our canines. We all regard them with almost the same affectionate interest that we do each other. Our dogs are perfectly happy if they can drop down on the floor at our side. They will stretch themselves out just as close as they can get and look up at us with adoring eyes. They stay by us like a burr all the while we are sitting still, but let us make a move to rise and they are up in a flash, alert and eager to go with us, wherever it may be. They are not to blame for this, for we make such babies of them.

And yet, with all this deep love for the dogs, we like them "in their place." We play with them—have regular frolics with them—and yet we none of us like to have a dog get against our clothes or lick our faces or hands, as so many people do, apparently taking no thought of the millions and millions of microbes they are inviting by just such contact. So many diseases are said to be communicable by transportation in the hair of dogs that we go and wash our hands, before doing something else, every time we pet them. If every one owning dogs were as careful as we are not to get or carry contagion from them there would be fewer "catching" diseases going the rounds.

Another thing—we never allow a dog in the dining room. So many persons make a practice of feeding dogs in the room devoted to the gastronomic needs of the family, but our dogs and cats take their meals out of doors. They have their own dishes for eating and drinking. A large flat earthen crock is kept supplied with water all the time in a shady grassy nook by the back porch, where they go whenever they like, and that is a dozen times a day—our dogs and cats are "hard drinkers."

And we keep their coats clean, too. They are washed thoroughly once a week in a large washtub of their own and bundled up in a lot of clean old sheets and a comforter we keep for that purpose and then they sleep for a couple of hours, when they are "dry as a bone" and "fresh as a cricket."

And, too, all our other animals receive equally good care—the horse, chickens, doves, squirrels and guinea pigs.

But I was thinking, the other day, that, although I have a natural partiality for living creatures, still, if I ran a grocery store, my dogs and cats should be tabooed from its precincts. The presence of the former is entirely unnecessary in such a place. As to the latter, there are other ways of exterminating the rats and mice pest. The depredations that dogs and cats may commit in a

grocery store—the offenses against the most ordinary rules of decency as to care of food—are enough to turn the stomach of the strongest man, let alone a weak digestion. Yet they have become so common in many places where nutriment for human consumption is purveyed that their possibility—nay, probability—seems to be condoned or overlooked.

One store I have in mind, at present, where a cat was kept for years—until its proprietor had a scrap with the old manager and a new one was installed. The former was a big fat red-necked individual, who, while possessing some good business qualities, was unpleasant in personal appearance. The cat's actions with the food were on a par with her master's aspect and her pranks seemed not to annoy him in the least. She would be lying in her nest in the prunes and the manager would stand and stroke her fur two dozen times at a stretch. From that expression of sentiment he would go and wait on a customer who called for boiled ham or beefsteak or dried beef. Did he take the precaution to perform a manual ablution? Oh, no, not he. The meat received all the dust, microbes and hairs that were coming to it! A little thing like that never feazed the old manager.

The new one? He was the opposite of the other in every way. Smaller in stature, wideawake, clean almost to finickiness in dress—in fact, a good manager in every sense of the word—he created a regular cyclone when he took a hand at matters.

In the first place there was a great covering up, with new white cloth, of all boxes, barrels and other receptacles for food, and then the grand crusade against the foe, King Dirt, began. The proverbial new broom that sweeps clean got into every corner and crevice he had called his own and then the mop and oceans of boiling water, cleaning preparations and disinfectants did the rest. Old, unsightly and unsanitary cartons were replaced by new on the freshly-painted shelving and on counters and floor wherever they had to be used. There never was a miserable, mussy place that had such a renovation since the year 1. Old-time patrons who had been lost by the filthy way in which things had been allowed to go on began to troop in and new ones were attracted by the reports that soon became circulated by these as to the changed condition of things. Pussy Cat, who had held high carnival with the eatables, had disappeared like a wraith.

"The place that had known her Now knew her no more." She no longer did the tight-rope act on the edges of the cookie boxes nor nestled contentedly wherever she found a cozy bed in a barrel of crackers. She had carried things with a pretty high hand but her partnership reign with King Dirt was over. Poor Kitty—she got kicked out bag and baggage.

New faces were seen among the clerks. Young fellows with lazy habits and of untidy dress were given a dismissal in their pay envelopes, and

girls with fierce-beetling pompadours and forward manners were seen no more about the store. In their stead were energetic, neatly dressed, polite young men and women.

The overhauling that establishment received on the advent of the new manager was a revelation of what proper methods and a will to do will accomplish. H. E. R. S.

Half-Done Work.

The extravagance and waste of doing work badly are most lamentable. We can never overestimate the value in a successful life of an early formed habit of doing everything to a finish, and thus relieving ourselves of the necessity of doing things more than once.

The extravagance and loss resulting from a slipshod education are almost beyond computation. To be under the necessity all through one's life of patching up, or having to do over again half done and botched work, is not only a source of terrible waste, but the subsequent loss of self-respect and life is also very great.

There is great economy in putting the highest possible personal investment in everything we do. Any thoroughness of effort which raises personal power to a higher value is a judicious expenditure of individual effort. Do not be afraid to show thoroughness in whatever you undertake.

Thoroughness is a great quality when once mastered. It makes all work easier, and brings to life more sunshine.—Busy Man's Magazine.

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## MONEY MAD.

## How Thirty Vacationless Years Did Their Work.

"There are more things under the roof of many big business houses than ever were thought of in anybody's philosophy," said Ford, and then, after a minute, he added, "or in any muckraking magazine or novel. Queer things, too—things that belong more properly in some weird, fantastic tale of imagination than in the sober chronicles of business doings.

"I don't know whether it is true that truth is stranger than fiction, because some fiction of this day and age is strange, but I do know that I've been up against some things during my experience as eyes of the boss that a fellow rightly wouldn't look for outside of Poe's stories or something of that kind. Everything nowadays is mixed up with business, and if you know business you know just about all that is to be known. Men and women and their loves and hates; their humors and their tragedies, their triumphs and their failures—you get to know them all in a game like this; and then there was Ashby, Cuyler Q. Ashby. And when you meet men like Cuyler Q. you want to get off some place and hold your head and think it over and decide whether you're asleep, or drunk, or just plain crazy. Or if he is. In this case—but it's best to tell the story first.

"Ashby was one of our most successful men, one of the shining lights in our business world, which is what makes him so laughable or tragic, I haven't decided just which. He was President of the Cuyler Q. Ashby Paint Manufacturing Co., a millionaire, I believe, and a man to be looked up to by everybody.

"He wore white side whiskers and helped support a brown stone church and gave interviews on how to succeed and all that, you know. He could tell anybody how to win, all right—how to win from the bottom, too, for if ever there was anybody who came up from the dark depths of the bottom of things to the top it surely was Cuyler Q. He began as an apprentice color grinder at something less than enough to exist on per week, got the hang of the game long before his employers suspected that he knew the composite parts of red or yellow, lived like a pig and saved like a squirrel, and the first thing they knew he had rented half of a dirty little basement and was taking a shot at the business himself.

"This was in the good old days when competition hadn't reached the scientific cut-throat intensity that obtains to-day, and when the young fellow trying to start on his own hook wasn't jumped on and kicked to pieces by a lot of overgrown corporations afraid that he might take 70 cents' worth of business away from them in a year. Paint houses weren't so plentiful here in the West as they are now, and traveling salesmen were almost but not quite as scarce as white crows. Wooden buildings were being put up by the

thousands, and most of them were being painted. So young Ashby—it was young Ashby then—had a good show for his money. And a show was all that Cuyler Q. asked at any stage of the game. He'd take care of his end of things if Fate would just give him a chance to get his finger nails into something. You may not have noticed it, but it's to this kind of people that Fate is most obliging; and as a consequence Cuyler pulled himself up hand over fist toward a big bank account.

"The story of his climb is the kind you read or used to read in the story books that tell about how our great men became great. Sixteen hours a day in the basement was his regular working day, and to this there must be added a couple hours when he was chasing around town—he walked to save carfare—selling the goods he made. This left him about six hours to indulge in the joy of living. Oh, it was a pleasant sort of a life he led in those early days. He slept in a little room that he called his office above the 'factory' in order not to waste any time coming to or going from work. I don't know where he ate—couldn't follow his record that closely—but I'll make a guess that he did a little private house-keeping in the room where he slept and had his office. You see, he lived for and with his business—day and night he was within easy reaching distance of it. Hard work, industry, economy—we have them all beautifully exemplified in the early life of Cuyler Q. Ashby.

"You take twenty years of this kind of life, or if not quite the same not a great deal different, and it ought to get a man something. It is worth something to live like that for one-third of a man's life—by heavens, it's worth more than can be computed in figures representing dollars! Cuyler Q. reaped the reward of twenty years of such diligence; he got to the top of the heap. He made his paint cheaper than anybody in the business because his running expenses were less, not because his material was any poorer; he sold it cheaper because he was his own salesman, and he got quicker returns because he wouldn't sell to any one who was not good for the bill, and his method of collecting sent many people up against the sheriff's office.

"One after another he outdistanced the older houses, putting some of them out of business, crippling some, and absorbing others, until at the end of his twenty years of burrowing and grubbing he stood out as the leader in his line—the Cuyler Q. Ashby Paint Manufacturing Co.—and knew that he could write his check for almost any figure that he wished. He had got what he went down in the basement after, and one would think that he would now lean back and enjoy the vegetables of his digging. He didn't, though. The chains were riveted too strongly on his willing hands; the game had turned on him and had become his master. He had a private office furnished in light mahogany now, but he didn't let up on the pace that he'd set for himself in the days when it was a

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case of keep the pace or lose out. He was like a penitentiary prisoner promoted to a warden's office. The lockstep stayed with him, and he didn't want to be free.

"He put in ten years more at the same old breakneck speed as the head of the big house, but he'd started so young that with thirty years of slaving to his credit, or discredit, he was only 50 years old. It was at this stage of his life that he decided that he had need for my services.

"He came around to see me at my rooms here. He'd got my address from a mutual friend connected with a railroad for which I once had done some work, and he wouldn't write—wouldn't trust a stenographer with such information. He came in the evening. He was a shabby looking little figure compared to most men of his position, looked as if he'd sat hunched up in his clothes for ten hours a day, which he had, and wore a flat brimmed derby hat that fitted him much too generously.

"You are all alone, Mr. Ford?" he said, the moment I opened the door. I said I was, and he came in, shutting the door behind him.

"How did you know that my name was Ford?" I asked, trying to be just as abrupt as he was.

"I had a good description of you; an excellent description, Mr. Ford," he said hurriedly. "I took every precaution to make no mistake. It is necessary to take every precaution, extremely necessary, Mr. Ford, for me in my business to take precautions. You can not imagine how necessary it is for me to be careful. And in this matter it is impossible to be too careful—yes, sir, it is impossible to be too careful. Should any one get wind of the fact that I am coming to see you all my plans might come to naught. Mr. Ford, I am being ruined."

"Your business?" I asked. "Not really?"

"My business is being ruined, sir. I repeat, I am being ruined. A year from now unless certain things are checked in my office my business will be in the hands of a receiver. Now, do you wonder that I took precautions in coming to see you?"

"I don't wonder at anything any more," I said. "Tell me about it. That is, if you come to seek my professional services."

"He nodded. 'I want your help,' he said. 'I've got to have help, for the thing has got quite beyond me, quite beyond me, sir. And there's no one in the office whom I can trust, for I don't know who is or who is not in the conspiracy against me.'

"His two sons were in the business with him and I suggested that surely he could trust them. He leaned over and whispered, 'I suspect them as much as I do anybody.' This was sort of a jolt for me, but I had run across just such a case in my previous experience and knew that the thing was possible.

"If you will come to my office and apply for a position as private secretary to-morrow morning at 10, you will be sent to me and then I will give you directions as to what I want you to do," said Cuyler. "I shall ex-

pect you at 10.' Then he picked up his hat and went without another word. I had heard that he was a little eccentric, but it had never cramped his business style any and I went to his office and applied for a job as his private secretary as he had requested.

"Good morning," he said, when I came in. "Miss Johnson," to his stenographer, "you may go now." Then to me, "It isn't necessary for me to go into any lengthy explanation of what the trouble is here, Mr. Ford. It is sufficient to say that I am being robbed right here in my own office. Now, what I want you to do is to go to work at the desk outside, keep your eyes open and see what you can see."

"But aren't you going to tell me what your trouble is?" I began, but he choked me off with a wave of his hand. "Things are not in a form definite enough to be explained," said he. "I simply want you to see what you can see in the outer office while I see what I can see in here. It's a queer affair all around, Mr. Ford, but I understand that you make a specialty of such affairs, so probably you won't balk at this."

"I took the Secretary's desk in the office outside and began to 'see what I could see.' That's my profession, of course, but never in all my experience had I been put in a dark hole and told to see something I didn't know anything about.

"I reported at the end of the first week according to my orders. Of course I had nothing to report. There was nothing queer about that office so far as I could see. On the contrary it was one of the best managed and one of the best served places that I ever have been in. And as for any suspicion of unfaithfulness on the part of the two Ashby boys, it was ridiculous.

"I told Ashby this. He grunted, looked at me a little closely for a moment and said: 'Go back and try it for another week. And keep at it until you find something.'

"You can't give me a hint to work on?" I asked.

"Not yet, not yet, Mr. Ford. Perhaps in the near future, but not just now."

"The second week's work was a repetition of the first so far as results went. So the third, so the fourth. I worked in the office days and shadowed my fellow workers by night, and lay awake in the early morning trying to piece together things I found in a way to connect some of them with misdoings of some kind. Nothing came of it, and there's nothing quite so exasperating as this groping in the dark and feeling that you fail to get to the light because of the lack of ability. It got on my nerves—that sort of a thing always does—and I determined that if there was anything wrong with Cuyler Q. Ashby's office I would find it if it took me the rest of my natural life to do it. So I stopped reporting to the old man and just sawed wood.

"This went along for two whole months and nothing developed, and still I was at my desk as private secretary when I was surprised to see

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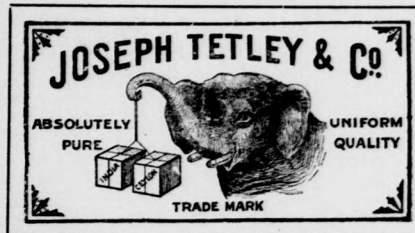


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working at the bill clerk's desk, directly across the room from me, and in plain view, a man from a well known detective agency, a fellow I'd seen on another case, but who didn't know that I knew him. It disturbed me considerably, this discovery. Then I reflected that the old man, after all, was justified in getting new help, since I hadn't made anything of a showing in the eight weeks I had been on his pay roll, and I determined to speak to the other man at the first good opportunity. I went to a summer garden that evening to smoke and think, and there, to my surprise, I looked around and saw the agency chap sitting at a table behind me. He was alone; but I didn't think anything peculiar about it until I saw him get off the car when I did. 'Now,' I thought, 'I'll just follow you and see what you're doing in this neighborhood.' I did, and to my amazement I discovered that he was following me. I determined to discover why, so I turned a corner, stepped into a doorway and waited. He came along and I stepped out.

"'Hello Connors,' I said, calling him by name. 'What do you want?'"

"'Well,' he said, quickly, for he was Irish to the bone, 'I don't know, but whatever it is Old Man Ashby wants me to find it pretty bad.'"

"'Is he paying you to shadow me?' I asked."

"'He is. In other words, he's paying me to shadow the original shadow.'"

"We compared notes. Ashby had engaged him after the second week of my work and had directed him to watch me—'see if you see anything queer about him,' and that was all. Connors had watched, but had nothing to report. We sat on the curb and smoked and talked and thought it over. 'Be gad,' said Connors, suddenly, 'and I'll make a little bet that next week he'll have somebody shadowing me.'"

"I thought of the thirty years that Ashby had put in without a letup, especially the twenty at the beginning, and a light broke on me. 'Connors,' I said, 'I'll bet you a hat that Ashby's crazy on that subject. 'Connors thought a minute. 'No,' he said, 'the bet's too good the way you've made it.'"

"A week later the crash came. The office was ripped up one afternoon by a load of police officers piling in through the front door. 'Where's the robbery?' says the sergeant in charge, and he went to the private office. There sat Cuyler Q. Ashby in his private chair with his two sons on either side of him trying to quiet him. 'Let me go,' he said when we came in. 'There they are, Sergeant, the villains. They're trying to rob me, all of them. Arrest them all or I'm ruined.'"

"'He called for a wagon, saying he was being robbed,' said the sergeant, 'but he doesn't need a wagon. He needs a doctor.'"

"Yes, it was quite true. The thirty years without a vacation had done the work for Ashby. He'd been so afraid that he'd go to the wall in the early part of his career that the fear

had stuck with him and grown on him after he was past all chance of it. It had driven him crazy in a half hearted way. They put him in a sanitarium at first, but he's out now and once in a while he comes wandering down to the office and whispers to the boys, who are now running the business, that they'd better watch out or they'll be robbed of their last cent. And the boys are well known for the vacations they take each year."

James Kells.

### The Brain Slips Cogs in Queer Ways.

Human brains are the strangest, weirdest pieces of mechanism. No two are alike, no rule governs all, and every man thinks at a different speed. The speed of the human brain depends entirely upon the person and the condition of that person at certain times. Responses to thought vary in speed from a mile a minute to twenty feet in a second, under normal conditions, yet at times the telegraphic service from the brain to the organs of the body is interrupted and communication is established only after rest or sleep.

Dr. Lauder Brunton has discovered how to have ideas at will. If you want to remember something that has slipped your mind or to force a wearied brain to work either lie down or hang your head low. Better still, in extreme cases, stand on the head.

Dr. Brunton, after a particularly hard day's work, was compelled to finish an important medical treatise. He sat down with pen and paper ready—when his brain quit work. Not an idea would come nor could he write a word.

"My brain is the same as yesterday," he thought. "It worked well then. Why not now? It must be because my circulation is bad because of weariness."

He studied the problem for some time, and came to the conclusion that, if the cerebral circulation was so poor that there was no mental activity, he must create the circulation. If the blood would not flow to the brain he would force it there. So he put his head down on the table, and the ideas began to flow at once. After ten minutes he thought he had enough ideas to start the article, so he raised his head again—but the ideas flowed away. He finished the treatise by resting his head flat on the table and writing.

While it requires some time for any organ to respond to the order of the brain—the speed of thought itself is much faster. Helmholtz discovered that a thought wave travels a mile of nerve in a minute, while Hersch learned that a touch was recognized by the brain and responded to in one-seventh of a second.

Prof. Donders, perhaps the greatest authority and experimenter, has learned that the brain action in responding to one of the senses is 75-1000 of a second. Of this 40-1000 of a second is consumed by the act of recognition and 35-1000 to responding.

All great brains have their peculiarities and their weaknesses, resulting from unconscious brain action.

Dr. Johnson, the great philosopher, was terribly afraid of death, and with

all his philosophy could not overcome the horror, and would not permit death to be mentioned in his presence. Also he was superstitious. He would not enter a room with his left foot foremost, and, if by accident, he took the first step with his left foot, he stepped backward in sudden terror and entered with his right foot.

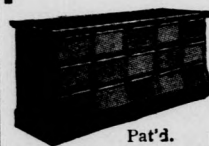
Julius Caesar, to whom the music of great battles was sweet, trembled at the sound of thunder and built cellars under his house where he might hide to escape the sound. Queen Elizabeth, one of the most fearless of women, trembled like a leaf at the sound of the word "death," and Talleyrand shivered and changed color at the same word. Marshal Saxe, a hero in many battles, screamed and fled at the sight of a cat, while Peter the Great would not cross a bridge unless it was absolutely necessary, and then crossed in terrible alarm, being weak and sick afterward from the terror.

One of the commonest freaks of the brain is that the memory will be extremely retentive in some things and entirely defective in others.

One great American physician, recovering from a severe illness, found that he had entirely lost the power to speak or write proper names or any substantive, but his memory supplied him with adjectives readily. He overcame his difficulty by designating any one of whom he wished to speak by calling him by his size, the color of his hair or eyes or by his physical peculiarities.

W. R. Scott.

## A Clean Store Helps

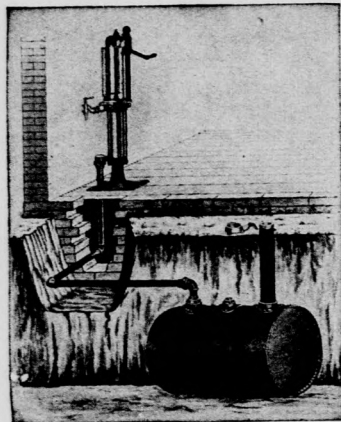


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FORT WAYNE, IND.



# THE DELIVERY BOY.

## He Has Queer People To Do Business With.

Written for the Tradesman.

"I guess you'd put up a holler if you had to be bossed by every old woman who buys ten cents' worth of groceries," said the delivery boy on the occasion of his semi-weekly demand for higher wages.

"Those are all nice people on your route," said the grocer.

"Huh! Nice people! They come in here all primped up an' with a smile that would win a bird off a cherry tree, 'cause they want credit, but you ought to see 'em at the back doors when I go to deliver the goods."

"Do you always go to the back door?" asked the grocer, suspiciously. He had been informed that the boy was quite familiar with the front door of some of his customers.

"Well, if they've got a dog around in back, you know, an' he bites—"

"Or it's a long way around the house, and the basket is heavy," suggested the grocer, "then you go to the front door."

"Well, they come here an' knock about it, don't they?" demanded the boy. "an' I gets mine w'en I comes in wit' the wagon. Say, but some of the prize beauties youse sees on t'e street is plumb scarecrows w'en you gets 'em out in the back yard a-lookin' at the things to find fault. One woman put her store teeth on the seat, the other day, an' made a yell 'cause I drove off wit' 'em. She's the one who says her peck of apples is always shy."

"She brought an order of apples back here one day not long ago," said the grocer, "and it was about half a peck."

"I'll bet she made pies wit' the rest," said the boy. "She is the one that wants me to carry the stuff down cellar. I carries it down one day an' comes upon a case of beer. She's a church woman, too. What? Well, I thought the beer had been left there by mistake. I left the bottles in the case, anyway. No! If she says I got a tank on she lies about it. Say, but that was import beer. I wonder what she wanted of it in her cellar? Perhaps she thought she'd have company. Rats!"

"Who's the woman that makes the good pies?" asked the grocer, with a smile.

"Say," said the boy, "on the level, it wasn't me. I seen the pies there in the kitchen, an' w'en I got back on the wagon someone had put one of 'em on the seat. Hones' Injun, now! There's a girl in that house that's goin' to get married, an' she just swells about town with a rig on that looks like the real goods, but you ought to see that girl in the kitchen. She's that fat she has to go through endwise w'en she's out of her laces. I guess if Hank could see her put away pork an' beans he'd wait for a raise before he married her. Huh! She looks like a baby elephant at home an' tries to look like a light an' giddy young thing on the street!"

"You are not supposed to see such

things," said the grocer.

"Oh, yes, I'll just shut me eyes an' go it blind w'en I goes into the kitchen," said the delivery boy. "Nit! Nit for mine! Say, youse know that woman that always comes here in a silk dress, an' is always goin' off on excursions? Well, she eats on a soap box in the kitchen an' keeps the dining room locked so the flies won't get in an' spile the paper. I was in there once an' she was eatin' canned salmon and onions! An' you'd think she owned the city hall to see her swell around the store."

"You'll get some of the people after you if you tell such stories," warned the grocer.

"I guess they're after me now," said the boy. "I went to deliver a pint of pickles the other day an' the woman at the back door says, 'Won't you come in, sonny?' An' I comed in, sonny, an' she give me a seat on a bum chair an' a piece of pie that was out of date an' shelf worn. An' while I was eatin' the pie she asked me if I belonged to the Sunday school, an' give me a lot of tracks about Daniel in the den of lions. Huh! Then she told me to be good to me mother an' me boss an' asked me to carry about a ton of stuff up to the garret."

"I hope you did as she asked?"

"Oh, yes, I told her I had some perishable goods on the wagon, an' I'd come right back, an' I forgot all about it, so I guess she got the next delivery boy that came to do it, but that made it cost her two pieces of pie, only I hope his pie wasn't so out of date as mine. Say, there's a man on my route that's got three little bull pups out in the barn. If I give the she dog meat she lets me go to the nest an' play with the puppies. Can I have one to carry on the wagon with me? 'Cause you know some one might try to rob me, an' the dog would bite his block off. Can I?"

"Where do you get the meat to give the mother dog?" asked the grocer.

"Oh, sometimes there's a little corner hangin' out of the paper. I don't cut off any. Not on your whiskers, boss. The mother dog went down the line with me the other day, an' I couldn't keep her out of a kitchen where there's an old maid, an' the cat went an' got up on the bird cage, an' the bird got out, an' the dog got the cat an' the cat got the bird, an' I got a whack on me cupolo, an' she ain't goin' to trade here any more. I didn't tell the cat to go up on the cage. Gee! They think I do everything."

"Did the dog kill the cat?"

"Oh, the old maid said the cat wouldn't never be of use any more on account of havin' a piece bit out of her backbone. I don't think that ought to make any difference with a cat, which has nine lives an' only one tail. I went down cellar to the doctor's house once to carry some potatoes, an' I heard somethin' rattle, an' there was a skeleton hangin' against the wall. I guess he thought it would scare me most to death, but I took the skeleton an' put it in a closet off the kitchen, an' rubbed matches

around his eyes, an' the hired girl is in bed with fits an' the doctor don't get any pay for seein' to her. I didn't tell the girl to go an' look at the skeleton. I guess the doctor thought I'd have a fit! Gee! He don't know much about delivery boys.

"An' there's a girl lives up on North street what's got a feller that her father don't like, an' one night I heard 'em in the arbor back of the house sayin' that they was each other's looly-truly, an' I met the old man an' told him, an' the young man says if he gets hold of me he'll pulverize me noodle. Huh! I don't believe the old man hurt him much. I saw him out the next day with only one eye in a sling, an' the girl throws water on me from the upstairs, an' I'm going to take the bull dog along an' have him kill her cat."

"You let that dog alone," said the grocer, with a smile.

"Oh, yes, I'll let the dog alone if youse says so, but if a man steals a lot of sugar out of the wagon some day I'll tell youse about it. There's a woman down on the flats that smokes a clay pipe in the woodshed, an' she's a reformer, an' talks to the women about votin'. I put some powder in her pipe one day an'— Say! What you jammin' me for? All right. I'll skiddoo."

Alfred B. Tozer.

You never can lift the submerged so long as you fear to soil your sleeves.

Too many men measure their horse power by their exhaust.



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

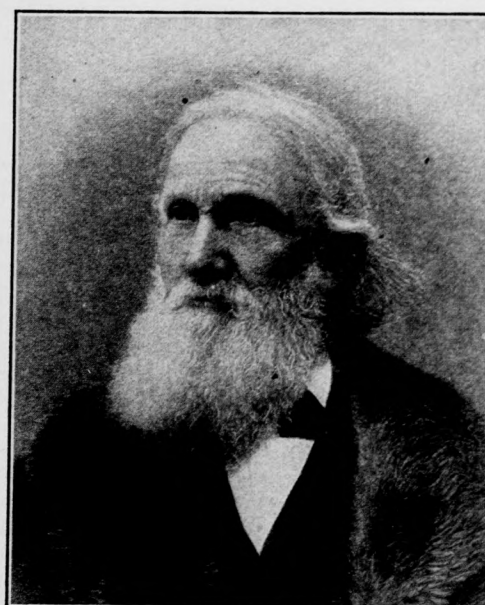
**25,000 TELEPHONES**

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.



## THE COUNTRY MERCHANT.

## His Opportunities, Trials and Troubles.

It is not the merchandise that the mail order houses sell that hurts the retailer. It is the merchandise that they do not sell. I mean by this in quoting cut prices on standard goods, well known goods that the retailer has on his shelf, they demoralize the retailer's prices, bring him into disrepute with his local people, yet sell so little of this standard merchandise that it amounts to next to nothing.

The methods of the mail order houses are wholly questionable. In buying their merchandise they are regarded by many manufacturers, whose existence is due solely to retailers, as an opportunity to unload certain merchandise, or an opportunity to keep factories busy during the dull seasons. These manufacturers will take their own product, skin it to the quick, and sell to the mail order houses so low that they are able to quote and sell this produce at such prices as the retailer can not consider. It is this practice alone that has brought the retail mail order house in its present position. I believe it is safe to say that "skinned" merchandise is their salvation.

By "skinned" merchandise I mean the stove that has been stripped of everything except the appearance; the furniture that has been skinned of all intrinsic value, presenting only the appearance that sells it; in fact, "skinned" merchandise is getting to be a feature in our commercial relations to-day, and is being demanded more and more by retailers. This demand, of course, is the logical outcome of mail order competition. Knowing that the mail order houses sell "skinned" merchandise the retailer tries to secure similar merchandise to beat the price.

Again the bargain and special sale craze is awakening much interest in "skinned" merchandise. While the demand for "skinned" merchandise is logical, it is a fact that it has proven detrimental to the retailer. The enormous demand for this class of merchandise is best evidenced by the fact that one concern in this country has grown in the last ten years to enormous proportions, handling almost exclusively "skinned" merchandise. I do not mean to reflect on them nor their integrity, for they are simply catering to a demand that exists.

The greatest temptation of the modern wholesaler is to buy "skinned" merchandise, and I really believe that one of the greatest detriments to the retailer is this sale of "skinned" merchandise.

Whenever a retailer offers "skinned" merchandise at bargain prices he invites the closest scrutiny and comparisons, and as "Quality remains long after the price is forgotten," the quality or the inferiority of the "skinned" merchandise talks long after the price is forgotten.

If a woman buys an order from a mail order house and if it is not up to the standard handled by the retailer she may say nothing, yet she feels that the retailer puts on a bargain

sale and feels that the retailer after all is a pretty decent fellow. But if this retailer puts on a bargain sale and offers her "skinned" merchandise at bargain prices, merchandise whose intrinsic worth is on a par with the mail order article, she at once loses confidence in the retailer. Bargain prices are necessary to stimulate consumption, but the utmost judgment should be used in making bargain prices if a retailer would maintain his standard in the community.

To show how bargain prices draw the closest scrutiny we will suppose that a woman has bought a spool of Coat's thread, and if it is full of kinks she takes it to the retailer, who hands her another and says: "I have sold thousands of spools and that was the first of the kind I ever saw." As it is the first she ever saw, nothing more is said or thought of it. But suppose this merchant is offered by his wholesaler a price of, say, 35 cents a dozen on Coat's thread, takes it home and to make things interesting makes a price of 3 cents per spool. This woman gets a kinky spool. Instead of going to the retailer she is disgusted, saying: "I see now why it was 3 cents a spool. She does not go to the retailer at all, simply because she feels that the retailer knew that something was wrong with this merchandise when he offered it at 3 cents. It is, perhaps, the only spool in the lot, yet the damage has been done.

If this lot of thread should turn out bad all the way through other people buy it and the effect on them is such as to absolutely discredit any bargain sale this merchant may undertake later. Therefore the introduction of "skinned" merchandise for bargain sales has proven a boomerang in every sense and has possibly done more to encourage the mail order habit than any other one thing.

"Skinned" merchandise is a subject that all retailers should consider very carefully. "Skinned" merchandise is not seconds, as some may suppose, as seconds are pure accidents; that is an accidental thread broken, or some other accident in the process of manufacture. Barring the defect this merchandise is all right. "Skinned" merchandise, however, is by design made cheap all the way through.

I believe that if retailers would absolutely discountenance "skinned" merchandise and insist on absolutely standard goods, especially for sales, they would not only prove the undesirability of the mail order merchandise, but make a reputation for themselves.

The mail order houses are here, will stay here, although they will not multiply as some suppose. The two large mail order houses in Chicago will possibly continue indefinitely, because there are a certain amount of people who will give preference to this method of buying. But the mail order houses will never make very great inroads on the retailer's business, because it is a physical impossibility to make money and sell goods by mail, provided the quality is there and the price lower than that of the retailer.

# 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.



The mail order method of distributing merchandise is simply a question of economies. If they can advertise and sell the merchandise quality for quality cheaper than the retailer they naturally would get the business. But it can be easily proven that the most successful mail order houses are at an approximate expense of 23 per cent. on the dollar to sell goods. This at once prohibits them from competing, or at least underselling the retailer. I know that these figures will be questioned, but I have, to my mind, convincing proofs that the most successful house is paying 23 per cent. The next most successful is paying about 27 per cent., and the little "one-horse" concerns are paying as high as 50 per cent.

The advantages of the mail order house or the department store over the retailer is not one of merchandise, nor of price. It is that they organize and systematize their business and put at the head of every department men whose sole business is directed toward a certain thing. I believe without question that our present methods of distribution will continue in vogue for many years. I believe that it is the economic method, but I do believe that some improvements will be made.

Jobbers and wholesalers to-day are simply expert buyers for retailers. They maintain a buying corps whose sole business is to search the markets of the country and buy the best merchandise for the least money. They assemble it at the most central point and sell again to retailers. They have done and are doing this successfully, at a much less expense than if the retailer procured his product direct from the factory.

The only weak point in this scheme has been that the wholesaler has considered that his duty ended with handing the goods to the retailer. I believe that they are interested farther, and that they should go farther by assisting the retailer in the promotion of further distribution. That is, I believe that it is possible for the modern wholesale house to maintain a corps of selling experts, just as they maintain the expert buyers, an advertising department, a department of store arrangement, window trimming, card writing and work of this kind. I know that, right or wrong, I have undertaken this work to a certain extent, and that the results are of such a nature as to encourage further effort as fast as prudence will allow.

The mail order business would be much stimulated by the establishment of the Parcels Post. It would be stimulated for the reason that it would enable delivery to be made cheaper, thus permitting a lower price. Viewed from the broad standard the Parcels Post is absolutely unnecessary in this country. The Parcels Post or any other proposition that tends to remove natural advantages or geographical handicaps is paternalistic by nature, and whenever a government comes to a point that it must look to the welfare of its subjects it is getting into deep water.

While the Parcels Post did not cause it directly, it is a fact that the

decadence of the agricultural communities of all European countries dates at about the same time as the advent of the Parcels Post. If this country were fully developed, if we were living on a hand to mouth basis, if we were over-populated like some European countries, it might be necessary for the Government to take some steps toward feeding the multitude.

I contend that the Parcels Post, if successful in its purpose, which is avowedly that of furnishing the rural population with cheaper merchandise, would have a tendency to keep the rural population on their farms. You know, and everybody knows who has thought seriously of the proposition, that the farmer who comes to town once a month is a very, very poor consumer. The oftener he goes to town the better consumer he becomes. In fact, my theory of prosperity is to stimulate the desire on the part of the consumer that the consumer may be induced to his greatest effort. For instance:

One farmer is content with the simplest, plainest fare. He works and slaves in his way. He possibly accumulates real estate or wealth, yet he is a positive drag to the whole community. His neighbor works less, goes more, wants more, spends more and gets more to spend.

My contention is that the retailer to-day is the present edition of the trader of fifty or 100 years ago. As the trader explored the new countries he met the inhabitants, found them living on the hand to mouth policy with no thought of the future, with no care for their personal appearance, with no ambition. By aid of a string of beads he induced the natives to go out and kill more venison that they might procure the pelt. After a year or two of such trading the natives took up hunting as an avocation, simply because they learned to want the beads and guns and products of modern civilization as taught to them by the trader. In other words, the trader is the forerunner of civilization, and I might say Christianity.

It is said that the only class of people who have not come under the influence of Christianity is a certain tribe in Africa who have never been taught to want the clothing or the products of modern civilization. Where most tribes at once begin to want this and that and the other thing this tribe does not care for it, and can not be taught to want it.

To teach the consumer to desire more merchandise and better merchandise is the retailer's only justification. If he were, as accused, simply a middle man taking a rake-off from everything the consumer uses, he would have long ago gone out of business. But by keeping the merchandise before the people of the neighborhood, by showing them this merchandise, talking this merchandise, he teaches them to want more and more of this merchandise. His justification, then, is that he is necessary to create a desire for more and better merchandise.

To make a man want more means

to make him hustle to get the where-with to satisfy the want. It is for this reason that a neighborhood so fortunate as to have the progressive, pushing, advertising retailer is always the most prosperous neighborhood, by reason of the desire created by the retailer through his advertising, through his store methods and by his sales force.

I believe that the retailer who recognizes his relations to society, who knows that he is doing more than to merely take a rake-off, is the retailer who is firmest in his convictions, most progressive in his methods, and who has the confidence and esteem of the neighborhood.

There are undoubtedly some retailers who are not justified. There are retailers who buy merchandise, hand it out and take their profit without returning anything to society. But these are few and far between, and are the retailers that we read so much about rather than those in actual existence.

I believe that the public does not understand the service rendered by the retailer. I believe that retailers as a class should organize, should study their avocation, and find out why they are in business, find out what they do to earn the profits, what they do to benefit society, and make an issue of it.

The manufacturer who employs 1,000 people is regarded as a benefactor. The man, however, who finds a market for this product and brings about the employment of a thousand people, gets absolutely no credit for

## 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.

## 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.



the part he plays. I believe that retailers should study carefully this relation to society and make an issue of it.

According to the metropolitan press, made up of magazines, daily and weekly papers of national circulation, mail order papers, etc., the retailer has been putting sand in his sugar for years. According to many general advertisers he substitutes. According to Uneeda Biscuit he is filthy; according to Ariosa he is dishonest.

The greatest help to the mail order houses and the greatest handicap to the retailer to-day is the fact that the retailer is discredited by the wise public, who depend upon the metropolitan press for their information.

In the dim, distant past some one suggested that, because sugar looked like sand, the grocer put sand in the sugar. The metropolitan newspaper has been pushing this idea ever since. Some one else spoke of flies in currants, another joke which is persistently given publicity by the metropolitan press. The corner grocer comes in for a twit at every opportunity. Even some of our big advertisers, whose bread and butter practically depend upon the retailers, have been known to talk about the filthy grocer who leaves his cracker box open to the flies.

If the newspapers want to illustrate a slow, non-progressive method they use the small retailer as the comparison. They positively know nothing of the retailers of to-day. These jokes have survived, and as the retailer is meek and ready to forgive, he stands for all these jokes, giving a semblance of truth, because he does not fight back.

It is a fact that the country merchants in the Southwest are better business men, opportunity considered, than any class of men in the whole world. I ask you to consider the opportunity of most of the retailers here. Consider that the Southwestern merchants, with nothing, have gained a competence; that without coaching, without instruction, without the aid of information outside of themselves they have stores that would grace much larger towns.

Then consider the opportunities of the business man in the city, where he has examples on every hand, where he has every opportunity on earth to know business, to learn the newest and best business methods. Compare this man with the average merchant and you will find that he is not "1, 2, 3." Again take the average country merchant, put him in the city, and within ten years he has completely outstripped the city merchant.

It is a fact known to all of you that the average Southwestern retailer doing, say, a business of \$30,000 per annum, has a better store, better equipment, better sales force, uses better judgment and more nearly comes up to the ideal merchant than the stores of the cities who sell \$50,000.

It is a fact that any one can go into any town of 2,500 in the Southwest, buy better merchandise, more stylish merchandise, and at a lower price than can be bought in any of

the city stores, barring the largest department and specialty stores, and even there he will have to pay more money.

It is a fact that the average dry goods store in the Southwest will come nearer filling every want of its clients than will the biggest and best department store in the United States.

These things may sound to some as somewhat overdrawn, but I know what I am talking about. I know a country merchant from having been one. I know the city merchant from having studied him closely, and having bought his goods, and have been especially interested in the development of the question of distribution of merchandise.

I admit that the country merchant has much to learn, but I contend that the city merchant would be the last fellow on earth to teach him. I believe that new and improved methods are in order, but I do not believe that the man who is always talking about the country merchant and making a joke of him could tell him how to improve methods.

I believe the time has come when the retailers of the country should organize. I believe that this organization, if it does nothing more than correct the erroneous opinion held of country merchants as a class, would be amply justified. To do this I believe that an organization should have a press committee, this committee to be composed of the most influential retailers, and their business would be to correct any statement reflecting on the country merchant or retailer, by going after the paper publishing it regardless of what paper it should be.

There should also be a censor of advertising. If the "Smart-Alec" manufacturers began to talk about dust in the crackers, flies in the currants, sand in the sugar, this committee should at once take them in charge, and give them an opportunity to apologize, and if this apology were not forthcoming, they should be made a target for every trade paper, every retailer and every clerk.

The retailer and his clerks constitute a larger percentage of consumers than one can imagine. It is possible for them to make or break by simply withholding their influence and indorsement.

I believe that every retailer should be a committee of one to call the Press Committee's attention to abuses of this kind, and whenever an article of this kind was noticed, no matter in what kind of a paper, the Publicity Committee should go after the paper publishing it, if not directly, through the manufacturers, jobbers and other friendly interests.

I believe that this would in time compel the channels that now control the publicity of our country to recognize the retailer as the most important factor in the distribution of merchandise, and everybody confesses that on the methods of distributing merchandise depends the prosperity of the nation. C. L. Grigg.

#### Music By Electricity.

Although electricity has produced many wonders, they have been mainly

of the workaday kind. Now an invention has been wrought out that proves that electricity is capable of producing—not reproducing, but producing—music of rare beauty and purity. A visit to a shop in Holyoke, Mass., shows a machine that is really manufacturing music.

Dr. Thaddeus Cahill, the inventor, declares that it is as easy to create music at the other end of fifty miles of wire as to send a telegraph message. At a keyboard of his device a performer, or there may be two, lightly presses down the keys, and at receivers, perhaps many miles distant, music pours forth. In pressing the keys the performer throws upon a wire a vibration, or a set of vibrations, which turns into aerial vibrations or audible music when they reach the diaphragm of a telephone receiver. The vibrations stand for notes and tones, and they scurry along to do their work the instant they are released. The performer is conscious only of the music he produces. He does not necessarily hear it. He need know nothing of the mechanical process he sets in action by the pressure of his fingers on the keys. Yet under his fingers the electrical vibrations act tractably and instantaneously. At will he turns an exhaustless supply of different kinds of vibrations to produce at a distance just the sounds he desires.



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

#### 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

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**

## 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**

## Store and Shop Lighting



600 Candle Power Diamond  
Headlight Out Door Lamp

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

### Brilliant or Head Light Gasoline Lamps

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

**Brilliant Gas Lamp Co.**

42 State St., Chicago, Ill.



100 Candle Power





### Features of the Fall Season in Neckwear.

Take it all in all, the season has been a good one, as far as men's neckwear is concerned. Owing to the fact that smaller shapes are prevailing, which, of course, cost less than the larger, it has also been a profitable one. Some buyers, when the first orders were being solicited would not take the advice of conscientious salesmen, and insisted upon buying the large shapes which had been in vogue during the winter, and they have been compelled to close them out at a loss. There are men who want all they can get for their money, whether it is in style or not, believing that the bigger the scarf they can display the quicker it will sell.

The dimensions which are at present in style will remain so during the early fall, which, in four-in-hands is two and one-half and two and one-fourth inches, the former being the more popular. This size would seem to be the proper one, as it suits all styles of collars that are in vogue now, and it makes a good-looking knot when properly tied.

It was discovered that the wider four-in-hands, such as three and three and one-fourth inches, would not make a graceful knot, hence some one started the fashion of tying it twice around, thus producing a long, narrow effect; this, however, required more length, hence men were not satisfied with the regular length of forty-five inches, but they must have forty-eight inches, which, of course, took more material, and therefore cost more; yet many men were not willing to pay an advance, and there has been much dissatisfaction on this score all around. All this trouble is now obviated. It is entirely unnecessary to tie the knot of a two and one-half-inch scarf twice around, and hence the ordinary lengths of forty-five to forty-six inches are entirely satisfactory.

The indications are that red will be a favorite color for next fall; grey seems to be as popular as ever; mulberry, marine blue and purple are in demand, and a falling off of green is quite noticeable. The "off" shades, such as old rose, Alice blue, lilac, mauve and reseda are selling fairly well at present, but they will not be as good later on.

There seems to be a marked decrease in the demand for plain colors; while several popular weaves still continue to be called for, the disposition is for something moderately fancy. Stripes are increasing in popularity, even in the finer grades they are selling well.

Diagonal effects are seen in nearly all lines, and are considered a safe investment. The public have discovered that this style, made up on the straight, are all right and do not pull out of shape.

In the latest ideas shown in fine silks, for scarfs to retail for one-

fifty to two-fifty, the designs are larger than they have been, and the combination of colors in these is very beautiful.

Lightweight satins are sure to be good for the fall. One of the handsomest importations for this season is a satin ground relieved by figures of delicate leaves and grasses woven in fine lustrous silk. These are shown in a variety of soft neutral shades of self and contrasting colors and are exceedingly pleasing and striking.

One feature of the fall season that is pleasing to all concerned is the return of the folded squares. While there are a few retailers who have been selling these scarfs, they have for the past couple of seasons been practically a dead issue. Manufacturers seem to entertain not a doubt as to their coming popularity, as evidenced by the number of sample shapes shown. This confidence has been confirmed by the orders already placed. In the first class shops of Paris and London the folded square is practically the only scarf shown. By opening the scarf out and showing the amount of silk used and explaining the different knots that this scarf can be tied in the salesman should have no difficulty in getting the difference in price necessary between this shape and the four-in-hand. The customer is bound to be better satisfied with the scarf, and hence with the store.

Orders for early fall scarfs are being placed quite liberally, particularly in the Far West, the East and the South. The Middle West and the near-by trade are holding off, considering July early enough for September delivery.—Clothier and Furnisher.

### Costliness of Caravans.

The merchants who fit out a garfla (caravan) must stand all losses, consequently great care is given to the selection of both the camels which carry the valuable merchandise and the men who accompany them. The tall and swift riding camel known as the mehari is seldom met with in Northern Tripoli. The finest male

draught camels, the jamal, costing from \$50 to \$60 apiece, with a carrying capacity of about 3 cwt., are used for transport. From consumption or the effects of the long strain scores often die by the way and many others at the end of the "voyage." The wages of the men for conducting a return cargo are sometimes as high as \$5,000. Not only must the garfla sheiks have great courage and endurance, but must be trustworthy traders and shrewd diplomats of no

small calibre. Many of the sultans and chiefs, particularly the Touaregs, through whose territories lie the garfla routes, exact not only homage but tribute from the garfla sheiks. To bring this tribute within a reasonable sum and insure a safe conduct requires extraordinary skill and tact. The opportunities for dishonesty afforded the garfla men are many, and occasionally men and goods are never heard from again.—Charles Wellington Furlong in Harper's.

## 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



## THE SIMPLE LIFE.

## Result of Worrying Too Much About Business.

When I began to discover how many men there were in my limited circle of friends and acquaintances who—when they heard that May and I were going to go farming—told me confidentially that they, too, were planning to flee the murderous city for the untrammelled country, I was shocked. While I had resolved that the city was no place for me, I wish it understood that even then I believed in cities as necessary institutions on this mundane sphere, and the prospects of such wholesale desertions alarmed me. What was to become of our great towns if everybody went farming? Would it come to pass that eventually they would be nothing but empty, deserted piles of stone, iron and glass, untenanted save for janitors and stray cats; deserted because human beings suddenly had discovered the proper mode of living and had reverted to it?

Everybody I knew was planning to quit the city for a place out of doors. It looked bad for the big towns. I felt sad. Then, to indicate how earnest they were in their declaration, they knew all about just what kind of a farm one should go to, how much land he should buy, where he should buy it—but not how—and how he should run it to the best advantage.

This was surprising to me. Johnson, Madison and Kearny—all of whom knew more about farming, especially chicken farming, in a minute

than a practical farmer, with nothing but years of experience to help him, could hope to know in six months—were, to my distinct knowledge, born and raised in the city. Just where they got their amazing information on How to Farm was a wonder to me. It must have been that their sense of intuition was developed to a wonderful degree. But know all about how money could be made in farming they did, one and all.

May and I had spent a week running over the guide books and had found nothing upon which we could decide as to the best way for chasing the simple life, so, when I told her of the remarkable fund of information on the subject possessed by my three friends, she said: "Why not have them up some evening and get them to help us pick out a good plan? At least it won't hurt to learn what they know."

So we had the three of them up one evening.

Kearny came first. Kearny has a voice like a bull that might have been rooting at a football game for a day or two.

"O, ho! Good evening, farmers," he roared as we took his coat. "How is the farm we haven't bought yet?"

Then he laughed. If there's anything sickening, in my estimation, it's the spectacle of a great oaf making an ass of himself by laughing at what he considers a witticism. I felt sorry for Kearny. He didn't know what a spectacle he presented to the eyes of others. He was in my house, so I couldn't tell him.

Johnson and Madison came together—being lifelong friends they naturally would—and they greeted me in one voice as "Mr. Rube." I never realized until this just what coarse, common fellows Johnson and Madison really were. We had a drink then and Madison broke the ice by asking what kind of chickens I had decided to stock my place with. I replied that I had not decided yet. In fact, I didn't know whether I was going to have a chicken farm. They looked at me in surprise.

"Haven't changed your mind about going, have you?" asked Kearny. I said we had not. But I intimated there were other ways of returning to the natural existence than by starting a chicken farm.

"Yes, but you want to make some money off your place, don't you?" demanded Johnson. I admitted that I did.

"Well, then, don't think of anything but chicken farming," said Madison, positively.

"Not if you want to make money," repeated Johnson.

"No, sir," supplemented Kearny.

Then they began to tell of men, and even women, who had grown rich raising chickens. There was one man, Madison said, who, being suddenly rendered incapable of performing hard labor through a stroke of paralysis, had taken up chicken raising more to occupy his mind than anything else. He began with two dozen chickens. That was five years ago. Now he was shipping \$10,000 worth of poultry every year and con-

stantly increasing his flocks. There was no question as to the truth of the story, said Madison. The man lived in Iowa and could be reached by writing to a certain poultry food house in the city.

Pooh! That wasn't anything compared to what a widow in Pennsylvania had done, according to Kearny. This woman, whose husband had been killed in a mine accident, had started with one dozen chickens. This was four years ago. Well, now she was selling \$11,000 worth of poultry and eggs every year. It took half a dozen men to run her farm. Kearny didn't have the widow's address with him. He had no doubt, however, that it could be secured without much trouble.

Johnson bit off the end of his cigar and said that he knew for a positive fact of a man who was making \$20,000 a year out of a poultry farm that represented an initial expenditure of less than \$1,500. He repeated this simple statement, laying particular stress on the condition that he knew it to be a positive fact. There was a clumsy bit of silence for a few minutes. Then Madison, being Johnson's lifelong friend, naturally took it upon himself to take Johnson up on his statement.

"We heard what you said the first time, Johns'," he said with a tinge of gentle reproof in his voice. "We were willing to take your word for it."

Johnson laughed a little and said he merely wished to impress it upon my mind that it was an actual fact

## 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 \_\_\_\_\_



that people could make money out of chickens. He said that there was so much talk with so many unverified statements about the fabulous amounts that had been made from a small start in poultry raising that a fellow was apt to get pretty skeptical regarding what he heard. But there was no mistake about the story he told, he said. He had the man's name and address and I might write him if I wished to substantiate his statement. When he had finished I hurried to take all three of them back to the dining room to have some more whisky.

I thought the readiness with which they acquiesced showed that there were no hard feelings among them. They stood in a ring around my table and said, "How," as friendly as you please. I felt better then.

When we came back and sat down I saw that I had been deceived. The prospect of another drink merely had effected a truce. Madison reopened the hostilities by asking Johnson politely what breed of chickens he considered the best for the new farmer to indulge in. Johnson said: "Plymouth Rocks, of course."

Madison laughed now. Johnson looked at him a little fixedly.

"What's the joke?" he asked.

"O, nothing," said Madison, looking at the ceiling.

Then Kearny laughed. Johnson turned his glassy stare upon him.

"What d'you see funny?" he demanded.

"O, nothing," said Kearny, and he looked up at the ceiling and smiled.

"I was wondering," said Madison, choking down an imitation chuckle, "what it was that made Plymouth Rocks so superior"

"What makes them superior?" repeated Johnson. "Why, just the fact that they're a superior breed, that's all."

Madison said: "O!" Kearny did the same. I passed around the cigars and motioned May to leave the room.

"What I'd like to know," said Johnson, chewing his cigar, "is just what there is so funny in the fact that Plymouth Rock chickens are better than other breeds."

"Nothing funny in that, old man," said Madison. "It struck me funny, though, when you said it. Sort of a shock, you know. I wasn't expecting anything like that from you. It seemed funny that you happened to know so much about chickens as to be so positive in saying that Plymouth Rocks were so much better than any other breed."

"Well, why shouldn't I say so?" queried Johnson, sharply.

"O, nothing. I was just wondering how you happened to be so well up on chickens, that's all. It struck me as queer—you saying that about Plymouth Rocks."

"Well, I suppose you mean to say that there is a better breed for a new man to stock a small chicken farm with, eh?"

"Of course I do. Anybody who knows anything about chickens at all knows that Brown Leghorns are the things for a sane man to go into. They—"

"Ha ha, ha ha!" said Johnson, suddenly. It really was touching the

way laughter took possession of that man just then. It was minutes before he could get the chuckle out of his throat.

"Imagine," he gurgled, "imagine Madison knowing enough about chickens to enable him to say that!" Again he gave way to laughter. Madison sat and regarded him much as one who is entirely sober will regard a man who is half spiffed and making a show of himself. Once or twice he opened his lips to speak, but closed them suddenly, as if it would be a waste of time to address himself to one so obviously on the verge of imbecility.

Finally he said: "You'd better take something for that, old man. With your thick neck it's apt to bring on an attack of apoplexy. It wouldn't be nice of you to go sprawling all over Mrs. Mac's rugs."

That sobered Johnson considerably. He said, coolly, that when he needed any one to take care of him he would advertise in the want advertisement columns of the papers. Also he would get some one of sound judgment; he wouldn't depend on a man who thought he knew all about chickens and picked Brown Leghorns as the best breed for poultry farming.

"Then you actually think Plymouth Rocks are better than Brown Leghorns?" said Madison.

"Of course I do," said Johnson.

Madison got up, stretched himself, and smiled. Then he sat down and said: "O, well, I guess you must be right, Johnson. Of course you must be right. There is every reason in the world why you should be right, why you should know more about this thing than I do, every reason in the world. I've no doubt that you've family traditions to fall back on—family experience and that sort of thing. Unfortunately my people never had enough experience in clodhopping to enable me to draw any information regarding such things from them. What I know is from my own personal observation and common sense."

Johnson appeared a little huffed at this. He said that he guessed his people were every bit as good as Madison's. And as for clodhopping, he didn't think that anybody who prided himself on being one grade better than a guttersnipe would bring such a word into company which included at least three gentlemen. Besides, said he, having tillers of the soil for your ancestors wasn't such a bad idea after all. It gave a man stamina and backbone, gave a strong body—fitted him to hold up his end, no matter what sort of a turn an argument might take.

"I understand that it does help a man's body," said Madison, lightly. "Unfortunately, a man's bump of common sense isn't located in his body."

"No," said Johnson, "in some people it isn't located anywhere."

"Those, for instance, who pick Plymouth Rocks as the best breed of chickens," suggested Madison.

They went at it hammer and tongs now, each one offering to stake his reputation for common sense and

judgment on the superiority of his respective breed of chickens. I marveled as I sat and listened to them. They were both staid, middle aged business men, who had each day their fill of work at the office. But this was all put behind them now. It was chickens for them. They might be fools in politics, they allowed, they might be dolts in business; but on the subject of chickens they knew just a little more than anybody else. It was possible that they had made mistakes in picking out their wives, that they were bringing their children up to be little vagabonds and hoodlums; but chickens—they were right on the matter of chickens!

Kearny said little. Once or twice when they appealed to him he said he didn't care to bother at all about them. White Brahmas were the only chickens for a sane man to invest in, said Kearny. He wouldn't waste mental effort considering the others. When it got to be bad Kearny said: "O, let up, you fellows. You aren't going after the Simple Life now. It's Mac."

That sobered them. "So it is!" they said. Then they laughed, all three of them—laughed as if something had struck them as being funny. They beamed upon each other good naturedly, now. They repeated "So it is," and laughed some more. It made me a little hot. My share of the evening's conversation had consisted principally of "Have another cigar," and "Will you have another drink?" and the ordinary monosyllables. Now I would have a finger in the debate. "Johnson and Madison, especially."

## 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.

## Chas A. Coye

Manufacturer of



**Awnings, Tents,  
Flags and Covers**

Send for samples and prices  
11 and 9 Pearl St.

Grand Rapids, Michigan

# The Worden Grocer Co.

offers to the retail grocery trade—such trade as may fully appreciate the advantages of carrying goods of superior intrinsic value—

**The Quaker Brand**  
**COFFEES**  
**AND**  
**SPICES**

These goods are perfect  
in quality and condition

**Grand Rapids, Mich.**



and Kearny, somewhat," I said, "look me in the eye and tell the truth. Do you honestly know what you've been talking about to-night? Do you know how to raise chickens and make money on them? Do you know why one breed is better than another? Do you know the difference between a poor hen and a good one? Do you know what a chicken looks like? If so, why? And how did you get your information? Did you ever have any experience with chickens, or have you merely been reading up on the subject?"

They left soon afterwards. None of them had much to say. I offered them cigars, but they all said, Thanks, they had smoked enough for one night. I offered them more whisky if they would answer me, and they calmly averred that they were not thirsty. They went out with cold farewells.

Johnson left last. As I helped him on with his topcoat he said: "You must have been working too hard lately, old man." I said that I knew I had.

"Thought so," said Johnson. "You ought to take a good, long rest. I never saw you so argumentative and crusty as you were to-night. Good-night."

I turned to May. "You see how it is," I said. "Nobody knows anything about the Simple Life. They only think they do. They conceive dreams and imagine that they are dealing with realities. No one can tell any one how to seek the Simple Life. You've got to find it for yourself. It's up to us; we've got to settle the thing for ourselves. We've got to go through those—books again!"

She sighed hopelessly, but, like a dutiful wife, followed me closely in my attack on the guides. We threw ourselves madly into them. Hours, days, nights we pored and delved over and into volumes containing instructions regarding the Simple Life; How to Find It; How to Know It When You See it; How to Follow It When You Find It; What the Simple Life Really Is; the Diary of a Simple Lifer, etc., etc., etc., etc., ad lib., ad nauseam.

The world stood still for us while we hunted through them. We were on the trail of the Simple Life and the chase was becoming engrossing. We had thought of nothing else. We could see it before us. It beckoned us on and on. We followed. We ruined our eyesights and got lines in our foreheads. Still we followed. We began to get gray. But the chase must be kept up. And so we drove on and on.

One day May stopped and picked up the advertising section of the daily paper. "Why, here's just what we want, Mac," she cried. "Small farm for sale, \$1,500. One hundred miles from the city. Suitable for chicken farm or for gentleman's home. Address Z 5 K 25."

I looked at the advertisement. "Just what we want!" I gasped. Then we collapsed. The strain had been too much for human flesh and brains to stand.

Red and green electric signs, read-

ing: "This Way for the Simple Life," sang and danced crazily before our eyes. Jagged streaks of egg colored lightning played through our heads. Then all was darkness.

When the doctor came he said: "Nervous prostration. Been overworking, eh? Bad business. Bad cases, both of them. Keep quiet, forget that you live in the city, think you're out in the country some place, and you ought to be able to be around inside of two weeks. You've been worrying about business too much lately, haven't you? You ought to lead the Simple Life."

Lee MacQuoddy.

#### Some Wrongs That Need Righting in the Hardware Business.

How prone we are to think that we have "an edge" on this thing or that because of our skill and knowledge as a buyer or the favorable circumstances under which we bought our goods, and how often we find, when we use that edge to obtain some advantage in selling, by cutting a little off of the price, that the "other fellow" has an edge that is just as sharp, or sharper, than ours and cuts deep, where we were only doing a little paring or pruning.

Let us speak for a moment of the wrong of selling staple goods without profit. Figure the actual cost of doing our business and ascertain our cost by adding together the items of rent, fuel, light, insurance, taxes, interest on the capital and a reasonable salary; calculate the per cent. this is on the amount of business we do; and how many of us are able to add that per cent. to the laid down cost and not have the price thus obtained more than we can get for barbed wire, nails, poultry netting, and numerous others of the staple articles without getting any of a small percentage of profit we should have in addition to this actual cost. This is wrong. Every article sold should bear its percentage of the burden of expense.

Another of the conditions that confront the hardware man of to-day is the "cut-up" condition of the trade on many lines of goods formerly found exclusively in hardware stores. The time was when tinware, enameled ware and hardware notions generally were found only at hardware stores. Now every grocery store, very many of the dry goods stores and all general or department stores carry these lines of goods; very often carry them as leaders, sold without profit, or use them as gift enterprises to work off some worthless baking powder, or some other equally "snide" article. It is an old axiom that "two wrongs never make a right," but might not the putting in of a neat spice department, in which spices were sold on a nail profit, tend to right this wrong?

Perhaps one of the most glaring wrongs is the sale of standard brands of mechanics' tools by the manufacturers to large department stores, which are catalogued by them as leaders at wholesale prices or less. I recently had brought into my store, by a carpenter, a list of eighteen tools that he wanted to buy. He had made up the list from the catalogue of one

## 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.

We shall be at the

## State Hardwaremen's Convention

which will be held at the Cadillac Hotel in

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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.

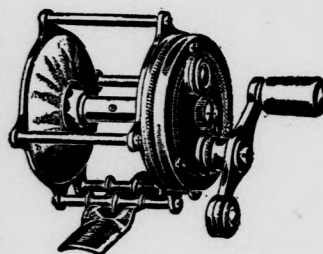
**Valley City Glass & Paint Co.**

30-32 Ellsworth Ave.

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

Grand Rapids, Mich.

## 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



of the catalogue houses and wanted our prices on them. As he was not in immediate need of them, and as part of them were goods we did not carry, we asked him to make a list of his wants in order to get prices on the lot. We had the list priced, on all the items that were of standard makes, by two of the leading hardware jobbers of the United States, and found that their prices were in some instances more than the price of the catalogue house, the average price being about the same. The result was that we could not obtain prices on all the specifications, and so lost the sale.

The retailer and the jobber must right this wrong by compelling the manufacturer to have his goods—when sold to catalogue houses—listed at a price that affords some profit to the seller, or the retailer must buy at jobber's price from manufacturer, or drop those lines of goods. For myself, I am adopting the latter course. Years ago my display case of saws held a full line of a well-known brand of goods; to-day I sell one of that brand only when compelled to, and that is very rare. The retail merchants of this country placed it in the power of these large manufacturers to reach the people, and the retail merchants, when fully aroused to the situation, will find some way of protecting their interests or see to it that these goods do not reach consumers through them.

Some of the other wrongs that need righting are the trailing of spring wagons and buggies about the country. The steel range racket has been extensively worked, both to the detriment of the merchant and the farmer who bought the goods. The itinerant salesman of all these classes, who pays no taxes to state, county or town, nor bears any other of the burdens borne by resident merchants, and who always gives less value for the dollar than any legitimate merchant, should be suppressed. This subject should be carefully thought over, and some legislation secured to, at least, equalize the burdens spoken of.

I briefly outline a few of the wrongs in our business, and, in concluding, leave you these "nuts to crack."

How shall we create and maintain a warm friendship for our competitor?

How shall we best avoid price cutting?

How can we obtain a small margin profit from the sale of staple goods?

How best meet the competition of grocery, general and department stores?

How can we best reach the manufacturer who sells his goods to catalogue houses?

How can we prevent the peddling of buggies, steel ranges and other goods by non-residents?

Geo. F. Anderson.

#### Why Fishing Tackle Is a Profitable Line.

All merchants, no matter what line of business they are engaged in, know that it is not so much the amount of trade that they handle as the profit

on their goods that will make them rich. As a corollary to this it may be stated that the more profitable a line of merchandise the more difficult it is to handle successfully. Goods in which the competition is most keen must be sold on a close margin and consequently they bring the smallest margin of profit. Some goods must be sold close. Much of the stock in any store must be sold with little profit. For example, it would be hardly possible to conduct a hardware store without carrying a stock of nails, and it also would be impossible to sell these goods to large buyers—to contractors or to builders—anywhere in the East, at a profit large enough to pay the running expenses of the store. Now, this being the case, the wise merchant is the one who is constantly on the lookout for any line which pays a good profit, and at the same time will find a ready sale. The sporting goods and hardware dealers must also realize that each year their fields are being encroached upon by dealers in other lines—the modern house, the general store, the department store, and in some cases the competition is making itself felt from the jobbers in nearby towns. The dealer, therefore, must make an effort not only to hold his present trade, but to take advantage of changing conditions.

"How to enlarge my profits without noticeably increasing my expenses." This is a question that nearly every thoughtful merchant is asking himself, and this best can be accomplished by gradually adding profit-making lines to his business. One such line is fishing tackle. In the hardware business no branch pays a better profit than sporting goods, and nothing in sporting goods can be made as profitable as fishing tackle. This branch of the business has great possibilities. The trade is only in its infancy. Each year the ranks of the old enthusiasts are being added to by a large number of boys and young men who are for the first time taking up the sport of fishing. Unlike many other outdoor sports or games, fishing is not a fad. A man who has once been a fisherman always remains so. Another reason for an increase of these goods is because good fishing each year is made more possible. The millions of fish that are being planted every year by the States and Federal Government is having its effect now in making it more easy for a sportsman to find a place to use his tackle. A few years ago, if a man was run down from overwork or worry, his physician would recommend a sea voyage. To-day he would be told to take a trip in the woods—to spend a few weeks camping and this is giving men an opportunity to find the rare sport in fishing and is consequently making an increased and large demand for the goods.

Men are buyers of fishing tackle and men are customers of the sporting goods and hardware stores—consequently it is these dealers who can best handle this line of goods, and it is the most natural place for the sportsman to look for his tackle. It is also true that the larger assort-

ment of fishing tackle and better display of fishing tackle that are made the greater amount that will be sold. It is possible for a boy with a 5-cent line and a pin fish hook to catch fish. Every man realizes this; also he realizes that the best sport can be had not in the number of fish that he gets as much as preparing for the trip and going after them. So it is that the better display that is made the more goods will be sold, as fishing tackle more than almost any other line of merchandise is largely purchased because the fisherman thinks that with it he will have better sport. If it appeals to the eye it will find a sale, and it can not appeal to the eye unless it is well displayed. In putting in the line of fishing tackle it is of great importance to start right—to have the goods that are best adapted to local trade. A dealer being located in a country where most of the fish are trout would be very foolish to put in a stock of heavy bass or salt water tackle. It would not sell and he would soon become discouraged with the trade. It is, therefore, of great importance not only to have a well assorted line, but to have one that is made up of goods that are used in the locality in which the dealer is. Also, in putting in a new line of fishing tackle like any other class of merchandise, it is of great importance to have the goods at the right prices. Therefore, the line should be purchased of a manufacturer who would be able to put the dealer in a position to meet any competition and yet the dealer should not over-buy.

## Buggies

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

**Brown & Sehler Co.**

Grand Rapids, Mich.

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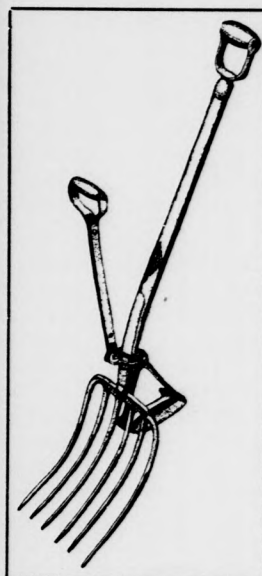
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certainly has made a wonderful record. In 26 years of actual experience it has taken care of its contracts promptly at a cost to the members that seems remarkable. Highest cost age 30 per year per \$1,000, \$7.50; age 40, \$10; age 50, \$12.50. For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

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

## Is There Profit in Potato-Digging For You?



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

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

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

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

### Acme Hand Potato Diggers

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

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

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

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

Order a sample half-dozen today, now, and push them hard.

Get the good profit that you need.

**Potato Implement Co.**

Traverse City, Mich.





#### Selling Sample Shoes at Retail.

Country shoe dealers whose business has been adversely affected by mail order houses are not suffering alone. There are trade evils from which city retailers suffer. City shoe dealers during the past year have been confronted by an objectionable competitor, that obtains public patronage under the guise of "Selling sample shoes." Originally this feature of the shoe business was conducted with good intent and creditable collections of factory samples were assembled for sale. Several of the best manufacturers unloaded genuine samples with the pioneer of this new branch of business. Retailers were glad to see this one individual prosper in his undertakings. It meant much to dealers who sought to maintain prices, for this party was quite successful in getting more than 75 per cent. of the best makes of samples. In this way sample shoes were kept out of the hands of dealers who were likely to sell them at low prices and thus injure legitimate trade.

Shoe dealers are not slow to grasp an opportunity that promised a good per cent. of profit. As a result salesrooms to sell sample shoes were established in nearly all the large cities of the country and most of them prospered. But, there has long since ceased to be enough samples to supply more than a few of these stores. Dealers thought they would soon fail because of the limited supply of samples. They imagined that these "sample sales" could only be conducted during a few weeks in the year. At this juncture a new phase developed. At the present time a very large per cent. of the shoes thus sold are only samples in name. They are mostly goods taken from stock. Invariably the shoes do not come up to the expectation of the purchaser, but, as usual, this fault is not discovered until the shoes have been worn. Here the trouble begins for the wearers. They take the goods back expecting of course that some satisfactory settlement will be made, but they discover to their sorrow, that, these sellers of "sample shoes" do not conduct their business along the lines followed by legitimate shoe dealers, and will not make good the imperfections of shoes sold by them.

The so-called sample shoe salesroom is usually located on one of the upper floors of an office building. The proprietors do not solicit business through advertising in local papers, but send out solicitors who make a door to door canvass, or circulars are mailed broadcast to the general public.

It is unfortunate that shoe retailing is not always conducted along proper lines. Originally these sales of "sample shoes" were a legitimate feature of the business, but the word "sample" is now in many instances being used to deceive the unsuspecting public. Of course established retail mer-

chants are not addicted to this questionable method of selling goods, but they are made to suffer in loss of legitimate sales. It frequently happens also that dealers are compelled to bear the odium that arises from bad methods as innocent purchasers, as a rule, have no means of discriminating between those retailers who sell goods honestly on their merits and those who unload ordinary stock goods, under the pretence that they are samples specially made and finer and better than can be obtained elsewhere.—Shoe Trade Journal.

#### Cashing a Shoe Complaint.

"I have never had a customer go out of my shoe store dissatisfied," said a retail shoe dealer. "My plan was a novel one and it left the customer no chance for a complaint. When a man came into the store and after telling me all about how little satisfaction the shoes had given him, I usually said, 'Yes that is not good wear for a three fifty shoe. How long did you say you had them?' 'Well,' these kickers would say, 'about two months, perhaps six weeks,' or some short time. I would then ask them how long a three dollar and a half shoe wore them. The time varied—some said a good shoe would wear them a year, others three months—but I turned and said, 'If these shoes had worn you four months, you would have been satisfied—wouldn't you?' They generally nodded and said, 'Yes—' 'And you have only worn these two months? that means you had but \$1.75 worth of wear out of the shoes.' I then went to the cash drawer, got \$1.75 and handed it to the customer saying, 'I'm sorry these shoes didn't wear well. They have always stood up well, but we expect a poor pair once in a while, in a line. Now when you need another pair of shoes come in and see us.'

"Dealing with my customers in that manner left me under no obligations to them. It didn't give them a chance to say that I treated them right—but they expected I made up what I gave them on the other pair they took in exchange. I usually held their trade and they told all their friends how fair I was in my business dealings.

"I had a few cases of where customers tried to work me. I stood it the first two times and when they came in the third time, I said, 'All right,' handed them the difference in money but demanded the old shoes. I then told them it would be a good idea for them to try some other shoe store. In three or four months' time they came back to me and got to be some of the best customers I ever had."

#### Cutting Europe With a Canal.

Zurich newspapers are discussing a great scheme proposed by a Swiss engineer to unite Switzerland with the North Sea and the Mediterranean by two great canal systems. The first system would connect Lake Constance with Rotterdam by means of the Rhine and the second would join Lake Como and the Mediterranean by means of the River Po.

## 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.

# Forget It!

Forget the mistakes you have made in ordering shoes for boys' wear that looked good in the sample and fell down on the first pair you tried on your best customer and lost you their business. Get a line of

## Hard-Pan Shoes

For Men and Boys

and be a success—without worry. Hard-Pan shoes will bring back your customer the next week the next month, and bring along new trade.  
But don't forget that but one man in a town can get them. Your success depends on your action today—a postal will do the business if the other fellow hasn't got ahead.

Our Name on the Strap of Every Pair of the  
Original Hard-Pans

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

# REEDER'S

GRAND RAPIDS, MICH.

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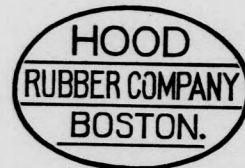
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Women's, Misses' and Children's

## White Canvas Oxfords

75c to \$1.60

Cleaner for White Shoes 75c Dozen



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



# Secret of Conducting a Winning Shoe Store.

I know a man in our town, who, though not to say "wondrous wise," is yet capable of successfully wooing the goddess of success in the retailing of shoes. It hasn't been a dozen years since he blew into our midst with a modest bunch of money and a large bundle of possibilities. During these few years he has converted these possibilities into tangible assets, and the manner of his doing it suggests to me a little talk on the subject of conducting a winning shoe trade.

To begin with, I think it may be safely said that this thing of wooing success isn't the easiest thing in the world. The ever-increasing number of business wrecks and smash-ups which line our commercial thoroughfares sufficiently indicate the difficulty of success. Success in general, of which success in the retail shoe business is a particular instance, has sometimes been described as a fickle goddess. The world fickle in this connection is not well chosen; for it suggests the notion of changeability, inconstance, exemption from law. Modern science has thoroughly established the fact that law is everywhere operative. Things don't happen in a haphazard way; they come about in obedience to laws which are fixed and immutable. Success, like everything else, is amenable to law. There are certain clearly defined principles underlying the successful merchandising of shoes which carry prosperity out of the realm of chance.

"The fault, dear Brutus, is not in our stars,

But in ourselves, that we are underlings."

Saying that success in the shoe business is due to the proper adjustment of oneself to the laws of success is not by any means equivalent to saying that success is an easy matter. On the contrary we all know it is quite the reverse of easy; it is extremely difficult just for the reason that everybody else is out on the same quest. Our problem is the other fellow's problem, too. What time we are racking our brain, trying to get a new and luminous idea to take root, the other man is also cudgeling his noggin to the same end. Thus it becomes a question as to which man is going to stir up the most neoplastic activity in his ganglionic cells, if one may be pardoned for lapsing into learned slang.

One of the simplest, as it is one of the most important, of the laws underlying success in the shoe business, may be thus stated: One must love the business. Very rarely does it happen that any man makes a success of a side line. He who goes into the shoe business with reluctance, or with mental reservations; who goes into it for the time being, and is eagerly on the outlook for some other and more alluring proposition, is doomed to failure. In the retail shoe trade, just as in every other branch of modern industrialism, there are plenty of strong, capable men. These men are in the business, not for pleasure, but for profit. They are in it with a vengeance. With their

whole minds they are given to the pursuit of success. They watch every phase of the business. They have made themselves masters of the situation. To cope with such competitors, when one is not fully persuaded in his own mind, means to court disaster.

Now it didn't take our folks long to learn that this new comer, to whom I referred above, was a lover of the shoe business. He didn't go round telling us that such was the case, either; but he just created, and continues to create, that impression. Most of the folks down here have a penchant for politics. We love to feel that we have a hand on the lever of this great, complicated, governmental mechanism. Among a people essentially patriotic and widely informed (as we, of course, imagine ourselves to be), differences of opinion naturally arise. For this reason the political pot simmers long before it boils, and when it does boil things are doing. Historically, we determine the size and consequence of our political campaigns by the number of quarrels and fights, and by the amount of bloodshed occasioned by each political transition. This proves beyond all doubt that we are awake to our country's welfare. We are determined to assert ourselves, even if some of our citizens are for the time being disfigured. It goes without saying that our native-born merchants are of the same temperament. Local and national politics at times obscure the purely local business interests. Local politicians gather in the rear of the store room, draw up a cordon of chairs about the stove, and occupy considerable time telling how this government ought to be run. Sometimes our native-born merchants emerge from their stores in their shirt sleeves to have a voice in some free political discussion. In their solicitude for our country's welfare, an occasional customer may be put to a little inconvenience.

Much to the surprise of our townspeople, our new shoe dealer from the East could not be interested very greatly in politics, either local or national. Come to think about it, I don't know what his political affiliations are to this day. We have repeatedly tried to get him interested in these great political issues, but he evades us. If he has any opinions on running the government he either keeps them to himself or communicates them immediately to the authorities at Washington. His attitude somewhat throws a damper on our political discussions, and more than once he has switched us clean off of politics on to shoes. Apropos of nothing in particular he will start to telling us about a new lot of goods he has received, and before you know it he has produced a bunch of them and passed them around among the fellows. It speaks loudly of his love for shoes to say that, even during a heated campaign, he has actually been able to make us forget, for the time being, our interest and responsibility in the government at Washington, in our enthusiasm over his shoes.

From the foregoing it will appear that this man's love of shoes is not



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Quick Shipments

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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

### MISSES'

3452	White Canvas, Bluc. Oxford, E12½-2	80
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### 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
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Hirth-Krause Company, Grand Rapids, Michigan  
Everything in the Shoe Line



## Write Us Where You Live

Our aim is to provide you with as complete a market as is possible in all you need in shoes.

Our traveling men and their sample trunks are the catalogues we send out.

The goods we produce, especially those we make for men and boys for hard every day wear, have no equal for comfort and durability. Our jobbing line is large and varied; and each item is carefully chosen to satisfy the feet and pocketbooks of all your customers, at a profit to you and full money value to them.

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



so much an assertion or profession as it is an atmosphere. This makes it contagious; and I have no doubt but that this fact has much to do with the continuous and rapid enlargement of his business.

The secret of this man's success in selling shoes lies in the circumstance that he has a creed. There are certain things about the business that he believes. He hasn't written them out, so far as I know; nor has he formally subscribed to them; but he believes them none the less certainly. From what I know of the man and his methods, I am confident the following propositions would meet with his hearty approval:

First—I believe that the merchandising of shoes is a good business—in fact the best business I know of.

Second—I believe that the merchandising of shoes is my chief concern. For this reason I am perfectly willing to let my neighbors discuss politics and expatiate on national problems; but in the meantime I will wait on my customers and try not to overlook the fact that I am just a shoe merchant.

Third—I believe that the shoe trade is such an alluring occupation that it hasn't escaped the attention of other men; that it has appealed to other men just as aggressive and wide-awake as myself.

Fourth—Therefore I believe it the part of wisdom to keep my eyes open.

Fifth—I believe that the returns from my shoe trade are going to be in direct ratio to the amount of brains, energy and enthusiasm I put into the business. For this reason I am going to give my business the best energies of my whole being.

Sixth—I believe that trade in the shoe business has to be gone after. I have grave doubts about its coming in automatically, and without any persuasiveness on my part.

Seventh—In going after trade I believe that the ad is an important factor. A wise merchant shall be prospered according to the snap, the ginger and the sparkle of his ad. Consequently I count that time well spent which I devote to the getting-up of my ads.

Eighth—I believe that a window trim fetchingly gotten up is prettier than a "speckled pup"—and far more profitable in the shoe trade.

Ninth—I believe in new styles and in staples; I believe in good shoes—shoes made to fit; but I go gingerly on freak lasts.

Tenth—I believe in findings.

To go a little further on in our analysis of this man's success, I must call attention to another thing about him: He seems to be everlastingly pestered by a sense of dissatisfaction. I don't mean by this that he is displeased with the business, or that he wants to get out of it into something else. Far from it. His dissatisfaction is not with the business itself, but with his present attainment in the business. He doesn't feel that he has gotten his share of it. Beyond the present limits of his trade he seems to see a wider horizon. He has (as stores in this section go) a large establishment; and yet his ever-increasing business is due to the fact

that he refuses to identify the trade that he now has with the trade he hopes to build up. This keeps him on the qui vive.

When a man gets to feeling that way about his business there is nothing left for him to do but to press on, to branch out, and to grow up. And that's just what our friend is doing all the while. He's always overhauling, remodeling, putting in new goods or new furniture. The first thing we do when we drop into his place of business is to look around to see what he's added since we were in last.

Now it goes without saying that a man like this inspires confidence in our people. It's wonderful how our folks like it.

In the first place we believe he is in the shoe business to stay. We have come to look upon him as a fixture in the commercial life of our city. Thinking of him in this way, we naturally infer that he is going to give us a square deal. We believe that it is as much to his interest as it is ours to sell us the very best shoes he can, consistent with a reasonable profit. And we believe he is going to try his very best not only to supply us with good shoes, but also with good shoes that fit properly. In this respect he is extremely painstaking and conscientious. He won't let anybody leave his place with an ill-fitting pair of shoes.

And then, in the second place, this man appeals to us just because there is something irresistibly fascinating in this thing of success. I suppose that's why success succeeds so. We somehow can't resist the inclination to give our trade to the man who knows how. We don't like to hear men talk failure, and we don't like to associate very much with the man who demonstrates failure in his own business ventures; but we will walk clean across the street to come in touch with the man who has successfully wooed the goddess Success.

There are several nice quiet shoe stores where we gather to talk politics in season, but when we are in the market for shoes, we all meander in to our successful merchant's place. He has the goods.—Cid McKay in Boot and Shoe Recorder.

#### Betting on a Sure Thing.

The engineer had been "standing off" the boiler compound man for a long time. The compound he was using was all right and he didn't care to change. He would chat pleasantly with the Nit-Scale man, and smoke his good cigars, but had no orders for him.

The compound man, who wanted business bad enough to buy it, very nearly lost the slim chance he had by hinting one day, a little too broadly, that the engineer was just as much entitled to perquisites as was the purchasing agent. And then another day, in desperation, he decided to get an order from that engineer then or never.

He strolled into the engine room, touched lightly on the weather, told a story or two, passed over a good smoke and settled himself to do business. "Mr. Jones, that stuff over

there that you call boiler compound must be about used up." Mr. Jones admitted that it was.

"Mr. Jones," pursued the graftsman—beg pardon "salesman"—"do you believe in betting?"

Mr. Jones indicated that he was not averse to taking a chance if it looked like a sure thing.

"Well," said the salesman, "I'll make you a bet that's easier to win than to lose. I'll bet you ten dollars that I don't get your next order

"I'll take you," said Mr. Jones, and of course he won.

"Graft," why bless your innocent heart, nothing of the kind; just a harmless bet, paid no doubt by the employer to a man already paid by him for watching the interests of the concern!

It is a shallow mind that suspects or rejects an offered kindness because it is unable to discover the motive.

## Mr. Shoe Merchant

If you have a call for a work shoe that will "wear like iron," vet is "easy and comfortable" on the foot, WHAT HAVE YOU TO OFFER? Our Celebrated

### "NOX-ROX"

(Registered)

Black or Tan Buck Bal, will satisfy your most exacting customer, which means it will satisfy you, and that satisfies us.

Ask our salesman when he calls, or send for a sample case of a dozen. (Advertising folders free)

**Waldron, Alderton & Melze**  
Saginaw, Mich.

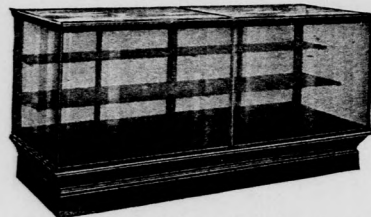
## "Red Seal Shoes"

"Red Seal" is the seal of shoe quality for women. All leathers. Twelve styles. Blucher cut, lace or button, for house or street wear. Retail for \$2.50 and \$3.00.

MICHIGAN SHOE CO., - - - DETROIT

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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.

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**Grand Rapids Show Case Company**  
Grand Rapids, Mich.

The Largest Show Case Plant in the World

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AND OF THE GENUINE, ORIGINAL, SOLUBLE,  
TERPENELESS EXTRACT OF LEMON

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Highest Grade Extracts.

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COLEMAN'S  
HIGH FOOTE & JENKS CLASS  
EXTRACTS

## Sherwood Hall Co., Ltd. Iron and Steel

Horseshoers' and Blacksmiths' supplies at lowest market prices

26 North Ionia St., Grand Rapids, Mich.



# EXCHANGING SHOES.

## An Attempt to Get Good Goods for Worn.

Written for the Tradesman.

Really, you wouldn't imagine people could give such a free rein to their imagination as to invent all the yarns they do in their efforts to foist on us shoe dealers footwear they or members of the family have bought and become disgruntled with.

A slipshod woman came in one day leading a small child by the hand, while she carried a knobby-looking parcel in the other.

"I want to exchange a pair of shoes I got here," she began, as I seated her and the child, at which I reached to take the shoes, supposing, of course, they were the contents of the bulgy package.

The woman made no move to pass the bundle she had dropped in her lap, at which I let fall my hand with a degree of embarrassment.

"They're in here," she explained, in no wise feazed.

"Stick out your feet, Mehitable," she commanded the child, who might have been 8 years old, "an' let the gemelun take off those mis'able shoes an' gin ye another pair."

Well, I nearly fell off my stool with surprise at the woman's nerve!

Mehitable stuck both her feet out, which were encased with what once had been a good pair of shoes, but they were that no longer. The shine was gone, the patent leather toes were all scratched up and the heels were beginning to get run over. The laces looked shabby, too, although that had nothing to do with the damage to the shoes.

Neither the mother nor Mehitable seemed to have the slightest compunctions as to showing the condition of the shoes.

I was so astonished that those were what were to be exchanged for new ones that I was struck dumb.

At last, as the mother appeared to expect me to do something about the matter, I gathered my scattered senses together and began to make enquiries about the shoes: How long back were the shoes bought? Answer: "Three months ago." What was the trouble—didn't they fit? Answer: "Oh, they fitted well enough." There was good stock in them—weren't they satisfactory as to that? Answer: "Oh, yes, the stuff was good enough, but Mehitable just didn't like 'em, somehow, an' they wanted a new pair for 'em." The child had been wearing the shoes, had she not? Answer: "Well—er—er—around the house a little, jest to see how they fit, you know."

Mehitable's ma had the most monumental effrontery I had struck up to date. I really felt like laughing in her face and making a freewill offering of a pair of shoes apiece as a prize for the exhibition of "pure, unadulterated cheek"—it was certainly matchless!

How did I get out of the pickle?

Well, of course, it would never do to establish the precedent of allowing the woman to think we were the kind of easy people she evidently sized us up to be. I gently explain-

ed to her that the manufacturers would never in the world stand for the return of the shoes in their present condition and that if we took them back they would be a dead loss to us, as we would never be able to dispose of them to anybody else. But I finally said I would furnish a pair of slippers on the deal.

So I allowed Mehitable to select, from a bunch of "Sale" shoes, a pair that cost us about 15c, which the child regarded on her feet with great delight, and with which the mother looked perfectly satisfied, and the two departed, leaving me to ruminate on the inscrutable intricacies of the feminine mind.

But, would you believe it, that woman became one of our best customers; and, too, strange to relate, never afterward did she so much as hint at our exchanging goods. I never could account for her very peculiar attitude in wanting us to give Mehitable a pair of new shoes for the half-worn ones she had on that day. I simply set it down to a female idiosyncrasy and let it go at that.

John Burton.

## The Indian a Socialist.

The Indian is a Socialist. He probably would not recognize his sentiment by that name, but it is true nevertheless, and he represents Socialism in the fullest sense of the term. The Indian believes in co-ownership of all necessities of life, even to the land itself. He further believes that so long as there is anything to divide it should be divided freely and equally. In his natural state the Indian believes that if you have food in your house and he has none you should divide. If there is corn in his crib and none in yours, it is his duty to divide with you. If this you refuse to do you are not a friend of his. The socialistic principle has been imbedded in the Indian life as long as there has been tribal existence in America, and it is still extant in the Five Civilized Tribes, where the Indian has not become fully naturalized in the white man's way and forgotten the ways of his ancestors.

## The Origin of Fireworks.

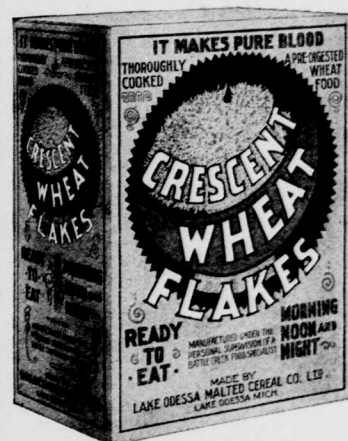
It is to the Italians that we owe the introduction of the modern fire displays which we call pyrotechnics. The term is derived probably from "Pyrodes," the name given to Clios (according to Pliny), because he was the first to strike fire from flint. Gunpowder, which is the chief factor in fireworks, was practically identical with the "Greek fire" of the Byzantine emperors, and "the terrestrial thunder" of China and India. Fireworks of a certain type (the most ancient records of China show) were well known to the Celestials several hundred years before the Christian era. But Florentines and the Sienese are credited with being the first to mix gunpowder with other ingredients, such as metallic filings and the various salts, to give sparkle and color to fireworks; and with the invention of various forms to give variety and brilliancy.



JUDSON GROCER CO., Grand Rapids, Mich.  
Wholesale Distributors

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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.



## 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.

## DO IT NOW

Investigate the

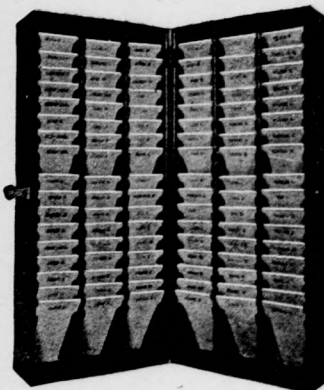
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Good Grease Makes Trade

Cheap Grease Kills Trade



FRAZER Axle Grease

FRAZER Axle Oil

FRAZER Harness Soap

FRAZER Harness Oil

FRAZER Hoof Oil

FRAZER Stock Food



## WAR REMINISCENCES.

## Valiant Veterans Entertain the Chronic Sitters.

Written for the Tradesman.

The country store is a kaleidoscope. The scenes which are enacted therein are constantly changing. No one can foretell, except in a general way, the events which are likely to transpire on any certain day. The seasons govern to a certain extent the class of goods which are transferred from merchant to customer, and scenes of each season are similar, year after year. And yet to one who can take an interest in events outside of the daily routine of business life in a country store affords a pleasing variety of changing scenes. Life need not be dull or monotonous to the storekeeper outside of business hours nor in the intervals when there are no customers to serve.

The days when farm work is so pressing that few visit the store until evening; the occasions when nearly the whole community except the sick and infirm are in attendance at fairs, picnics, celebrations or other public gatherings elsewhere; the stormy evenings when few venture out for supplies; or those evenings when socials, lectures or meetings engross the attention of the people; those times would be lonely indeed for the storekeeper were there not one or more persons who found it agreeable to spend a few hours at the store.

In busy times when the store is crowded with customers, when the storekeeper is hustling to his utmost capacity to serve as many as possible in the least time, he hears not nor heeds the various items of news which pass from one to another. He takes no cognizance of earnest discussions which are often in progress among the different groups of callers. He hears the beginning of one story, the middle of another and the end of a third. He is sometimes almost startled by the outbursts of laughter over some matter, about which he never learns nor enquires. So, oftentimes, he is supposed to have heard all about certain reports or transactions of which he has never had the slightest inkling.

To be "all things to all men" is a prime requisite to popularity for the country storekeeper. To be an attentive listener gives pleasure to one; to disseminate the news of the neighborhood is the proper way to satisfy another; to furnish a place where neighbors may meet and visit while waiting for work or repairs to be done at some shop is equally desirable.

Some people regard as loafers and loungers all who may happen to be in a store and are not engaged in trading or transacting business, and think the storekeeper should take drastic measures to rid his place of such. While it is true that there are some who abuse the privilege accorded the public, and day after day, evening after evening, lounge about the store, it is a very delicate matter for the proprietor to inaugurate a reform or establish rules to govern in such cases.

No matter whether the frequenters

of the store come to trade, to visit or to kill time, so long as their conduct is within the bounds of decency it must be tolerated. By encouraging the natural tendency of certain loungers one's place of business may become undesirable for self-respecting people to enter. On the other hand the storekeeper can and should exert such an influence as will tend to give his place a wholesome, respectable atmosphere. In many places this is one of the problems with which the storekeeper has to deal, and it requires study, tact and firmness to manage the matter properly.

A quiet evening succeeded the busy day, for both of which the storekeeper was duly thankful. The "Chronic Sitters" did not appear in full force until evening. On busy days there were too many interruptions for their stories, jokes and discussions. They were also discreet enough to perceive that their room was more helpful to trade than their company. While they thus showed a consideration for the rights of others, they themselves were sometimes subjected to quite impertinent interrogations. It was not an uncommon occurrence for some busy farmer to express his contempt for loafers, and the blunt question: "What, do you fellows sit here all the time?" together with tone and manner of expression, was not entirely agreeable to such sensitive natures.

There is no need of making enemies simply because we do not like the personal peculiarities of our neighbors. This was evidently the policy of hard-working Uncle Ben. With a pleasant smile which always made his presence welcome, he would glance about the room and enquire: "Well, boys, are you working hard to-day?" The plausible excuses which were promptly forthcoming showed that the "Sitters" were neither offended or disconcerted.

"Little Vet," who was usually the first to arrive, did not make his appearance until a full company had gathered.

"Late, as usual, and still in time for a reserved seat," was the pleasant greeting which was given him.

"Shall we now proceed to business?" enquired the Mayor.

"I object," exclaimed Chucky. "We can not proceed while we sit."

"Very well," said the Chairman. "Then let business proceed."

"I object," came from another member.

"Please state your objection," said the chair.

"Our constitution requires pleasure before business."

"Overruled. What is the further pleasure—mark the word—the further 'pleasure' of the meeting?"

"Instructions, please," says the worthy Secretary. "How shall I mark the word—in the ear, on the flank, with a leg band, or—"

"It would be a marked pleasure," said the Mayor, "if we could proceed without unnecessary interruptions."

"Well, of all things," exclaimed Little Vet and Dakota almost in unison, as an old comrade entered.

"Whatever has brought 'Battery Bill' so far from home in the evening?"

"Probably came to attend the meeting of the 'Chronic Sitters,'" spoke up the Insect.

"Something I never heard of before," said Battery Bill. "How often do you meet?"

"Only three times a day."

"No," replied the old artilleryman, "I don't get much time to sit down even at home."

"Say," says Little Vet, "you can't guess who I run across on Decoration Day. Well, it was Joe Jessup, alive and well. I remember just as plain as though it was yesterday hearing the bullet hit him."

"Heard the bullet hit him!" exclaimed one of the "Sitters;" "that is new to me."

"Yes, sir; it sounded just like striking a hollow pumpkin with a club. Kerplunk! Right in the stomach. Did not think that fellow would ever want to eat again."

"Why, look here," remarked the storekeeper, "we have the infantry, cavalry and artillery represented. Perhaps we may learn which was the most dangerous branch of service."

"Yes," said the Squire, who was also an old veteran, "you are highly honored. The invincible Twenty-Second Michigan Infantry—the Rock of Chickamauga—Custer's Cavalry Brigade and Loomis' Battery—these names will last so long as the history of our nation lasts. As for danger, Bill will speak for the artillery."

"It is just this way," says Battery Bill: "In a battle the artillery men are the especial target for sharpshooters. Kill the gunners and you silence the gun. Let a man stop one instant and he is a mark for the sharpshooters. No; we jumped about like squirrels, loading and firing; never give them a chance to get a good aim. Usually there was a company of infantry down on the ground behind us to support us. Sometimes one of them would saunter up near the gun to watch the fight, and the next thing we would know he was hit—killed or wounded. If one place in war is more dangerous than another it is the artilleryman's."

"Dakota thinks the infantry was plenty dangerous enough, especially at Chickamauga," says Little Vet.

"You bet your boots," responded Dakota, fiercely. "We give the Johnnies all our lead, and then—I hadn't ought to say it—and then we didn't run."

The rocklike face relaxed; a smile and a chuckle followed as he began to say:

"The cavalry was dangerous, too; a man without a horse—"

"Has to run afoot," concluded Little Vet. "Rub it in; I can stand it."

"No," says Dakota, "he has to stand off the enemy with his saber while the mounted ones make good their retreat. Oh, you needn't deny it. That's just what you were doing. The Sergeant told me all about it. Fall back, boys; fall back. What are you doing there, Hank? Catch on to a stirrup here! Quick! We've got

to get out of this lively! Don't that sound familiar?"

"I suppose the real thing is fighting Indians," interposed "Jim the Penman," who was a great reader of paper-covered literature. "No doubt you can tell us something about that, Dakota?"

"I didn't fight Injuns," was the indifferent reply.

"But you saw plenty of them out West."

"Oh, yes," replied Dakota. "The West is full of Injuns; full of cowboys; full of desperadoes with revolvers and bowie knives; full of train robbers, and I don't know what all."

"Full of gold mines with \$1,000 nuggets as plenty as cobble stones," suggested the Deacon.

"And you drove a two horse wagon all the way from the Black Hills and didn't bring any of your friends; any of those thousand dollar nuggets," remarked another.

"Young feller," says Dakota, addressing Jim, unmindful of any such good humored raillery, "there are in the whole wide West outside of Indian Territory probably as many Injuns as there are in the two States of New York and Michigan."

This statement created quite an interest among the hearers. Some expressed surprise, some began to argue for or against, but every one had to admit complete ignorance as to statistics.

"Well, boys," says Dakota, "I was only guessing. Some of you book fellows ought to look up the matter and post us."

Chucky immediately began to swell with importance and indignation. "Here we are supporting a postmaster and he fails to post us," he declared. "I move that we suspend him. All in favor say 'I.'"

Every voice answered "I."

"Opposed say 'No.'"

Again every one responded.

"Carried by a two-thirds vote," announced Chucky. "Two eyes to every nose. The postmaster will consider himself suspended."

"Not by your suspender," remarked that individual. "I appeal."

"Never mind about peeling your coats, boys," said the Squire. "I quash the whole proceeding."

"Peace is declared," shouted Chucky, shaking the postmaster's hand and laughing until the tears were like to fall. "You are forgiven and forgotten. Peace to your ashes."

"Oh, say, Dakota, were you out there at the time of the Custer massacre?" enquired Little Vet.

"Think I was down in Iowa then, but I saw old Sitting Bull after the soldiers got him. He was the wickedest looking critter I ever laid eyes on."

"Too bad about Custer," says Little Vet. "We almost idolized him."

"Yes, it was too bad," says Dakota, fiercely, "to let him be slaughtered with plenty of soldiers within hearing of his guns all day long, and no reinforcements sent him."

"Why didn't they send him help?"

"Why didn't they? Jealousy among the officers. They wanted to see 'the little cuss' get licked, they said. They



looked for him to come running back to camp chased by the Sioux. But he didn't run. Somebody besides Sitting Bull was to blame for nearly three hundred good men wiped out that day. Call it an old soldier's yarn—I've talked with the regulars who were right there and knew all about it. Well, I must drop in and see mother, and then for home," and Dakota lighted his pipe and started to see the mother of ninety years, who looked for daily visits from her gray haired sons, to her the same brave boys who went as volunteers to defend the Union. Worthy descendants of Revolutionary heroes! In their day and generation they were no less brave, no less loyal, no less patriotic.

We can never honor too highly the brave boys in blue; we can never fully comprehend what they did and suffered while we were safe and secure in our homes. The survivors are lessening every year. Few are now less than 60 years of age, and nearly all are too infirm to labor. Welcome to our fireside! You deserve a better seat than a dry goods box at the corner grocery; but if that pleases you come as often as you choose. It is but little we can do to show our appreciation, but we do that gladly.

While we muse the kaleidoscope changes.

"Well, Bill, how are the bees doing this summer?" says one.

"First rate."

"Bees!" exclaimed Chucky, springing to the middle of the room. "Bees on the boxes, bees in the air; bees in your whiskers, bees everywhere. Deliver me from the busy bee, seeking to improve each opportunity. No wonder Bill does not sit down even at home. I wouldn't either."

"Say," says the Deacon to the storekeeper, with a significant smile, "when will your new stock of bees arrive?"

"There it is again," says Chucky. "This is indeed a strange world. In war they shoot a man for standing up; in peace they fire him for sitting down. I always tremble when the storekeeper makes a move in my direction. It may be my turn next. And now you talk of importing sharpshooters to destroy our peace and quietness. It makes me nervous."

"You would make a brave soldier!" laughed the old beekeeper.

"Which is worse bullets or bees; which is the most dangerous, artillery, cavalry or infantry?"

"All of them," responded the Squire. "And the safest place is doing your work faithfully wherever duty calls you."

"The firing is getting too hot," says Chucky; "come, boys, I am going to seek a safer place."

"Me, too," says the Second Fidler.

"Wake up the Chairman and tell him the meeting is adjourned. Fall in; I will act as rear-guard," says Little Vet.

And the next scene in the kaleidoscope is the storekeeper preparing to close up for the night.

E. E. Whitney.

## Hardware Price Current

AMMUNITION.				
Caps.				
G. D., full count, per m.	40			
Hicks' Waterproof, per m.	50			
Musket, per m.	75			
Ely's Waterproof, per m.	60			
Cartridges.				
No. 22 short, per m.	2 50			
No. 22 long, per m.	3 00			
No. 32 short, per m.	5 00			
No. 32 long, per m.	5 75			
Primers.				
No. 2 U. M. C., boxes 250, per m.	1 60			
No. 2 Winchester, boxes 250, per m.	1 60			
Gun Wads.				
Black Edge, Nos. 11 & 12 U. M. C.	60			
Black Edge, Nos. 9 & 10, per m.	70			
Black Edge, No. 7, per m.	80			
Loaded Shells.				
New Rival—For Shotguns.				
No.	Drs. of Powder	oz. of Shot	Size Shot	Gauge
120	4	1 1/4	10	100
129	4	1 1/4	10	100
128	4	1 1/4	9	10
126	4	1 1/4	8	10
135	4 1/2	1 1/4	5	10
154	4 1/2	1 1/4	4	10
200	3	1 1/4	10	12
208	3	1	8	12
236	3 1/4	1 1/4	6	12
265	3 1/4	1 1/4	5	12
264	3 1/4	1 1/4	4	12
Discount, one-third and five per cent.				
Paper Shells—Not Loaded.				
No. 10, pasteboard boxes 100, per 100.	72			
No. 12, pasteboard boxes 100, per 100.	64			
Gunpowder				
Kegs, 25 lbs., per keg	4 90			
1/2 Kegs, 12 1/2 lbs., per 1/2 keg	2 90			
1/4 Kegs, 6 1/4 lbs., per 1/4 keg	1 60			
Shot				
In sacks containing 25 lbs.				
Drop, all sizes smaller than B.	1 85			
AUGURS AND BITS				
Snell's	60			
Jennings' genuine	25			
Jennings' imitation	50			
AXES				
First Quality, S. B. Bronze	6 50			
First Quality, D. B. Bronze	9 00			
First Quality, S. B. S. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
Common, 7/8 in. 5-16 in. 1/2 in. 3/4 in.	7 00			
BB, 3/4 in. 7/8 in. 1 in. 1 1/8 in.	8 00			
BBB, 1 in. 1 1/8 in. 1 1/4 in. 1 3/8 in.	9 00			
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.	75			
Corrugated, per doz.	1 25			
Adjustable	40 & 10			
EXPENSIVE BITS				
Clark's small, \$18; large, \$26	40			
Ives' 1, \$18; 2, \$24; 3, \$30	25			
FILES—NEW LIST				
New American	70 & 10			
Nicholson's	70			
Heller's Horse Rasps	70			
GALVANIZED IRON.				
Nos. 16 to 20; 22 and 24; 25 and 26; 27, 28	12			
List	13			
Discount, 70.	14			
GAUGES.				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/4			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3.	dis. 60 & 10			
HOLLOW WARE.				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
HORSE NAILS.				
Au Sable.	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

## IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	8 1/2
MISCELLANEOUS	
Bird Cages	40
Pumps, Cistern.	75 & 10
Screws, New List	85
Castors, Bed and Plate	50 & 10 & 10
Dampers, American.	50
MOLASSES GATES	
Stebbins' Pattern	60 & 10
Enterprise, self-measuring.	30
PANS	
Fry. Acme	60 & 10 & 10
Common, polished	70 & 10
PATENT PLANISHED IRON	
"A" Wood's pat. plan'd. No. 24-27.	10 80
"B" Wood's pat. plan'd. No. 25-27.	9 80
Broken packages 1/2 c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 25
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	35
Casing 6 advance	45
Finish 10 advance	25
Finish 8 advance	35
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
14x20 IC, Charcoal, Allaway Grade	7 50
14x20 IX, Charcoal, Allaway Grade	9 00
20x28 IC, Charcoal, Allaway Grade	15 00
20x28 IX, Charcoal, Allaway Grade	18 00
ROPES	
Sisal, 1/2 inch and larger	9 1/2
SAND PAPER	
List acct. 19, '86	dis. 50
SASH WEIGHTS	
Solid Eyes, per ton	28 00
SHEET IRON	
Nos. 10 to 14	3 60
Nos. 15 to 17	3 70
Nos. 18 to 21	3 90
Nos. 22 to 24	4 10
Nos. 25 to 26	4 20
No. 27	4 30
All sheets No. 18 and lighter, over 30 inches wide, not less than 2-10 extra.	
SHOVELS AND SPADES	
First Grade, Doz	5 50
Second Grade, Doz	5 00
SOLDER	
1/4 @ 1/2	21
The prices of the many other qualities of solder in the market indicated by private brands vary according to composition.	
SQUARES	
Steel and Iron	60-10-5
TIN—MELYN GRADE	
10x14 IC, Charcoal	10 50
14x20 IC, charcoal	10 50
10x14 IX, Charcoal	12 00
Each additional X on this grade, \$1 25	
TIN—ALLAWAY GRADE	
10x14 IC, Charcoal	9 00
14x20 IC, Charcoal	9 00
10x14 IX, Charcoal	10 50
14x20 IX, Charcoal	10 50
Each additional X on this grade, \$1 50	
BOILER SIZE TIN PLATE	
14x56 IX., for Nos. 8 & 9 boilers, per lb	13
TRAPS	
Steel, Game	75
Oneida Community, Newhouse's	40 & 10
Oneida Com'y, Hawley & Norton's	65
Mouse, choker, per doz. holes	1 25
Mouse, delusion, per doz	1 25
WIRE	
Bright Market	60
Annealed Market	60
Coppered Market	50 & 10
Tinned Market	50 & 10
Coppered Spring Steel	40
Barbed Fence, Galvanized	2 75
Barbed Fence, Painted	2 45
WIRE GOODS	
Bright	80-10
Screw Eyes	80-10
Hooks	80-10
Gate Hooks and Eyes	80-10
WRENCHES	
Baxter's Adjustable, Nicked	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 1/4
8 gal. each	52
10 gal. each	55
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.	6

Stewpans

1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 14

Jugs

1/2 gal. per doz.	56
3/4 gal. per doz.	42
1 to 5 gal., per gal.	7

SEALING WAX

5 lbs. in package, per lb.	2
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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 5 25
Quarts	5 50
1/2 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	3 30
No. 1, Crimp top	4 00
No. 2, Crimp top	5 00

Pearl Top in Cartons

No. 1, wrapped and labeled	4 60
No. 2, wrapped and labeled	5 30

Rochester in Cartons

No. 2 Fine Flint, 10 in. (85c doz.)	4 60
No. 2 Fine Flint, 12 in. (\$1.35 doz.)	7 50
No. 2 Lead Flint, 10 in. (95c doz.)	5 50
No. 2 Lead Flint, 12 in. (\$1.65 doz.)	8 75

Electric in Cartons

No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50

LaBastie

No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90

OIL CANS

1 gal. tin cans with spout, per doz.	1 24
1 gal. galv. iron with spout, per doz.	1 40
2 gal. galv. iron with spout, per doz.	2 25
3 gal. galv. iron with spout, per doz.	3 25
5 gal. galv. iron with spout, per doz.	4 10
3 gal. galv. iron with faucet, per doz.	3 85
5 gal. galv. iron with faucet, per doz	4 50
5 gal. Tilting cans	7 00
5 gal. galv. iron Nacefas	9 00

LANTERNS

No. 0 Tubular, side lift	4 50
No. 2 B Tubular	6 75
No. 15 Tubular, dash	6 75
No. 2 Cold Blast Lantern	7 75
No. 12 Tubular, side lamp	12 00
No. 3 Street lamp, each	3 50

LANTERN GLOBES

No. 0 Tub. cases 1 doz. each, bx. 10c	50
No. 0 Tub. cases 2 doz. each, bx. 15c	50
No. 0 Tub., bbls. 5 doz. each, per bbl.	1 90
No. 0 Tub., Bull's eye, cases 1 dz. e. 1	25

BEST WHITE COTTON WICKS

Roll contains 32 yards in one piece.

No. 0 3/8 in. wide, per gross or roll.	28
No. 1 1/2 in. wide, per gross or roll.	38
No. 2 1 in. wide, per gross or roll.	60
No. 3 1 1/2 in. wide, per gross or roll.	90

COUPON BOOKS

50 books, any denomination	1 50
100 books, any denomination	2 50
500 books, any denomination	11 50
1000 books, any denomination	20 00

Above quotations are for either Tradesman, Superior, Economic or Universal grades. Where 1,000 books are ordered at a time customers receive specially printed cover without extra charge.

COUPON PASS BOOKS

Can be made to represent any denomination from \$10 down.

50 books	1 50
100 books	2 50
500 books	11 50
1000 books	20 00

CREDIT CHECKS

500, any one denomination	2 00
1000, any one denomination	3 00
2000, any one denomination	6 00
Steel punch	7 00





### Observations of a Gotham Egg Man.

Owing to the continued large excess of receipts reported at Chicago and Boston, the aggregate excess compared with that of this year was increased during the week ending July 21, although New York and Philadelphia appear to have received somewhat less stock during that week than a year ago. In this market we have not yet reached a point where any reduction of storage accumulations can be reported; but reports from some of the leading storage houses indicate that there is now no material increase in the accumulations. And as stock has been clearing very closely from first hands during the past two weeks we must conclude that the trade output is considerably better than it was a year ago. It now looks as if the height of storage accumulations is about at hand, and that the total reports the first of August will again show a considerably smaller quantity than was held at even date a year ago.

A word about the official quotations for eggs as issued by the New York Mercantile Exchange may serve to give a better understanding of the matter. It has been the object of the Egg Committee, in formulating rules governing the grading of eggs, to vary the requirements from season to season so that the classification of "firsts" should cover a reasonably uniform proportion of the eggs arriving. In order to do this various requirements as to the proportion of fine eggs and the maximum amount of loss were specified, to be chosen from time to time by the Committee according to the general quality of stock obtainable. It has been found, however, that even when the requirements for "firsts" are reduced to the lowest point provided for by the rules, there is very little stock among the mid-summer receipts that will pass the technical inspection; and it is also found that even of the closely graded and assorted eggs from best sections very few will pass a technical inspection as extra firsts.

Under these circumstances it happens that buyers will sometimes make higher bids, under the call on 'Change, for eggs that will pass technical inspection as firsts and extra firsts than can be obtained on the open market for the qualities which, relatively, should belong in those grades. And the Quotation Committee has, with much reason, ignored such bids when making quotations, because if bids for technical gradings were followed in making quotations at this time the grades would cover a very much smaller and more exceptional part of the supply than usual. And although the eggs selling at the quotations for firsts and extra firsts would not, perhaps, pass a technical inspection as such, the fact remains that the quotations as given

have very fairly covered the value of practically all the Western eggs arriving. The present quotation of 19c for "extra firsts" represents the value of only occasional lots of exceptionally fine quality—just such as were intended to be covered by this grade; and the quotation of 17½@18c for "firsts" represents the value of the better grades of regular packed stock—which were also intended to be covered by that grading. So it may be said that values are fairly represented by the quotations given, even although, by reason of the summer deterioration of quality, the eggs selling at prices quoted for these grades may not be passable under a technical inspection in the classes specified.

It is however open to discussion whether the requirements for grade from season to season should not be left entirely to the Egg Committee, so that the object of the rules could be more fully carried out, and the requirements made, from time to time, to fit the general character of the eggs arriving.—N. Y. Produce Review.

### Too Much Legislation on Skim Cheese.

Skim cheese is a valuable contribution to the food list of people with limited means, provided it is sold honestly and at a fair advance.

In this hard cheese class a real skim cheese can not be palmed off as whole milk cheese and it is the one-quarter and the half skims only that may be so sold to the more or less ignorant buyers. Furthermore, as regards the cheddar branch in this class including as it does the bulk of our American cheese, cheddars, flats, Young Americas, daisies, long-horns, etc.) we have in some states laws that should aid in compelling the honest sale of skim cheese, although these laws might well be improved on.

But when we come to the foreign styles such as Edam, Gouda, etc., and especially the soft cheese, such as brick, Limburger, Neufchatel, and even the so-called cream cheese, then the honest makers of whole milk or whole milk and cream cheese have to meet the most outrageous competition of cheese sold under the same name made from all kinds of skim milk.

Take Neufchatel especially, it would be interesting to know how much "cottage" cheese is put up as such.

In many states there seems to be a tendency to let all these cheese alone and permit the skimmed ones to be sold as "cheese," but in England the courts have decided that they must not be sold as cheese, but be branded skim milk cheese, and in Wisconsin the Dairy Commission has declared a Neufchatel made from partial skimmed milk "illegal."

What is going to be done about it? There are always two sides to any question and it is argued that if one maker can make as apparently good cheese from 2½ or 3 per cent. milk as another from 4 or 4½ per cent. he should be allowed to do so, and it should be left to the consumers to decide which of the two they pre-

## 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

## 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.



fer. If, by an increased amount of moisture, they may be led to believe that a cheese is made from the whole milk, some claim it is all right to sell water as cheese fat. They have their choice.

Common honesty takes another view, and says that this selling of water instead of cheese fat is as great a fraud as selling extract of tonka beans for that of vanilla and should be prevented by law.

Now if this is the case with one kind of cheese why not with all? Why should not a minimum percentage of fat and total solids be decided on for all kinds of cheese and all those falling below that standard be labeled skim cheese in the same size letters as the designating name? It seems no good reason can be brought against it by those who believe in public minimum or maximum standards of any food.

Yet we confess to being partly at sea in the matter because having established the standard for whole milk cheese (so commonly misnamed full cream) we have all the other grades to be branded skim cheese be they made from the veriest separator skim milk or from that containing .5, 1 and 2 per cent., and so on up to the milk that will make a whole milk cheese. Is it fair to let all these be sold under one designation? Or should we have three-quarter, one-half and one-quarter skim, as well as skim, as we believe they have in some of the German states? Finally should we allow any and all "cheese" to be sold as such with the obligation of branding a guaranteed percentage of fat and total solids?

All these questions may be well to consider, although we confess to a belief that we may indeed get too much legislation.—N. Y. Produce Review.

#### Reports of Summery Flavors Well Founded.

It is a little early in the season to hear quite so much complaint about the faulty quality of the butter, but so far as my investigations go the reports of defective, summery flavors are well founded. The recent hot weather in the West told severely on the product, especially in sections where the cream had to be shipped long distances.

I was talking over this matter with Mr. Kieffer on Monday afternoon and he said that his house had a bad week with qualities last week, and that indications are not much better. "It happens that there is a load or two more of hay to bring in and the milking of the cows is left to the last thing. Then in order to keep the flies out the cover is put on the can before the animal heat has passed off. Sometimes it remains that way

all night and the next morning it has a smothered flavor. The butter shows the same mean flavor. I can pick it out every time. There is also a great percentage of strong butter; that is the kind that we are holding for about 19c and which buyers are trying to get at 18@18½c. This comes from a mixture of hand separator cream and whole milk, where the fellow has not taken proper care of it. What the trade is looking for is clean, sweet butter showing the snappy lactic acid flavor, and such lots are now relatively scarce."

"One of our well-known Iowa creameries is trying an interesting experiment," said a receiver. "Not long ago the hand separator faction got on the Board of Directors, and they are now trying to enforce a rule that the hand separator cream receive 1@1½c per pound more than that which is separated at the factory, because of the saving of power, etc., in the separation. A resolution was passed recently authorizing the patrons to bring their cream and milk as usual, and a test as to results would be carefully made. Thirty tubs of butter were made, about equally divided between all hand separator cream, mixed, and whole milk, and the shipment came here with instructions to have the lot scored. It was very easy for us to pick out the different tubs, and with the intention of giving the creamery the full benefit of the experiment we scored the gathered cream, or hand separator cream butter, 86 points; the mixed cream 92½ points, and that from all whole milk 95 points. You will see that there was a difference of 9 points in the quality, and the difference in the selling price between the poorest and best was 3c a pound."

I am inclined to think that this would not hold good in every case, as we are getting some hand separator creameries that score higher and are better in flavor than the eleven tubs in this lot. But these experiments are valuable as they will furnish ample material for the manager or buttermaker to use with the patrons. The man who milks the cows, separates and cares for the cream is very largely responsible for the quality of butter made at the creamery.

It is interesting in these days of warm discussion regarding market quotations for butter to get some of the shippers' views. Not long ago one of the well known Iowa shippers wrote as follows:

"I wish you people would get your heads together and cut out the premium proposition entirely. I think it would be better for the trade in general, and then quote the market at actual values."

The present system is becoming intolerable, and it would seem as if a change of some sort must be made at no distant day.—N. Y. Produce Review.

#### Tribute To the Hen.

When the appropriation for the Department of Agriculture was under consideration in the House, Congressman Dawson, of Iowa, paid the following tribute to the American hen: "Poets may sing of the glory of the eagle and artists may paint the beauties of the birds of plumage, but the modest American hen is entitled to a tribute for her industry, her usefulness and her productivity. The American hen can produce wealth equal to the capital stock of all the banks of the New York Clearing House in three months and have a week to spare. In less than sixty days she can equal the total production of all the gold mines of the United States. The United States proudly boasts of its enormous production of pig iron, by far the greatest of any country in the world, and yet the American hen produces as much in six months as all the iron mines of the country produce in a year. In one year and ten months she could pay off the interest bearing debt of the United States." (Applause.)

Before this speech was made Secretary Wilson had said in his annual report to Congress: "The farmer's hen is becoming a worthy companion to his cow. The annual production of eggs is now a score of billions, and, after supplying the needs of fac-

tories, tanneries, bakeries and other trades, they are becoming a substitute for high priced meats, besides entering more generally into the everyday food of the people. Poultry products have now climbed to a place of more than half a billion dollars in value; and so the farmer's hen competes with wheat for precedence."

#### Moving Advertisement.

A shoe retailer in Oklahoma wanted to inform the public that the location of his store had been changed, so he inserted this notice in the local paper: "My shoe store has been moved from where it was to where it is now." Wonder who knows his address?

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

**H. ELMER NOSELEY & 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 Canning 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

## QUALITY IS REMEMBERED

Long After Price is Forgotten

We Have Both

**Volk Stamp and Stencil Co.**

W. J. VOLK. J. P. SOLOMAN.

62-64-66 GRISWOLD ST., DETROIT, MICH.

A trial order for anything in our line will convince you.

MILLERS AND SHIPPERS OF

Established 1883

**WYKES-SCHROEDER CO.**

**FEEDS**

**GRAND RAPIDS, MICH.**

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

Write for Prices and Samples





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.

### Why Some Traveling Salesmen Fail.

A great many traveling salesmen now at rest and waiting for the fall campaign to open and to offer them a new try on success will have ample opportunity to ponder the question why so many of their number fail.

The ranks constantly show new recruits taking the places of those who have dropped by the wayside, and a fair per cent. of those remaining— notwithstanding that with few exceptions they are accounted as clever salesmen—do so at a reduced salary. It is a common comment among drummers, "Why, I'm surprised they let Blank go; thought he was such a good salesman." Yet they "go," and keep on "going," and often no one, not even the affected one himself, is any the wiser as to the reason for the going. But to the man with the open eyes it is plain. He notes that the average traveling salesman does not consider his traveling in the light of an all business affair. To be sure, your traveler appreciates he is going out for business, to take orders and sell goods, and he zealously guards his business battery until the actual arrival at the point of battle, but in the going—and coming—nothing of the business man is in evidence with him. He is nothing more nor less than the free and easy traveling man. Which would be well and good could he hold himself to travel in his class. But that is where the trouble begins.

The great body of commercial travelers are whole souled, brotherly beings of whom none considers himself any better than his fellow, but every fellow thinks he is as good as the other.

All traveling men are by no means on an equal plane and should not consider themselves as such. The class B or C salesman can not hope to travel on a par with the class A salesman and come out even in the end. He may be fully as good a salesman, so far as salesmanship goes, as the latter, but the volume of business he turns, and incidentally the salary he receives, if he be working on a salary, is not the same. The class A salesman may receive three times the salary the class B man receives and a correspondingly greater expense allowance.

On the road all drummers are but too willing to consider themselves as good as the next. It seems to be an inborn trait with them, a characteristic which undoubtedly is of value to them in the selling of goods, but a losing proposition in every other respect. The self-conceit that makes him think he can land a customer as

readily as the next man also will prompt him to enter the diner and order an extra good repast simply because he caught the cue from a bunch of other drummers.

If he is traveling in class A and can afford it, well and good (and it may be mentioned here that even the class A traveler, on the other hand and again), but woe to his future peace of mind if he can not.

Of course a lower berth in the sleeper is nicer than a fitful doze in the chair car, and a two for a quarter cigar finer than a nickel straight.

On the one hand, you have the class A traveler, on the other hand you have your pocketbook. Size them both up carefully and take your choice. If your expenses get heavier your house will first increase your allowance and cut your salary—if they get too heavy, they will cut you.

I know a young man who traveled for a hats and caps house. He was getting a salary of \$100 and an expense allowance of the same amount. He hustled like a good one the first few trips; kept within his expenses and laid by part of his salary; but by that time he was a full fledged traveling salesman and had made the acquaintance of several who were in the higher class. One was a drummer for a drug house with a salary of \$350 and a \$150 expense allowance. He traveled as befitted his class—which his long experience on the road enabled him to do with little cutting into his salary. He smoked 15 centers because he was selling the hotel that same cigar.

Another of his acquaintances was a wholesale groceries salesman. He was receiving \$150 salary and the same as monthly expense allowance. He never failed to fill up his pockets with about a dozen 10 cent cigars of a certain brand before starting out on a drive. But, as it happened he, too, was interested in cigars—in this particular brand—and never failed to cap up his own goods, whenever possible to do so, by such as the above or similar example.

But my young hats and caps friend did not know this. What was a form of advertising with the former seemed the habit of the road to the latter, and he followed it, first mildly, but with each successive trip with less and less restraint.

He saw them all at it in one form or another—the whisky man blowing in bill after bill across the bar, the grain buyer putting nickel upon nickel into the music box, the clothing, shoes, and cigar man playing to a box at the show, the harness man and stock buyer blowing themselves for a rig on the Sunday afternoon—and so he went the gait. At first the house was indulgent to his pleas for more money, but after awhile they got tired of giving a \$50 or \$60 extra monthly allowance—especially where the sales did not increase—and fired him.

C. D. Romero.

Do you light your store so that people will remember it as the brightest store in town, or do you use just what light is really necessary and save all you can on the cost?—Printers' Ink.

### About a Clerk Who Has Won Independence.

Written for the Tradesman.

"No, I can't say that I like clerking," said a girl who has to earn her own living.

"It is a case of dire necessity with me, not choice," she continued.

"Maybe you don't know it, but I have been married, and divorced. Yes, I am what you call a 'divorcee,'" and she laughed a bitter little laugh.

"I don't like the name, and I wouldn't be in the situation I am to-day if I could help myself. But circumstances drove me to the step I took—the step that led me in one direction and forced my husband in another. I am not sorry, now, that I took it, although at the time of my separation it seemed as if my heart would break. But hearts are made of pretty tough fiber, after all, and will stand an almost unlimited amount of rough usage. Sometimes, however, one or the other of a couple is so cruel in a thousand and one ways in which only those who have promised to love and cherish for aye can torture each other. At first, when I found that I was yoked for life to such an one, the thought of divorce never entered my head. I simply settled down to a dog's life of existence, thinking that, as I had taken on certain vows, I must abide by them. I stood every abuse meekly, it seeming wicked in me to do otherwise.

"But by and by the conviction drove itself in my mind that my destiny pointed to a better life than the one I was leading—that I was never put in this world to be trampled on as had seemed my lot for so long. So I began to cast about regarding what I could do to earn my living in case worst came to worst between us two.

"There was an old man I had known from my childhood up, and through him I was put in the way of clerking.

"My husband stormed around when he found I had gone to work. I took the precaution to begin behind the counter while he was away on one of his trips. I wanted first to see if I could fit myself into such a position. I wanted to be very sure that I could earn a livelihood before making the fatal move.

"I found I was capable of getting \$8 a week, with the promise of \$10 at the end of a month, \$12 after six months and \$15 in due course of time.

"I considered myself extremely lucky at the demonstration that I could support myself. Before the endeavor I was distracted with the idea that I might not find anything to do, or, having found work, that I might not be competent to do it.

"But all went well. I think I must have been born under a lucky star, after all, for now I am independent of every one. I dress as well as my income will allow—some would say better. I buy good quality in everything I put on, take the best of care of my clothes and so seem better clad than I really am. I don't wear my nice things in bad weather, as many working girls do, and so they last longer than if I were careless of them. I get my board very reasona-

ble, in a private family, where I have earth. I am free as the filziffil, all the comforts of home. I manage withal to save from four to six dollars a week, which lies snugly in the bank against the proverbial rainy day.

"But, best of all, I am free of the tyrant who made a hell for me on earth. I am free as the birds in the treetop and am a thousand times happier than when tied to a brute five years ago."

N. Niccoli.

### How He Must Have Felt.

An eminent legal gentleman recently told this story of a young man in Fairhaven, Mass., who sailed as a mate of a whaler. When he returned from a long voyage he wished to celebrate, and asked the first friend he met to join him. During his absence there had been a temperance revival, and everybody had taken the pledge. Therefore, this friend refused to join on the ground that he did not drink. The sailor got the same reply from all his friends in succession. Then, in desperation, he went to the headquarters of the temperance society and took the pledge. Soon after the captain fell sick, and the mate was ordered to take the command and sail. The next morning he served out the grog to the crew but, in spite of an importunate appetite, he restrained himself and did not drink, either then or at any other time during the two years of the voyage. As soon as he came ashore he started for the nearest saloon and bought a quart of rum. This he carried to the secretary of the temperance society, and, slamming it down on the table before him, he demanded that he should take his name from the list of members. The secretary said, "I can not do that." "Well, why not?" "Because you are not a member. You were black-balled."—Christian Register.

After it is all over a man wonders why he was worried.

### Traveling Men Say!

After Stopping at  
**Hermitage** European Hotel

in Grand Rapids, Mich.

that it beats them all for elegantly furnished rooms at the rate of 50c, 75c, and \$1.00 per day. Fine cafe in connection. A cozy office on ground floor open all night. Try it the next time you are there.

**J. MORAN, Mgr.**

All Cars Pass Cor.

E. Bridge and Canal

### Livingston Hotel

Grand Rapids, Mich.

In the heart of the city, within a few minutes' walk of all the leading stores, accessible to all car lines. Rooms with bath, \$3.00 to \$4.00 per day, American plan. Rooms with running water, \$2.50 per day. Our table is unsurpassed—the best service. When in Grand Rapids stop at the Livingston.

**ERNEST McLEAN, Manager**



## EIGHTEENTH ANNUAL

(Continued from page six.)

Death Fund Disbursements.  
Transfer to General Fund.....\$ 1,369.24  
22 Death Claim ..... 11,000.00

Total .....\$12,369.24  
Balance on hand .....\$ 948.35  
Employment and Relief Fund.  
Receipts.

Aug. 28, '05, Balance on hand.....\$120.40  
July 18, '06, Received from Sec'y... 338.02  
July 27, '06, Total Receipts.....\$458.42  
Disbursements.

Sept. 4-11, '05, Two weekly allowance  
Watson account .....\$14.60  
June 2-July 27, Twelve weekly al-  
lowance W. A. Van Alstine..... 60.00  
June 2-July 27, '06, No. 3 Assess. al-  
lowance W. A. Van Alstine..... 2.00

Total Disbursements .....\$76.00  
Balance on hand .....\$382.42  
Entertainment Fund.  
Receipts.

Aug. 28, '05, Balance on hand.....\$ 6.00  
Received from Secretary .....235.00

Total Receipts .....\$241.00  
Disbursements.

Aug. 28, '05, Check, Jas. Cook  
Jackson .....\$ 6.00  
July 13, '06, Check to J. C. Whitliff  
W. H. .... 220.00

Total Disbursements .....\$226.00  
Balance on hand .....\$15.00  
Total Receipts for all Funds.

Aug. 28, '05, to July 27, '06.....\$17,206.64  
Total Disbursements.  
Aug. 28, '05, to July 27, '06..... 15,600.09

Balance on hand .....\$ 1,606.55  
Under the order of reports from the  
Vice-Presidents, Wm. Morash, of the  
Seventh District, reported as follows:

I do not know that I have anything  
particular to report, except that we have  
worked hard to try and get Posts to-  
gether and take in new members, which  
we have done, and we expect to keep on  
getting as many new members as we  
possibly can. This is about all I have to  
say.

W. D. Barnard, of the Ninth District,  
reported as follows:

I have been interested to hear reports  
from the Posts in different parts of the  
State and, unless there is a Post at  
Muskegon, I do not think we have a Post  
in our District. I realize that the Posts  
are a great help to the Vice-Presidents  
of the Districts, and I am very sorry that  
we have no Post in our district, unless, as  
I said before, there is one at Muskegon. In  
Manistee I think we have about fifteen  
traveling men, while Ludington has four.  
Of course, this is quite near Grand Rapids.  
I wish to ask the assistance of the mem-  
bers in general, so long as I have no  
Post to assist me. I would like to have  
the assistance of the members who travel  
up in that part of the State in the es-  
tablishing of a Post of our organization.  
There seems to be a feeling of apathy  
in that part of the State in regard to  
the Knights of the Grip. A great many  
of the boys I have talked with say, "Why  
there is no inducement to join your or-  
ganization. You only have a very small  
social feature." It seems to me that the  
boys should try to help us in that part  
of the State. Every man who belongs to  
the Knights of the Grip should talk about  
it. If the proper efforts were brought  
about I think a Post could be organized  
in our part of the State. What we need  
is more enthusiasm in the Northern part  
of the State. I am very glad to be here.  
It is quite a ways to come. I am go-  
ing to do all I can and ask the as-  
sistance of the members to help us get  
a Post in our part of the State.

It was moved and supported that this  
report be adopted and further that a  
Committee of Vice-Presidents be appoint-  
ed to confer with Mr. Barnard in re-  
gard to the organizations of Posts at  
Manistee and Ludington. Carried.

President: I would suggest to Brother  
Barnard that he go back and tell these  
same gentlemen that we have gained one  
hundred and thirty in the last six months.  
Wm. G. Tappert, of the Twelfth Dis-  
trict, reported as follows:

It will not take you long to hear this  
report, as it is unexpected. I began to  
think of it after I got in the hal, but for  
the benefit of those who are not aware  
of our present condition up in our Dis-  
trict, I would like to say that we are  
in good shape. We hope next year to  
double our membership.

Moved and supported that the report be  
adopted and that Brother Tappert be re-  
quested to organize a Post at the Soo.  
Carried.

The report of the Railroad Committee  
was as follows:

Your Railroad Committee has no report  
prepared. In fact, there has been very  
little business referred to it this year.  
As has been stated by the President, the  
Pere Marquette took off several of its  
trains. About that time I was obliged to  
go North on a trip and I asked Brother  
Waldron, the next member of the Com-  
mittee, to take up that matter, as he  
was at that time working along that  
line with the Board of Trade at Sagin-  
aw. He not being like us, not travel-  
ing, but sitting in his office all day, it  
was only a short time before that train  
was put on again. Your Committee have  
had the matter of reporting the arrival  
of trains called to their attention and  
have been looking after it very diligently.  
There was one communication referred  
to your Committee in regard to the Mich-  
igan mileage book. This member wanted

the members of the organization to stand  
back of him in his suit against the  
Michigan Central Railway for not pulling  
his mileage through to Chicago. Of  
course, under the existing circumstances,  
being that he crossed the State line, he  
had to put up the cash or walk. While  
your Committee did not think that this  
association wanted to stand back of a  
suit of that kind and did not offer any  
encouragement, I, as one of the members  
of your Committee, think if that could  
be brought about, it would be a great  
improvement to the book. Of course,  
there are many of us who in traveling  
to different parts of that State have to  
go through other states and if something  
could be brought about to persuade the  
railroad companies to pull mileage from  
other roads running through other states,  
I think then we would have a book pret-  
ty near perfect.

Moved and supported that the report  
of the Railroad Committee be adopted.  
Carried.

John J. Machon: As a member of the  
Railroad Committee I wish to present  
the following supplementary report:

John R. Wood, the originator and long  
time publisher of Woods' Railroad Guide,  
is no longer connected with that periodi-  
cal. The railroads have withdrawn their  
endorsement of the Guide in its present  
imperfect condition on account of the  
many errors and omissions due to the  
present management. They do not recog-  
nize it in any way, nor will they furnish  
it with any information, not wishing to  
be held responsible. The endorsement of  
the Michigan Knights of the Grip was  
given to Mr. Wood some years ago, who  
is now a member of the order. This was  
given on account of the efficiency, he be-  
ing fully competent to publish a correct  
railway guide by getting information di-  
rect from the different railroads and giv-  
ing it correctly and promptly to the  
traveling public; and it is the sense of  
this convention, just in Port Huron that  
the Michigan Knights of the Grip with-  
draw their endorsement of the Railway  
Guide in its present form and that such  
notification be sent to the present pub-  
lishers by the Secretary.

Moved and supported that the report  
read by Mr. Machon be referred to the  
Railroad Committee, with instructions to  
report to-morrow. Carried.

The Committee on Legislation reported  
as follows:

Your Chairman of the Legislative Com-  
mittee has nothing to report because we  
have had no Legislature in session and  
I am glad to report that there have been  
no complaints, at least none have been  
brought before me. I am in hopes, how-  
ever, that some will be brought before  
it next year, notably the Bailee law.

The report was accepted.  
The Bus and Baggage Committee re-  
ported as follows:

I do not know as I have any report to  
make, as everything seems to be all  
right at present. There are a few com-  
plaints once in a while, but nothing to  
amount to anything. There are a few  
people who are a little bit slack about  
delivering baggage, but I guess they always  
will be.

Moved and supported that the report  
be accepted. Carried.

Mr. Waldron: As has been presented  
to this meeting by the President of the  
Board of Trade, and also in a letter writ-  
ten to Mr. Brown by the chairman of  
the Board of Trade, extending to the  
Knights of the Grip an invitation to hold  
their next meeting at Saginaw, I suggest  
that Saginaw be designated as the next  
place of meeting. They say in these let-  
ters—and they mean it—that Saginaw  
will entertain us to the very best of  
their ability. As this year marks the  
fiftieth anniversary of the city of Sagin-  
aw, they ask the Michigan Knights of  
the Grip and other cities to join in send-  
ing the next annual convention to Sagin-  
aw. We assure you we will do all in  
our power to make the convention a suc-  
cess.

Mr. Brown: This matter was first  
brought up by receiving a letter from Mr.  
Brown, chairman of the Board of Trade,  
asking that we do what we could to get  
the next convention to meet at Saginaw.  
I also received a letter from W. S. Lin-  
ton, the same letter as was received by  
Mr. Day, our Secretary. We want you  
to come up to Saginaw. We took the  
matter up to-day at the hotel and it was  
discussed by the members here and they  
were unanimous to go to Saginaw. We  
will try and do the same as Port Huron  
has done for us to-day.

It was moved and supported that the  
Board of Directors be instructed to vote  
for Saginaw as the place for holding the  
next convention.

An adjournment was then taken until  
8:30 Saturday morning.

## Saturday Morning Session.

President: We will open our meeting  
under the head of resolutions. The fol-  
lowing resolution was then offered:

Resolved—That the Michigan Knights  
of the Grip, in convention assembled,  
condemn the Bailee law passed at the  
last session of our Legislature, asking for  
its repeal and asking our Legislative  
Committee to do all in their power to  
bring this about.

Moved and supported that this resolu-  
tion be adopted. Carried.

Mr. Hanlon: I would like to say a word  
on this subject. Now it is something  
that every member of the Michigan  
Knights of the Grip should look into  
very carefully. It is a resolution that  
we ought to have amended. We should  
have a copy and look into it very care-  
fully. It is something that every member

of this order wants to be very careful  
about and we should do all we can to  
have this law repealed by the Legisla-  
ture.

The Committee on Rules and Order of  
Business reported as follows:

Your Committee on Rules and Order of  
Business beg to recommend that the regu-  
lar order of business be followed and that  
the officers be elected in the following or-  
der:

Board of Directors.  
President.  
Secretary.  
Treasurer.

Moved and supported that the report  
of the Committee be adopted. Carried.

The Committee on President's Address  
reported as follows:

Your Committee on President's Address  
would respectfully refer as much of it  
as refers to the amendments to the con-  
stitution to the Committee on amend-  
ments. We would recommend that the  
remainder of the address be accepted and  
adopted. The report of the Vice-Presi-  
dent from the Second District we heartily  
concur in. The proposition he makes to  
secure new members—that is, to divide  
the Post and the side securing the least  
members to pay for the supper—has been  
tried by some of our Posts with success.  
The only objection, if any, is that some  
of the members in their eagerness to get  
new members are not always as care-  
ful as they should be to get good eligible  
members. As the value of any structure  
depends largely upon the value of its ma-  
terial, so the life and the strength of  
our Association depends upon the strength  
and quality of its members.

Moved and supported that the report  
of the Committee on President's Address  
be accepted. Carried.

The report of the Committee on Amend-  
ments was adopted.

Moved and supported that the vote tak-  
en on the report of the Committee on  
Amendments be re-considered.

After some discussion it was decided  
not to re-consider report.

The Committee on Credentials recom-  
mended that all who have paid dues to  
date and assessment No. 2 be allowed a  
seat in the convention.

Moved and supported that the report  
be adopted. Carried.

The Committee on Vice-Presidents  
recommended the election of the follow-  
ing:

1st. District—M. G. Howran, Detroit.  
2nd. District—T. J. Hanlon, Jackson.  
3rd. District—John Hoffman, Kalamazoo.  
4th. District—James H. Farnum, Cas-  
sopolis.  
5th. District—Geo. F. Owen, Grand  
Rapids.  
6th. District—C. J. Lewis, Flint.  
7th. District—Frank Minnie, Port Huron.

8th. District—Gordon Grand, Saginaw.  
9th. District—W. D. Barnard, Manistee.  
10th. District—F. L. Van Tyle, Bay City.  
11th. District—A. W. Peck, Traverse  
City.  
12th. District—W. G. Tappert, Soo.

Moved and supported that the report be  
adopted. Carried.

Afternoon Session.

Brothers Birch, Machon and McCauley  
were appointed tellers.

President: We are to elect three Di-  
rectors to-day on the Board of Directors,  
one to succeed Brother Hurd, of Flint,  
one to succeed Brother Stone, of Kalamazoo  
and one to succeed Brother Empey,  
of Bay City.

Moved and supported that the conven-  
tion suspend the rules and that the tel-  
lers be instructed to cast the entire vote  
of the convention for Mr. Empey. Car-  
ried.

Mr. Empey was declared elected to  
succeed himself.

Mr. Hammell: I want to say that  
Post A, of Lansing, is always very  
modest. We never want very much. We  
have a pretty good Post over there and  
we feel that it is a pretty good thing to  
have that part of the State represented  
on the Board of Directors, and, of  
course, the term of the President, will  
expire Jan. 1, at the time this Board  
takes its seat. Now, we are not making  
claims for this. We have always had  
our share of the officers, but we have got  
a good man over there. He is a man  
who is well qualified and one of the  
charter members of this organization. He  
knows the organization from A to Z. He  
is a commercial traveler. He is a good  
business man and we feel that he is  
the proper man to be a member of this  
Board of Directors. As I have said be-  
fore, we have a good Board of Directors  
and we would not come here and pre-  
sent the name of any one if we did  
not feel that he would be up to the  
standard. We do not ask this for our  
Post alone, but because we want a man  
on this Board whom we know will do  
some work for this organization. We  
want some legislation in this organiza-  
tion. I place in nomination James J.  
Frost.

Mr. Brown: This member of the Board  
of Directors is to take whose place?

President: Chas. W. Hurd.

President: Are there any other candi-  
dates?

Mr. Van Tyle: I present the name of  
C. W. Hurd to succeed himself.

Fifty-six votes were cast as follows:  
J. J. Frost, 39; J. J. Machon 5; C. W.  
Hurd, 12.

Moved and supported by Brother Jones  
that J. J. Frost be unanimously elected a  
member of the Board of Directors for  
the next two years. Carried.

Mark Brown: I would like to place in

nomination for a member of the Board  
of Directors a man whom we all know  
well, N. B. Jones, of Detroit.

Mr. Gould: I move that the rules of  
this convention be suspended and that the  
tellers be instructed to cast the entire  
vote of the convention for Mr. Jones.  
Supported.

President: It is moved and supported  
that the rules be suspended and that this  
convention cast the entire vote for Mr.  
Jones. Carried.

Mr. Jones was unanimously declared  
elected.

Mr. Jones: If I had had a fit of  
smallpox, I would not have been any more  
surprised. This is the second honor that  
I have received at the hands of the  
Michigan Knights of the Grip, one as  
President and now as a member of the  
Board of Directors. I never asked a  
soul to vote for me or present my name.  
I thank you, gentlemen.

Mr. Whitliff: As a member of Post H,  
I will say that we have a candidate for  
President, but owing to the excitement  
of the convention, we forgot to design-  
ate some one to make the nominating  
speech. As a member of the local Post  
I want to present some one who will be  
a credit to the organization and to the  
chair. I want to say that he will make  
as good a President as we ever had. You  
are all in a hurry to go, so I will not do  
any more talking. I present the name  
of Frank N. Mosher.

Supported by Frank Hurd.

Mr. Hammell: I move that the rules  
of the convention be suspended and that  
the entire vote of the convention be cast  
for Mr. Mosher.

A rising vote was taken and Mr. Mosher  
was unanimously declared elected  
President for the ensuing year.

Mr. Mosher: My voice has blisters on  
it. I can not make a speech. I haven't  
even the nerve to ask for a raise in  
salary. I feel that the Port Huron travel-  
ing men are honored by Port Huron hav-  
ing been named as the home of their  
President. As I said before, I can not  
make a speech, but if acting will do I  
will do my part.

President: The next officer to be elect-  
ed is Secretary.

Thomas Hanlon: We have received a  
great many honors in the Second Dis-  
trict and in Jackson, and at your last  
election you elected a man who is fully  
capable and who has performed his  
duties well. I know of no better or  
truer man in our organization. It is not  
necessary for me to make any speech,  
but I wish to place in nomination the  
name of F. L. Day to succeed himself  
as Secretary.

Moved and supported that the rules of  
the convention be suspended and that the  
members be requested to cast their vote  
by rising.

Mr. Day was unanimously declared  
elected for Secretary by the tellers.

Mr. Day: I again thank you for the  
honor you have conferred upon me. As  
I said a year ago, I can not make a  
speech. I never made a speech in my  
life, but I am going to say to you, as  
I said a year ago, "My working clothes  
are still on," and they always will be  
until my term of office expires.

President: The next officer to be elect-  
ed is Treasurer.

Moved by Mr. Whitliff, on behalf of  
Post H, that the rules of the convention  
be suspended and that Mr. Kelley be  
elected to succeed himself for the en-  
suing year.

Mr. Kelley was unanimously declared  
elected.

Mr. Kelley: You know I am not much  
of a speechmaker and, as I have kept in  
the background, I did not expect this. I  
appreciate the honor very much and will  
try and do better next year. This is my  
first year in office and I regret very  
much that I was not able to give you a  
better report, but I will promise you that  
I will have a better report next year.

Moved by Mr. Hammell that a vote of  
thanks be extended to Post H, the citi-  
zens of Port Huron, the Mayor, and the  
hotels for the courteous treatment we  
have received here. Carried.

Mr. Whitliff: Before this convention  
adjourns it should be decided as to the  
next place for the meeting to be held at.

Mr. Gould: I move that the date of  
this convention be left to the Board of  
Directors.

Mr. Spaulding: I move that we have  
it on July 26 and 27, 1907.

Mr. Brown: Now, I would like to say  
this: If we do not do this it is imperi-  
ative that this convention must be held  
on the Tuesday and Wednesday of the  
week. There is no doubt but what if you  
have the convention on Tuesday and  
Wednesday of the week, the majority of  
the members can not attend. Now it  
does not make any difference as to when  
you change the date of meeting to, it  
breaks the constitution one way just the  
same as it does another. So far as  
Saginaw is concerned, we expect to have  
a big celebration there next year and it  
will be such that every traveling man in  
the State of Michigan will want to be  
there. It will be a pleasure for Saginaw  
to have you there at any time and I  
would suggest that we leave this to the  
Board of Directors. We can make our  
wishes known then, whether we can en-  
tertain you best on the last Tuesday and  
Wednesday of August or the last Tuesday  
and Wednesday of December. Now, we  
would like to have this matter left to the  
Board of Directors. You may be op-  
posed to this, but I think the best in-  
terests of the organization will be sub-  
served by pursuing this plan. Let them  
(Continued on page forty-eight.)





**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.

**FISHING FOR FISH.**

**Why the Druggist Opened a Certain Account.**

Written for the Tradesman.

The druggist sat on the sloping desk and swung his feet over a collection of fishing rods, lines, reels, flies and waders. The array of fish producers had cost about \$40, and the druggist was bargaining with the painter to take it off his hands at \$15 and pay in work at half a dollar an hour.

"It's too rich for me," said the painter, who is heavy and strong and wears a full beard and a perennial smile. "I never go fishing anyway."

"You don't know what a sweet thing life is until you go fishing," said the druggist. "You buy your outfit and go out to some swamp and wade in the water. If you get a fish you lie about its weight, and its length, and the number of minutes it took to land him. Once a fisherman, always a liar, you know."

"Didn't you have a good time when you went out?" asked the painter.

"That depends on what you call a good time. I went out after fish. The members of the party who went out to play draw poker and consume distillery product might have had a good time. Bob has a black eye, Ed. is home in bed, Ned went broke the first hour. I went out and sat on a low-browed bank and fished for bullheads while the boys were holding their social session in the tent."

"Oh, you took a tent? And came back the second day?"

"While I sat on the bank I made a collection of mosquitoes that ought to be sent to the next World's Fair. Some of them lived before the formation of the eleven layers of forest under the lava in the National Park. They sang the song that Moses dispensed in the wilderness. You have to get a strangle hold on this kind or they will get you down on your back."

"Were they thick?"

"You had to cut your way through 'em with an ax," replied the druggist. "I had to call one of the boys to knock them off me before I could get up. Whenever I found a small one I used half of him for

bait. I found out my mistake later. You see the mosquitoes dive down into the water and carry off the little fish just like a blooming hawk, and so the fish are afraid of them."

"It's all right for you to dispose of that fishing outfit," said the painter. "You're already proposed for membership in the Ananias Club."

"We camped in a grassy glade at the side of a murmuring brook," continued the man of pills and patent medicines, "and arranged with a horny-handed son of toil for a week on his land, also for a week's supply of milk and eggs. The grassy glade is there yet, and the murmuring brooklet is still murmuring, but not half so loudly as I would murmur if I had to remain in a dump like that. Can you cook?"

The painter nodded.

"And keep house in a tent?"

"You bet I can."

"All right. Then we'll go fishing on top of a mountain some day. We will get just as many fish as we did in that grassy glade and murmuring rill combination. I had a fish on my hook once, but a big duffer with pop eyes and a long tail came out of a swimming hole under a log and helped him get away. I guess he ate him up afterwards, but he got him away, just the same. I wanted to eat him myself."

"Now, this grassy glade I am telling you about is the meeting place of the M. W. N. W. N. W. A., which means the Men Who Neither Wash Nor Work Association. We received a call from them the first night. They took our chicken salad, and our cold beef, and all of our beer, and cut the tent ropes and left us to smother. I got up and chased a husky brute so far into the woods that I began to fear that I would overtake him and quit. When the farmer came down with the milk in the morning he said that the apples we had taken the night before would be two dollars. We told him that we would let him off on the chickens and cold beef and beer for a five dollar note, but he called a constable and made him believe we had walked a mile to his trees in our sleep and eaten three bushels of green apples that could be shot through a stone wall at two hundred feet."

"Why didn't you fight him?" asked the painter.

"With a country justice waiting to get hold of us? Not on your base ball fever. I see myself going up against a game like that. The fire ran up into the cut-down tent and burned off the tails of my coat and got into the box of provisions. We lunched off the blooming air on the hills the next morning. Yes, I'll go fishing on a high mountain next time. You can catch a good view of the country, anyway, and the Sons of Rest won't walk up there to connect with your commissary department."

"What's the good of going fishing if you don't fish?" demanded the painter.

"My son," replied the druggist, "you are new to the world of sport. You go fishing for a change. You get it. You return home as tired

as a hired girl at meal time and pay a man to do your work until you get rested up. I've left a standing order at the fish market and shall eat fish three times a day until the season is over. When I want to play poker I'll go to some little back room with a round table with a hole in the center, and not to a blooming glade where both nature and art conspire against the man from the town."

"You'll feel better after a few days," said the painter.

"Of course. That's just it. It takes a few days to get over a trip undertaken for the purpose of getting a rest. If you can show me a place where you can pick fish off the branches of trees I'll go out there with you. Otherwise it's me for my rest in a hammock on the front porch."

The painter went behind the prescription case and came out wiping his mouth on the back of his hand.

"That was on you," he said.

"Are you going to buy this tackle?" asked the druggist.

"After your instructive lecture on the delights of a fishing trip I rather guess not. Sell tickets on it."

"I might draw it myself," was the reply. "No, I'll work it off on the next drummer that comes in. No more fishing trips for me—that is, no more trips where the idea is to catch fish. I couldn't catch a fish if I met him walking along the street with a hook in his mouth."

And the druggist packed the fishing outfit away to await the arrival of a man who sells patent medicines and plasters.

Alfred B. Tozer.

**Breathing Sodium Peroxide.**

At last man has learned to live without air. Sodium peroxide, one of the newer products of electrolysis, is a compound of sodium with oxygen that decomposes in the presence of damp carbonic acid. The value of this substance may be gathered from the fact that a man can live in an airtight box as long as any sodium peroxide remains unconverted. It is suggested that, by means of sodium peroxide, submarine boats will be able to remain under water for considerably longer periods than hitherto has been possible. Just how long will be a matter of calculation, the factors in the calculation being the amount of oxygen converted into carbonic acid by one man in one hour, the number of men present, and the weight of peroxide that can be carried. Used in mines, it should enable a miner to live with his head literally in a bag of india rubber containing this peroxide, whereby he can tide over a period of danger.

**Germany In Need of Dentists.**

The cry from Germany is for dentists. Investigation as to the number of practicing dentists in the city of Magdeburg, as well as in the entire province of Saxony, shows a decidedly small number in proportion to the population, especially since, in recent years, the Germans are coming to realize more and more the importance of caring for the teeth. Magdeburg, with nearly 250,000 inhabitants, at the present time shows only twenty-one practicing dentists, one of

whom, a lady, studied dental surgery in America, and enjoys a large and profitable practice. It is clear, opines Consul F. S. Hannah of Magdeburg, that there is an excellent opportunity for young dentists, and especially for young American dentists conversant with the German language, to locate and build up a practice in some of the many comparatively large and flourishing cities of this province. In the large cities like Berlin, Leipzig, Dresden, where American dentists already are located, they are enjoying marked success.

**Two Celebrated Mens Mottoes.**

When Russell Sage was asked for the secret of success he said: "The secret of success is to keep your credit good." When old Commodore Vanderbilt was asked for his secret of success his answer was: "Keep your mouth shut."

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## WHOLESALE DRUG PRICE CURRENT

**Advanced—**  
**Advanced—Citric Acid, Oil Peppermint, Camphor.**

Aceticum	6@ 8	Copaiba	.....	1 15@1 25	Sillae Co	.....	② 50
Benzolicum, Ger.	70@ 76	Cubebae	.....	1 30@1 30	Tolutan	.....	② 50
Boric	② 17	Evechthitos	.....	1 00@1 10	Prunus virg	.....	② 50
Carbolicum	26@ 29	Erigeron	.....	1 00@1 10			
Citricum	52@ 55	Gaultheria	.....	2 25@2 35		<b>Tinctures</b>	
Hydrochlor	3@ 5	Geranium	.....oz	50@ 75	Anconitum Nap'sR	.....	60
Nitrosum	3@ 10	Gossypil Sem gal	.....	50@ 60	Anconitum Nap'sF	.....	60
Oxalicum	10@ 12	Hedeoma	.....	2 25@2 50	Aloes	.....	60
Phosphorium, dil.	② 16	Junipera	.....	40@1 20	Arnica	.....	60
Salicylicum	42@ 45	Lavendula	.....	90@2 75	Aloes & Myrrh	.....	60
Sulphuricum	1 1/2 @ 7	Limons	.....	1 35@1 40	Asafoetida	.....	60
Tannicum	75@ 85	Mentha Piper	.....	3 50@3 60	Atropo Belladonna	.....	60
Tartaricum	38@ 40	Mentha Verid	.....	5 00@5 50	Aurant Cortex	.....	60
		Morrhuae gal	.....	1 25@1 50	Benzoin	.....	60
		Myrica	.....	3 00@3 50	Benzoin Co	.....	60
<b>Ammonia</b>		Olive	.....	75@3 00	Barosma	.....	60
Aqua, 18 deg.	4@ 6	Picis Liquida	.....	10@ 12	Cantharides	.....	75
Aqua, 20 deg.	6@ 8	Picis Liquida gal	.....	① 35	Capicum	.....	50
Carbonas	13@ 15	Ricina	.....	1 02@1 06	Cardamon	.....	75
Chloridium	12@ 14	Rosmarini	.....	① 00	Cardamon Co	.....	75
<b>Aniline</b>		Rosae oz	.....	5 00@6 00	Castor	.....	1 00
Black	2 00@2 25	Succini	.....	40@ 45	Catechu	.....	45
Brown	80@1 00	Sabina	.....	30 1 00	Cinchona	.....	50
Red	45@ 50	Santal	.....	2 25@4 50	Cinchona Co	.....	60
Yellow	2 50@3 00	Sassafras	.....	75@ 80	Columbia	.....	50
		Sinapis, ess. oz.	.....	① 65	Cubebae	.....	50
<b>Baccae</b>		Tigil	.....	1 10@1 20	Cassia Acutifol	.....	50
Cubebae ..po. 22	18@ 20	Thyme	.....	40@ 50	Cassia Acutifol Co	.....	50
Juniperus	7@ 8	Thyme, opt	.....	① 60	Digitalis	.....	50
Xanthoxylum	30@ 35	Theobromas	.....	15@ 20	Ergot	.....	50
					Ferri Chloridum	.....	25
<b>Balsamum</b>		<b>Potassium</b>			Gentian	.....	50
Copaiba	45@ 50	Bi-Carb	.....	15@ 18	Gentian Co	.....	50
Peru	① 50	Bichromate	.....	13@ 15	Gulaca	.....	60
Terabin, Canada	60@ 65	Bromide	.....	25@ 30	Gulaca ammon	.....	60
Tolutan	35@ 40	Carb	.....	12@ 15	Hyocyanus	.....	50
		Chlorate ..po.	.....	12@ 14	Iodine	.....	75
<b>Cortex</b>		Cyanide	.....	34@ 38	Iodine, colorless	.....	75
Abies, Canadian.	18	Iodide	.....	2 50@2 60	Kino	.....	50
Cassiae	20	Potassa, Bitart pr	.....	30@ 32	Labolia	.....	50
Cinchona Flava	13	Potass Nitras opt	.....	7@ 10	Myrrh	.....	50
Buonymus atro.	30	Potass Nitras	.....	6@ 8	Nux Vomica	.....	50
Myrica Cerifera.	15	Prussiate	.....	23@ 26	Opil	.....	75
Prunus Virgili.	15	Sulphate po	.....	15@ 18	Opil, camphorated	.....	50
Quillaia, gr'd	12				Opil, deodorized.	.....	1 50
Sassafras ..po. 25	24	<b>Radix</b>			Quassia	.....	50
Ulmus	25	Aconitum	.....	20@ 25	Rhatany	.....	50
		Althae	.....	30@ 35	Rhei	.....	50
<b>Extractum</b>		Anchusa	.....	10@ 12	Sanguinaria	.....	50
Glycyrrhiza Gla.	24@ 30	Arum po	.....	① 25	Serpentaria	.....	60
Glycyrrhiza, po.	28@ 30	Calamus	.....	20@ 40	Stromonium	.....	60
Haematox	11@ 12	Gentiana po 15	.....	12@ 15	Tolutan	.....	60
Haematox, 1s	13@ 14	Glychrrhiza pv 15	.....	16@ 18	Valerian	.....	60
Haematox, 1/2 s	14@ 15	Hydrastis, Canada	.....	1 90	Veratrum Verde.	.....	50
Haematox, 1/4 s	16@ 17	Hellobore, Alba.	.....	12@ 15	Zingiber	.....	20
		Inula, po	.....	18@ 22			
<b>Ferru</b>		Ipecac, po	.....	2 25@2 35			
Carbonate Precip.	15	Iris plox	.....	35@ 40			
Citrate and Quina	2 00	Jalapa, pr	.....	25@ 30			
Citrate Soluble	55	Maranta, 1/4 s	.....	① 35			
Ferrocyanidum S	40	Podophyllum po.	.....	15@ 18			
Solut. Chloride	40	Rhei	.....	75@1 00			
Sulphate, com'l	2	Rhei, cut	.....	1 00@1 25			
Sulphate, com'l, by	7	Rhei, pv	.....	75@1 00			
bbl. per cwt.	70	Rhigella	.....	1 45@1 50			
Sulphate, pure	7	Sanguinari, po 18	.....	① 15			
		Serpentaria	.....	50@ 55			
<b>Flora</b>		Senega	.....	85@ 90			
Arnica	15@ 18	Smlax, off's H.	.....	① 40			
Antemhis	30@ 35	Smlax, M	.....	① 25			
Matricaria	30@ 35	Sillae po 45	.....	20@ 25			
		Symlocarpus	.....	① 25			
<b>Folia</b>		Valeriana Eng	.....	① 25			
Barosma	30@ 38	Valeriana, Ger.	.....	15@ 20			
Cassia Acutifol.	15@ 20	Zingiber a	.....	12@ 14			
Cassia, Acutifol.	25@ 30	Zingiber j	.....	22@ 25			
Salvia officinalis.	18@ 20						
1/4 s and 1/2 s	18@ 20	<b>Semen</b>					
Uva Ursi	8@ 10	Anisum po 20.	.....	① 16			
		Apium (gravel's)	.....	13@ 15			
<b>Gummi</b>		Bird, 1s	.....	4@ 6			
Acacia, 1st pkd.	② 65	Carul po 15	.....	12@ 14			
Acacia, 2nd pkd.	② 45	Cardamom	.....	70@ 90			
Acacia, 3rd pkd.	② 28	Corianderum	.....	12@ 14			
Acacia, sifted sts.	45@ 65	Cannabis Sativa	.....	7@ 8			
Acacia, po	22@ 25	Cydonium	.....	75@1 00			
Aloe Barb	② 25	Chenopodium	.....	25@ 30			
Aloe, Cape	② 45	Dipterix Odorata.	.....	80@1 00			
Aloe, Socotri	② 60	Foeniculum	.....	① 18			
Ammoniac	55@ 60	Loenagreek, po.	.....	7@ 9			
Asafoetida	35@ 40	Lini	.....	4@ 6			
Benzoinum	50@ 55	Lini, grd. bbl. 2 1/2	.....	3@ 6			
Catechu, 1s	② 14	Labolia	.....	75@ 80			
Catechu, 1/2 s	② 16	Pharlaris Cana'n	.....	9@ 10			
Catechu, 1/4 s	② 16	Rapa	.....	5@ 6			
Comphorae	1 12@1 16	Sinapis Alba	.....	7@ 9			
Euphorbium	② 40	Sinapis Nigra	.....	9@ 10			
Galbanum	② 60						
Gamboge ..po. 1	35@1 45	<b>Spiritus</b>					
Gualacum ..po. 35	② 35	Frumenti W D. 2	.....	00@2 50			
Kino ..po. 45c	② 45	Frumenti	.....	1 25@1 50			
Mastic	② 60	Juniperis Co O T	.....	1 65@2 00			
Myrrh	② 50	Juniperis Co	.....	1 75@2 50			
Opil	325@3 35	Saccharum N E	.....	1 90@2 10			
Shellac	60@ 70	Spt Vini Galli	.....	1 75@6 50			
Shellac, bleached	60@ 65	Vini Oporto	.....	1 25@2 00			
Tragacanth	70@1 00	Vina Alba	.....	1 25@2 00			
<b>Herba</b>		<b>Sponges</b>					
Absinthium	4 50@4 60	Florida Sheeps' wool	.....				
Eupatorium oz pk	25	carriage	.....	3 00@3 50			
Labolia ..oz pk	25	Nassau sheeps' wool	.....	3 50@3 75			
Majorum ..oz pk	23	carriage	.....	② 00			
Mentra Pip. oz pk	25	Velvet extra sheeps'	.....	② 00			
Mentra Ver. oz pk	25	wool, carriage.	.....	② 00			
Rue ..oz pk	25	Extra yellow sheeps'	.....	② 1 25			
Tanacetum ..V.	22	wool carriage	.....	② 1 25			
Thymus V. ..oz pk	25	Grass sheeps' wool,	.....	② 1 25			
		carriage	.....	② 1 00			
<b>Magnesia</b>		Hard, slate use.	.....	② 1 40			
Calced. Pat	55@ 60	Yellow Reef, for	.....	② 1 40			
Carbonate, Pat.	18@ 20	slate use	.....	② 1 40			
Carbonate, K-M.	18@ 20						
Carbonate	18@ 20	<b>Syrups</b>					
		Acacia	.....	② 50			
<b>Oleum</b>		Aurant Cortex	.....	② 50			
Absinthium	4 90@5 00	Zingiber	.....	② 50			
Amygdalae, Dulc.	50@ 60	Ipecac	.....	② 50			
Amygdalae, Ama	8 00@8 25	Ferri Iod	.....	② 50			
Anis	1 75@1 80	Rhei Arom	.....	② 50			
Aurant Cortex	2 75@2 85	Smilax Offi	.....	50@ 60			
Bergamul	2 75@2 85	Senega	.....	② 50			
Caliputi	85@ 90	Sillae	.....	② 50			
Carvophilli	1 30@1 40						
Cedar	50@ 60						
Chenopadi	3 75@4 00						
Cinnamoni	1 15@1 25						
Citronella	60@ 65						
Cosmos	80@ 85						

Liquor Arsen et		Rubia Tinctorum	12@ 14	Vanilla	.....9 00@
Hydrarg Iod	25	Saccharum La's.	22@ 25	Zinci Sulph	..... 7@ 8
Liq Potass Arsnit	10@ 12	Salacin	.....4 50@ 4 75		
Magnesia, Sulph.	2@ 3	Sanguis Drac's..	40@ 50	Oils	
Magnesia, Sulph bbl	15@ 15	Sapo, W	12@ 14	Whale, winter ..	bbl. gal
Mannia, S F	45@ 50	Sapo, M	10@ 12	Lard, extra	70@ 80
Menthol	3 30@ 3 40	Sapo, G	10@ 12	Lard, No. 1	60@ 65
Morphia, S P & W2	35@ 2 60	Selditz Mixture	20@ 22	Linseed, pure raw	37@ 40
Morphia, S N Y Q2	35@ 2 60	Sinapis	10@ 18	Linseed, boiled..	38@ 41
Morphia, Mal.	2 35@ 2 60	Sinapis, opt	10@ 30	Neat's-foot, w str	65@ 70
Moschus Canton.	4@ 40	Snuff, Maccaboy,		Spts. Turpentine	Market
Myristica, No. 1	25@ 30	DeVoes	10@ 51	Paints	bbl. L.
Nux Vomica po 16	10@ 10	Snuff, S'h DeVo's	10@ 51	Red Venetian	1 1/2@ 2 @3
Os Sepia	25@ 28	Soda, Boras	9@ 11	Ochre, yel Mars 1 1/2	2 @ 4
Pepsin Saac, H &		Soda, Boras, po.	9@ 11	Ocre, yel Ber	1 1/2@ 2 @3
P D Co	21 00	Soda et Pot's Tart	25@ 28	Putty, commel' 2 1/4	2 1/4@ 2 3/4
Picis Liq N N 1/2		Soda, Carb	1 1/2@ 2	Putty, strictly pr 2 1/2	2 1/2@ 2 3/4
gal doz	22 00	Soda, Ash-Carb	3 1/2@ 5	Vermillion, Prime	
Picis Liq qts	21 00	Soda, Ash	3 1/2@ 4	American	13@ 15
Picis Liq pints.	69 50	Soda, Sulphas	10@ 12	Vermillion, Eng.	75@ 80
Pil Hydrarg po 80	50 50	Spts, Cologne	2@ 2 50	Green, Paris	24 @ 30
Piper Nigra po 22	18 50	Spts, Ether Co.	56@ 55	Green, Penninsular	13@ 16
Piper Alba po 35	30 50	Spts, Myrcia Dom	2@ 2 00	Lead, red	7 1/4@ 7 3/4
Pix Burgum	8 50	Spts, Vini Rect bbl	10@ 12	Lead, white	7 1/4@ 7 3/4
Plumbi Acet	12@ 15	Spts, Vii Rect 1/2 b	10@ 12	Whiting, white S'n	9@ 90
Pulvis Ip'c et Opil 1 30	1 50	Spts, Vii Rect 10 gal	10@ 12	Whiting Gilders'	9@ 95
Pyrethrum, bxs H		Spts, Vii R't 5 gal	10@ 12	White, Paris Am'r	21 25
& P D Co. dos	75 50	Strychnia, Crystl	1 05@ 1 25	Whit'g Paris Eng	
Pyrethrum, pv	20@ 25	Sulphur Subl	2 1/2@ 4	cliff	21 40
Quassiae	8@ 10	Sulphur, Roll	2 1/2@ 3 1/2	Universal Prep'd 1 10	21 20
Quino, S P & W..	18@ 28	Tamarinds	8@ 10	Varnishes	
Quina, S Ger.....	18@ 28	Cerebenth Venice	28@ 30	No. 1 Turp Coachl	10@ 1 20
Quina, N. Y.....	18@ 28	Theobromae	45@ 50	Extra Turp	1 60@ 1 70

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

# Hazeltine & Perkins Drug Co.

## Grand Rapids, Mich.



## GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

## ADVANCED

## DECLINED

Index to Markets  
By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Confections	Confections
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Hides and Pelts	Hides and Pelts
J	Jelly	Jelly
L	Licorice	Licorice
M	Meat Extracts	Meat Extracts
N	Nuts	Nuts
O	Olive	Olive
P	Pipes	Pipes
R	Rice	Rice
S	Salad Dressing	Salad Dressing
T	Tea	Tea
V	Vinegar	Vinegar
W	Washing Powder	Washing Powder
Y	Yeast Cake	Yeast Cake

## 1

Doz.	1	2
12 oz. ovals 2 doz. box	75	
AXLE GREASE		
Frazer's		
11lb. wood boxes, 4 dz.	3 00	
11lb. tin boxes, 3 doz.	2 35	
3 1/2 lb. tin boxes, 2 dz.	4 25	
10lb. pails, per doz.	6 00	
15lb. pails, per doz.	7 20	
25lb. pails, per doz.	12 00	
BAKED BEANS		
Columbia Brand		
11lb. can, per doz.	90	
21lb. can, per doz.	1 40	
31lb. can, per doz.	1 80	
BATH BRICK		
American	75	
English	85	
BLUING		
Arctic Bluing		
6 oz. ovals 3 doz. box	40	
16 oz. round 2 doz. box	75	
BROOMS		
No. 1 Carpet	2 75	
No. 2 Carpet	2 35	
No. 3 Carpet	2 15	
No. 4 Carpet	1 75	
Parlor Gem	2 40	
Common Whisk	85	
Fancy Whisk	1 20	
Warehouse	3 00	
BRUSHES		
Scrub		
Solid Back 8 in.	75	
Solid Back, 11 in.	95	
Pointed Ends	85	
Stove		
No. 3	75	
No. 2	1 10	
No. 1	1 75	
Shoe		
No. 8	1 00	
No. 7	1 30	
No. 4	1 70	
No. 3	1 90	
BUTTER COLOR		
W. R. & Co.'s, 15c size	2 25	
W. R. & Co.'s, 25c size	2 00	
CANDLES		
Electric Light, 8s.	9 1/2	
Electric Light, 16s.	10	
Paraffine, 6s.	9	
Paraffine, 12s.	9 1/2	
Wicking	20	
CANNED GOODS		
Apples		
3lb. Standards	1 00	
Gallon	4 00	
Blackberries		
21lb. Standards	90@1 75	
Standards gallons		
Beans		
Baked	80@1 30	
Red Kidney	85@95	
String	70@1 15	
Wax	75@1 25	
Blueberries		
Standard	@1 40	
Gallon	@5 75	
Brook Trout		
21lb. cans, spiced	1 90	
Clams		
Little Neck, 1lb.	1 00@1 25	
Little Neck, 2lb.	@1 50	
Clam Bouillon		
Burnham's 1/2 pt.	1 90	
Burnham's pts.	3 60	
Burnham's qts.	7 20	
Cherries		
Red Standards	1 30@1 50	
White	1 50	
Corn		
Fair	60@75	
Good	85@90	
Fancy	1 25	
French Peas		
Sur Extra Fine	22	
Extra Fine	19	
Fine	15	
Moyen	11	
Gooseberries		
Standard	90	
Hominy		
Standard	85	
Lobster		
Star, 1/2 lb.	2 15	
Star, 1lb.	3 90	
Picnic Tails	2 60	
Mackerel		
Mustard, 1lb.	1 80	
Mustard, 2lb.	2 80	
Soused, 1 1/2 lb.	1 80	
Soused, 2lb.	2 80	
Tomato, 1lb.	1 80	
Tomato, 2lb.	2 80	
Mushrooms		
Hotels	15@20	
Buttons	22@25	
Oysters		
Cove, 1lb.	@90	
Cove, 2lb.	@1 65	
Cove, 1lb. Oval	@1 00	

## 2

Plums	1	2
Marrowfat	@1 00	
Early June	1 00@1 60	
Early June Sifted	1 25@1 65	
Peas		
Pie	1 00@1 15	
Yellow	1 50@2 25	
Pineapple		
Grated	1 25@2 75	
Sliced	1 35@2 50	
Pumpkin		
Fair	80	
Good	80	
Fancy	1 00	
Gallon	2 00	
Raspberries		
Standard	@	
Russian Caviar		
1/4 lb. cans	3 75	
1/2 lb. cans	7 00	
1lb. cans	12 00	
Salmon		
Col'a River, talls	1 80@1 85	
Col'a River, flats	1 90@1 95	
Red Alaska	1 20@1 30	
Pink Alaska	@1 00	
Sardines		
Domestic, 1/4s.	@3 1/2	
Domestic, 1/2s.	5	
Domestic, Must'd	5 1/2@9	
California, 1/4s.	11	
California, 1/2s.	17	
French, 1/4s	7	
French, 1/2s	18	
Shrimps		
Standard	1 20@1 40	
Succotash		
Fair	85	
Good	1 00	
Fancy	1 25@1 40	
Strawberries		
Standard	1 10	
Fancy	1 40@2 00	
Tomatoes		
Fair	@95	
Good	@1 00	
Fancy	1 20	
Gallons	@3 00	
CARBON OILS		
Barrels		
Perfection	@10 1/2	
Water White	@10	
D. S. Gasoline	@15	
76 Gasoline	@19	
87 Gasoline	@19	
Deodor'd Nap'a	@13 1/2	
Cylinder	29	
Engine	16	
Black, winter	9	
CEREALS		
Breakfast Foods		
Bordeau Flakes, 36 1lb.	2 50	
Cream of Wheat, 36 1lb.	4 50	
Egg-O-See, 36 pkgs.	2 85	
Excella Flakes, 36 1lb.	2 60	
Excella, large pkgs.	4 50	
Force, 36 2 lb.	4 50	
Grape Nuts, 2 doz.	2 70	
Malta Ceres, 24 1lb.	2 40	
Malta Vita, 36 1lb.	2 85	
Mapl-Flake, 36 1lb.	4 25	
Pillsbury's Vitos, 3 dz.	4 25	
Ralston, 36 2lb.	4 40	
Sunlight Flakes, 36 1lb.	2 85	
Sunlight Flakes, 20 lbs	4 00	
Vigor, 36 pkgs.	2 75	
Zest, 20 2lb.	4 10	
Zest, 36 small pkgs.	4 50	
Cruscent Flakes		
One case	2 50	
Five cases	2 40	
Special deal until July 1.		
One case free with ten cases.		
One-half case free with 5 1/2 cases.		
One-fourth case free with 2 1/2 cases.		
Freight allowed.		
Rolled Oats		
Rolled Avenna, bbl.	4 90	
Steel Cut, 100 lb. sacks	2 50	
Monarch, bbl.	4 65	
Monarch, 90 lb. sacks	2 30	
Quaker, cases	3 10	
Cracked Wheat		
Bulk	3 1/2	
24 2 lb. packages	2 50	
CATSUP		
Columbia, 25 pts.	4 50	
Columbia, 25 1/2 pts.	2 60	
Snider's quarts	3 25	
Snider's pints	2 25	
Snider's 1/2 pints	1 30	
CHEESE		
Acme	@11 1/2	
Carson City	@12	
Elsie	@14 1/2	
Emblem	@12	
Gem	@12 1/2	
Ideal	@14	
Jersey	@12 1/2	

## 3

Peerless	@	
Riverside	@12	
Springdale	@11	
Warner's	@12	
Brick	@12	
Leiden	@15	
Limburger	@12	
Pineapple	40	
Sap Sago	@19	
Swiss, domestic	@14 1/2	
Swiss, imported	@20	
CHEWING GUM		
American Flag Spruce	50	
Beeman's Pepsin	55	
Edam	90	
Best Pepsin	45	
Best Pepsin, 5 boxes	2 00	
Black Jack	50	
Largest Gum Made	55	
Sen Sen	55	
Sen Sen Breath Perf.	95	
Sugar Loaf	50	
Yucatan	50	
CHICORY		
Bulk	5	
Red	7	
Eagle	4	
Frank's	7	
Schener's	6	
CHOCOLATE		
Walter Baker & Co.'s		
German Sweet	22	
Premium	28	
Vanilla	41	
Caracas	35	
Eagle	28	
COCOA		
Baker's	35	
Cleveland	41	
Colonial, 1/4s	35	
Colonial, 1/2s	33	
Epps	42	
Huyler	45	
Van Houten, 1/4s	20	
Van Houten, 1/2s	40	
Van Houten, 1s	72	
Webb	28	
Wilbur, 1/4s	41	
Wilbur, 1/2s	42	
COCOANUT		
Dunham's 1/4s	26	
Dunham's 1/2s & 1/4s	26 1/2	
Dunham's 1/2s	27	
Dunham's 1/4s	28	
Bulk	13	
COCOA SHELLS		
20lb. bags	2 1/2	
Less quantity	3	
Pound packages	4	
COFFEE		
Rio		
Common	13 1/2	
Fair	14 1/2	
Choice	16 1/2	
Fancy	20	
Santos		
Common	13 1/2	
Fair	14 1/2	
Choice	16 1/2	
Fancy	19	
Peaberry		
Maracaibo		
Fair	16	
Choice	19	
Mexican		
Choice	16 1/2	
Fancy	19	
Guatemala		
Choice	15	
Java		
African	14	
Fancy African	17	
O. G.	25	
P. G.	31	
Mocha		
Arabian	21	
Package		
New York Basis		
Arbuckle	15 50	
Dilworth	15 50	
Jersey	15 00	
Lion	14 00	
McLaughlin's XXXX		
to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.		
Extract		
Holland, 1/2 gro boxes	95	
Felix, 1/2 gross	1 15	
Hummel's foil, 1/2 gro.	85	
Hummel's tin, 1/2 gro.	1 43	
CRACKERS		
National Biscuit Company		
Butter		
Seymour, Round	6	
New York, Square	6	
Family	6	
Salted, Hexagon	6	
Soda		
N. B. C. Soda	6	
Select Soda	8	
Saratoga Flakes	13	
Zephyrettes	13	
Oyster		
N. B. C. Round	6	
N. B. C. Square, Salted	6 1/2	
Faust, Shell	7 1/2	
Sweet Goods		
Animals	10	
Atlantic, Assorted	10	
Bagley Gems	8	
Belle Isle Picnic	11	
Brittle	11	
Cartwheels, S & M	8	
Current Fruit	10	
Cracknels	16	
Coffee Cake, N. B. C.		
plain or iced	10	
Cocanut Taffy	12	
Cocoa Bar	10	
Chocolate Drops	16	
Cocanut Drops	12	
Cocanut Honey Cake	12	

## 4

Cocanut H'y Fingers	12
Cocanut Macaroons	18
Dixie Sugar Cookie	9
Fruit Honey Squares	12½
Frosted Cream	8
Fluted Cocanut	10
Fig Sticks	12
Ginger Gems	8
Graham Crackers	8
Ginger Snaps, N. B. C.	7
Hazelnut	11
Hippodrome	10
Honey Cake, N. B. C.	12
Honey Fingers, As Ice	12
Honey Jumbles	12
Household Cookies As	8
Iced Honey Crumpets	10
Imperial	8
Jersey Lunch	8
Jamaica Gingers	10
Kream Klips	20
Lady Fingers	12
Lem Yen	11
Lemon Gems	10
Lemon Biscuit Sq.	8
Lemon Wafer	16
Lemon Cookie	8
Malaga	11
Mary Ann	8
Marshmallow Walnuts	16
Muskegon Branch, iced	11
Molasses Cakes	8
Mouthful of Sweetness	14
Mixed Picnic	11½
Mich. Frosted Honey	12
Newton	12
Nu Sugar	8
Nic Nacs	8
Oatmeal Crackers	8
Okay	10
Orange Slices	16
Orange Gems	8
Penny Cakes, Asst.	8
Pineapple Honey	15
Plum Tarts	12
Pretzels, Hand Md.	8½
Pretzellettes, Hand Md.	8½
Pretzellettes, Mac Md.	7½
Raisin Cookies	8
Revere, Assorted	14
Richwood	8
Rube	8
Scotch Cookies	10
Snow Creams	16
Snowdrop	16
Spiced Gingers	16
Spiced Gingers, Iced	10
Spiced Sugar Tops	9
Sultana Fruit	15
Sugar Cakes	8
Sugar Squares, large or small	8
Superba	8
Sponge Lady Fingers	25
Urchins	11
Vanilla Wafers	16
Vienna Crimp	8
Waverly	8
Water Crackers (Bent & Co.)	16
Zanzibar	9
In-er Seal Goods.	Doz.
Almond Bon Bon	...\$1.50
Albert Biscuit	...1.00
Animals	...1.00
Breemner's But. Wafers	1.00
Butter Thin Biscuit	...1.00
Cheese Sandwich	...1.00
Cocanut Macaroons	...2.50
Cracker Meal	...75
Faust Oyster	...1.00
Fig Newtons	...1.00
Five O'clock Tea	...1.00
Frosted Coffee Cake	...1.00
Frotana	...1.00
Ginger Snaps, N. B. C.	...1.00
Graham Crackers	...1.00
Lemon Snaps	...50
Marshmallow Dainties	...1.00
Oatmeal Crackers	...1.00
Oysterettes	...50
Pretzellettes, H. M.	...1.00
Royal Toast	...1.00
Saltine	...1.00
Saratoga Bakes	...1.50
Seymour Butter	...1.00
Social Tea	...1.00
Soda, N. B. C.	...1.00
Soda, Select	...1.00
Sponge Lady Fingers	...1.00
Sultana Fruit Biscuits	...1.50
Unecda Biscuit	...50
Unecda Jinjer Wayfer	...1.00
Unecda Milk Biscuit	...50
Vanilla Wafers	...1.50
Water Thin	...50
Zu Zu Ginger Snaps	...1.50
Zwieback	...1.00
CREAM TARTAR	
Barrels or drums	...2
Boxes	...3
Square cans	...3
Fancy caddies	...3
DRIED FRUITS	
Apples	
Sundried	7½¢ @ 1
Evaporated	@ 1
California Prunes	
100-125 25lb. boxes.	
90-100 25lb. boxes.	@ 61
80-90 25lb. boxes.	@ 64
70-80 25lb. boxes.	@ 7
60-70 25lb. boxes.	@ 74
50-60 25lb. boxes.	@ 73
40-50 25lb. boxes.	@ 83
30-40 25lb. boxes.	@ 83
¼c less in 50lb. cases.	
Citron	
Corsican	@ 22
Currants	
Imp'd 1 lb. pkg.	@ 74
Imported bulk	@ 74
Peel	
Lemon American	...14
Orange American	...14



6

Meal	
Bolted	2 90
Golden Granulated	3 00
St. Car Feed screened	22 50
No. 1 Corn and Oats	22 50
Corn, cracked	22 00
Corn Meal, coarse	22 00
Oil Meal, old proc.	30 00
Winter Wheat Bran	19 00
Winter Wheat Mid'g	21 00
Cow Feed	2 00

Oats

No. 2 White Old	43
No. 2 White New	38
No. 3 Michigan Old	41
No. 3 Michigan New	37

Corn

Corn	57 1/2
No. 1 timothy car lots	12 00
No. 1 timothy lot 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 75
Liebig's Chicago, 4 oz.	5 50
Liebig's Imported, 2 oz.	4 55
Liebig's Imported, 4 oz.	8 50

MOLASSES

New Orleans	40
Fancy Open Kettle	35
Choice	25
Fair	25
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	4 00
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 F 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
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	1/2
3 lb. pails, advance	1

Sausages

Bologna	5
Liver	6 1/2
Frankfort	7
Pork	7
Veal	7
Tongue	7
Headcheese	7

7

Beef	
Extra Mess	10 00
Boneless	11 00
Rump, new	10 50

Pig's Feet

1/2 bbls., 40 lbs.	1 85
1/2 bbls.	3 75
1 bbl.	7 75

Tripe

Kits, 15 lbs.	70
1/4 bbls., 40 lbs.	1 50
1/2 bbls., 80 lbs.	3 00

Casings

Hogs, per lb.	28
Beef, rounds, set	16
Beef middles, set	45
Sheep, per bundle	70

Uncolored Butterine

Solid dairy	@10
Rolls, dairy	10 1/2 @11 1/2

Canned Meats

Corned beef, 2	2 50
Corned beef, 14	17 50
Roast beef, 2	2 00 @2 50
Potted ham, 1/4	45
Potted ham, 1/2	85
Deviled ham, 1/4	45
Deviled ham, 1/2	85
Potted tongue, 1/4	45
Potted tongue, 1/2	85

RICE

Screenings	@4
Fair Japan	@5
Choice Japan	@5 1/2
Imported Japan	@6
Fair La. hd.	@6 1/2
Choice La. hd.	@6 1/2
Fancy La. hd.	6 1/2 @7
Carolina, ex. fancy	6 1/2 @7 1/2

SALAD DRESSING

Columbia, 1/2 pint	2 25
Columbia, 1 pint	4 00
Durkee's, large, 1 doz.	4 50
Durkee's, small, 2 doz.	5 25
Snider's, large, 1 doz.	2 35
Snider's, small, 2 doz.	1 35

SALERATUS

Packed 60 lbs. in box	
Arm and Hammer	3 15
Deland's	3 00
Dwight's Cow	3 15
Emblem	2 10
L. P.	3 00
Wyandotte, 100 3/4	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
Pellock	@ 3 1/2
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
Scaled	13

Trout

No. 1, 100lbs.	7 50
No. 1, 40lbs.	3 25
No. 1, 10lbs.	90
No. 1, 8lbs.	75

Mackerel

Mess, 100lbs.	13 50
Mess, 40lbs.	5 90
Mess, 10lbs.	1 65
Mess, 8 lbs.	1 40
No. 1, 100 lbs.	12 50
No. 1, 4 lbs.	5 50
No. 1, 10 lbs.	1 55
No. 1, 8 lbs.	1 28

Whitefish

No. 1, No. 2 Fam	
100lb.	9 75 4 50
50lb.	5 25 2 40
10lb.	1 12 60
8lb.	92 50

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	8
Poppy	9
Rape	4 1/2
Cuttle Bone	25

SHOE BLACKING

Handy Box, large, 3 dz.	2 50
Handy Box, small, 1 dz.	1 25
Bixby's Royal Polish	85
Miller's Crown Polish	85

8

SNUFF	
Scotch, in bladders	37
Maccaboy, in jars	35
French Kapple in jars	43

SOAP

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
Lome, oval bars	3 00
Satinet, oval	2 10
Snowberry, 100 cakes	4 00
Proctor & Gamble Co.	
Lenox	3 00
Ivory, 6 oz.	4 00
Ivory, 10 oz.	6 75
Star	3 25

LAUTZ BROS. &amp; CO.

Acome, 70 bars	3 60
Acome, 30 bars	3 85
Acome, 25 bars	3 55
Acome, 100 cakes	3 15
Big Master, 100 bars	4 00
Marseilles, 100 cakes	5 80
Marseilles, 100 cakes 5c	4 00
Marseilles, 100 ck toilet	4 00
A. B. Wisley	
Good Cheer	4 00
Old Country	3 40

Soap Powders

Lautz Bros. & Co.	
Snow Boy	4 00
Gold Dust, 24 large	4 50
Gold Dust, 100-sc	4 00
Kirkline, 24 4lb.	3 80
Pearline	3 75
Sopaine	4 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.	
Sapallo, gross lots	9 00
Sapallo, half gro lots	4 50
Sapallo, single boxes	2 25
Sapallo, hand	2 25
Scourine Manufacturing Co	
Scourine, 50 cakes	1 80
Scourine, 100 cakes	3 50

SODA

Boxes, English	5 1/2
Kegs, English	4 1/2

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.	20
Cassia, Saigon, in rolls.	55
Cloves, Amboyina	25
Cloves, Zanzibar	18
Mace	55
Nutmegs, 75-80	45
Nutmegs, 105-10	35
Nutmegs, 115-20	30
Air Brake	35
Cant Hook	20
Country Club	32-34
Forex-XXXX	20
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
Market	3 50
Splint, large	3 25
Splint, medium	3 25
Splint, small	3 00
Willow, Clothes, large	7 00
Willow, Clothes, me'm	6 00
Willow, Clothes, small	5 50

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 50
Barrel, 15 gal., each	3 75

9

Gunpowder	
Moyune, medium	30
Moyune, choice	32
Moyune, fancy	40
Pingsuey, medium	30
Pingsuey, choice	30
Pingsuey, fancy	40

Young Hyson

Choice	30
Fancy	36

Oolong

Formosa, fancy	42
Amoy, medium	25
Amoy, choice	32

English Breakfast

Medium	20
Choice	30
Fancy	40

India



## Special Price Current

### AXLE GREASE



Mica, tin boxes...75 9 00  
Paragon .....55 6 00

### BAKING POWDER

#### 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



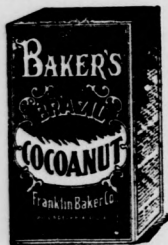
G.J. Johnson Cigar Co.'s bd.  
Less than 500 .....33  
500 or more .....32  
1,000 or more .....31

Worden Grocer Co. brand  
Ben Hur

Perfection .....35  
Perfection Extras .....35  
Londres .....35  
Londres Grand .....35  
Standard .....35  
Puritinos .....35  
Panatellas, Finas .....35  
Panatellas, Bock .....35  
Jockey Club .....35

### COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60  
35 1/2 lb. pkg. per case 2 60  
38 1/4 lb. pkg. per case 2 60  
16 1/2 lb. pkg. per case 2 60

### FRESH MEATS

#### Beef

Carcass .....6 @ 8  
Hindquarters .....7 1/2 @ 10  
Loins .....8 @ 14  
Ribs .....8 @ 12  
Round .....7 @ 8  
Chuck .....5 @ 5 1/2  
Plates .....4 @ 4  
Livers .....3 @ 3

#### Pork

Loins .....@ 13  
Dressed .....@ 8  
Boston Butts .....@ 10 1/2  
Shoulders .....@ 10  
Leaf Lard .....@ 9 1/4

**Mutton**  
Carcass .....@ 9  
Lambs .....@ 13  
Spring Lambs .....13 @ 14

**Veal**  
Carcass .....5 1/2 @ 8

### CLOTHES LINES

**Sisal**  
60ft. 3 thread, extra...1 00  
72ft. 3 thread, extra...1 40  
90ft. 3 thread, extra...1 70  
60ft. 6 thread, extra...1 29  
72ft. 6 thread, extra...

**Jute**  
60ft. ....75  
72ft. ....90  
90ft. ....1 05  
120ft. ....1 50

**Cotton Victor**  
50ft. ....1 10  
60ft. ....1 35  
70ft. ....1 60

**Cotton Windsor**  
50ft. ....1 30  
60ft. ....1 44  
70ft. ....1 80  
80ft. ....2 00

**Cotton Braided**  
40ft. ....95  
50ft. ....1 35  
60ft. ....1 65

**Galvanized Wire**  
No. 20, each 100ft. long 1 90  
No. 19, each 100ft. long 2 10

**COFFEE**  
Roasted  
Dwinell-Wright Co.'s. B'ds.



White House, 1lb. ....  
White House, 2lb. ....  
Excelsior, M & J, 1lb. ....  
Excelsior, M & J, 2lb. ....  
Tip Top, M & J, 1lb. ....  
Royal Java .....  
Royal Java and Mocha ...  
Java and Mocha Blend ...  
Boston Combination ....  
Distributed by Judson  
Grocer Co., Grand Rapids;  
Lee & Cady, Detroit; Sym-  
ons Bros. & Co., Saginaw;  
Brown, Davis & Warner,  
Jackson; Godsmark, Du-  
rand & Co., Battle Creek;  
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

### FISHING TACKLE

1/2 to 1 in. ....6  
1 1/4 to 2 in. ....7  
1 1/2 to 2 in. ....9  
1 3/4 to 2 in. ....11  
2 in. ....15  
3 in. ....20

### Cotton Lines

No. 1, 10 feet .....5  
No. 2, 15 feet .....7  
No. 3, 15 feet .....9  
No. 4, 15 feet .....10  
No. 5, 15 feet .....11  
No. 6, 15 feet .....12  
No. 7, 15 feet .....15  
No. 8, 15 feet .....18  
No. 9, 15 feet .....20

### Linen Lines

Small .....20  
Medium .....26  
Large .....34

### Poles

Bamboo, 14 ft., per doz. 55  
Bamboo, 16 ft., per doz. 60  
Bamboo, 18 ft., per doz. 80

### GELATINE

Cox's 1 qt. size .....1 10  
Cox's 2 qt. size .....1 61  
Knox's Sparkling, doz. 1 20  
Knox's Sparkling, gro. 14 00  
Knox's Acidu'd. doz. 1 20  
Knox's Acidu'd. gro. 14 00  
Nelson's .....1 50  
Oxford .....75  
Plymouth Rock .....1 25

### SAFES



Full line of fire and 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, large .....3 75  
Halford, small .....2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

# Are You Coming

If you do come to  
market this fall—see  
holiday goods and  
general merchandise  
at head quarters.  
Make your market  
"home" with us.

Use our sample  
displays — whether  
you buy of us or not.  
Nowhere else can  
you find so large and  
varied a line, so con-  
veniently shown as  
in any of our build-  
ings in these six  
cities:

New York

Chicago

St. Louis

Baltimore

St. Paul

Dallas

Wholly aside from  
the question of pur-  
chases, your per-  
sonal welcome will  
be a warm one. We  
want but an even  
chance at your busi-  
ness. Can you af-  
ford not to give us  
that?

And for more busi-  
ness now—shall we  
send you our August  
catalogue No. J583?

Butler Brothers

Wholesalers of General Merchandise

NEW YORK

ST. LOUIS

BALTIMORE

CHICAGO

(And MINNEAPOLIS)

Early in 1907

Sample Houses:

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.

Will pay cash for drug stock in Michigan. Yearly sales must not be less than \$12,000. Address No. 976, care Michigan Tradesman. 976

For Sale—Dry goods and gents' furnishing store, located in factory district of Akron, Ohio. Building, three-story pressed brick, double store-room each 20x80, connected by arch. Fine show windows, gas and electric lights, cemented cellars. Six years lease. Rent until next March \$54.25, next five years, \$64.25. Rent includes shelving, counters, water, rent and heat. Unexpired time of lease is worth several thousand dollars. Will transfer lease without bonus. Stock in first-class condition. Fine opportunity for a department business. Am doing strictly cash business. Fixed expense of store is small. Stock not large. It is considered one of the best opportunities in the country for small investment. Desiring to retire, reason for wishing to sell. Anyone not wishing to buy stock, will sell lease. Address Francis A. Brodbeck, Jr., 1122 South Main St., Akron, Ohio. 971

Splendid opportunity to make big money on small investment. High-class legitimate proposition. Ground floor if you get in now. You can not afford to miss this. Investigate. A. G. Miller, 70 S. Division St., Grand Rapids, Mich. 964

For Sale—Fine stock of groceries with fixtures. Going good cash business. About \$25,000 per year. Stock invoices about \$2,000, fixtures, \$600. Address No. 962, care Michigan Tradesman. 962

For Sale—Four Spindle Moore Modern Carving Machines, in good condition, complete with tools and bits. Also a complete set of centering attachments for round or irregular work. Price on application. C. F. Thauwald & Co., Cincinnati, O. 961

Clothing stock for sale at once. A chance for the right purchaser to make money. Address I. Netzorg, Battle Creek, Mich. 963

Wanted—Young man with \$4,000 for Pacific coast timber and mercantile business; fine opportunity. Timber, Box 160, Vancouver, B. C. 965

Exchange—I have 120 acres good land to trade for stock of merchandise of about \$5,000. Can give you good deal. Am not professional trader but want to go into business. I. F. Kincaid, No. 2, Louisville, Ill. 966

For Rent—Splendid building for department store; three floors and basement. Also building for cigar factory, or light manufacturing. Good opening. Address Schoolcraft & Co., Port Huron, Mich. 968

For Sale—Clothing and shoe in splendid condition. Invoices about \$9,000. Will sell cheap for cash if sold at once, as we are engaging in manufacturing. Union Clothing & Shoe Co., Lima, Ohio. 969

For Sale—Clean stock of general merchandise, \$3,800. Address Lock Box 306, Clarkston, Mich. 972

Wanted—Three good auctioneers. Apply by letter, stating experience. W. D. Hamilton & Co., Auctioneers, 306 E. Main, Galesburg, Ill. 977

For Sale—First-class drug stock, invoicing \$2,000, \$1,500 cash, time on balance. Good reason for selling. Address No. 621, care Tradesman. 621

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—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—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

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. Invoicing about \$3,000. Will rent building, 30x72, which is an excellent location. Best of farming land and a small manufacturing town. Good grain and produce market. Interested parties invited to investigate at once. Will Isham, Butternut, Mich. 817

For Sale—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—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

For Sale—Practically new Burroughs Adding Machine. Smith Young & Co., Lansing, Mich. 841

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

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—Stock of shoes, tinware, enamelware, notions, etc. Hustling town of 800, good location, good reasons for selling. Box 171, Wolcottville, Ind. 925

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—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

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 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. 890

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. I. Bradford, Ellettsville, Mich. 917

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

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. Seitner & Co., Shepherd, Mich. 931

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 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

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—Position as clerk in grocery or general store. Five years' experience. Best of references. Make me an offer. Walter J. Speeter, St. Charles, Minn. 975

Position Wanted—By young man with twelve years' experience in mercantile business (six years in exclusive clothing). German-American, good salesman, also book-keeper and advertisement writer; town of 2,000 to 5,000 preferred. Best references. Address Ben, Box 45, Alexandria, Minn. 974

## HELP WANTED.

Wanted—An allround experienced shoe clerk. Must be good salesman and stockman. One with some knowledge of dry goods preferred. Address I. B. 28, Alma, Mich. 970

We want one lady or gentleman in each town and city to represent us in the sale of our shears and novelties; our agents make from \$12 to \$35 per week; the work is steady, no heavy samples to carry, and permanent. Salaried positions to those who show ability; write to-day for particulars of our offer. No money required on your part if you work for us. The United Shear Co., Westboro, Mass. 967

A good position for a good woman or man in every town or city. Wheat Steamer Co., Kalamazoo, Mich. 973

Wanted—Resident traveling salesman for Michigan and Minnesota. Must have established trade. Hershfield Bros., Mfrs., Popular Clothing, 624 Broadway, New York. 927

Wanted—Harness, collar and saddle makers. Apply to the Great West Saddlery Co., Winnipeg, Man. Canada. 895

Want ads continued on next page

## Fire and Burglar Proof

# Safes

Tradesman Company, Grand Rapids



## EIGHTEENTH ANNUAL

(Concluded from page forty-one.)  
decide as to the best time for holding this convention. I think the best interests of the order should be taken into consideration more than any little technicality.

Mr. Hammell: I was just thinking that there might be a way around this. This provision is a by-law and I believe you can get around it by a vote of the convention. It seems to me that is the best way you can get around it now. There is no higher body than the convention itself. A motion is now before the house and it would seem to me if that motion is adopted by the convention that you could get around this by-law. We are not pledged to any supreme body. It is a law that governs its own body. I think this would be the best way around it if it could be done.

Mr. Brown: If these people will be liberal with us and give us the unanimous vote in regard to this question, I do not think there will be any trouble in regard to it. You have got men on the Board of Directors who will be better able to tell when this convention should be held than we are at the present time.

N. E. Jones: I want to say in this connection that the best convention we ever held in my judgment in the State of Michigan was held in the city of Saginaw. It was the largest and best banquet we ever had. I think Saginaw will hold out her latch string any day of the year you might go there, but I want to say that I do not want to go there when Saginaw has all in God's creation to entertain besides us.

Mr. Sheridan: I want to say for Saginaw that it does not make any difference when you come. We want to say to you now that we will give you the very best entertainment that one traveling man can give to another, whenever you come.

Mr. Whitliff: Now there seems to be quite a little difference of opinion as to when this convention should be held. The Saginaw people can entertain us just as well in the winter as any other time, and I would make a motion that the next convention be held the first Tuesday and Wednesday in December.

Mr. Brown: Now, the Board of Directors may decide on December. It is up to them.

President: The motion before the house is that the date for the holding of the next convention be left to the Board of Directors to be determined by them. You have heard the motion of Mr. Gould. All in favor of this motion signify by saying "I." Carried.

It was unanimously decided that the time of the holding of the next convention be left with the Board of Directors. Moved and supported that a vote of thanks be extended to the returning officers. Carried.

Mr. Hammell: There was a matter referred to the Committee in regard to Wood's Railway Guide.

Moved and supported that the communication of J. J. Maseon be adopted. Carried.

Mark Brown: There is another matter I want to bring before this convention and that is the report of the Railroad Committee. We would like to have a report from some one as to the fight with the railroads in regard to this mileage book. If there is no one here who has a report we would like to hear from some one in Port Huron. I would like to have it known that the Michigan Knights of the Grip did something to bring this about.

Mr. Gould: I think Mr. Brown could give us about as good a report as any one.

Mr. Day: Mr. Weston was chairman of this Railroad Committee. I find that I was on this Railroad Committee myself. There was something done by the Michigan Knights of the Grip and by a great many members of the Michigan Knights of the Grip. When Brother Weston was taken sick he asked me to take the chairmanship of the Railroad Committee, but everything at that time was well under way. I communicated with the Governor and arranged for him to attend two or three of the meetings with us. I got ready twice to go to Chicago and at one time had my grip packed. The railroad companies being cognizant of this meeting intercepted this meeting by giving us this yellow book. Now the hard work in connection with procuring this book was all done by the Michigan Knights of the Grip. Unfortunately, I had no opportunity of attending these meetings, as the meetings were all postponed until the last one and that was changed by the railroad companies getting together and agreeing to give us the book. But it was done through the Michigan Knights of the Grip and Governor Warner, who took the matter up from here and worked hard. This is all I have to say in regard to the matter.

Mr. Mosher: On behalf of Post H. I want to say that the matter was taken up here in Port Huron and the members worked hard on it.

Mr. Day: I would add here that the letters that came in from the different Posts helped to get us this book.

Mr. Brown: I would like to know if anything has been done at this time. Was that subject brought up at this convention, and was there any more suggestions made at that time as to whether they could produce a book for \$20 and if it is possible for us to do anything whereby it will enable the Governor to do anything to get a straight \$20 book?

Mr. Day: I would like to say that I

had a talk with Congressman Townsend and he said, "Do not accept this book. Do not accept anything but the flat 2 cent rate all over the State." I believe if the Michigan Knights of the Grip on the Committee could get hold of Brother Townsend when he was at leisure they could get some pretty good pointers from him on the subject.

Mr. Hammell: I had a talk with Congressman Townsend on this matter and we sat down and figured it out that the railroad companies have in their possession to-day about \$96,000 of the Knights of the Grip's money, and he strongly urged not only the Michigan Knights of the Grip to take this matter up, but also the Michigan travelers generally. Now, I would like to have it understood that we are opposed to this book and want a flat rate for the State of Michigan.

A member moved that the Michigan Knights of the Grip condemn the straight two cent fare in Michigan in favor of a mileage book good for any member of the family.

Mr. Day: I would like to state in regard to the matter of a railroad book good for the family that we have a law to that effect to-day. The law has never been repealed.

Mr. Brown: That law has been declared unconstitutional. I think you would do better to go ahead and instruct the Railroad Committee to take this matter up. You make it definite then. You give somebody something to do. What this Committee want to do is to take this matter up with the Governor of Michigan and the Legislature and agitate the matter and see if it is not possible to get something done. I would like to have this referred to the Railroad Committee.

Mr. McCauley: I think this matter should be left in the hands of the Railroad Committee and that this convention should instruct the Railroad Committee to go ahead with this work. What I want to say is that the railroad companies be instructed to issue an interchangeable mileage book. I think, however, the Railroad Committee are able to handle this matter.

President: We have a Railroad Committee consisting of J. F. Hammell, E. P. Waldron and J. J. Machon.

Mr. Hammell: Now, if we expect to get anything from the railroad companies we want to get it through the Legislature. I happened to be president of the organization when this Northern mileage book was procured. The idea went out that the Michigan Knights of the Grip were favoring a two cent rate. It was a great deal better to buy a book on every road. I think whatever instructions you are going to give here should be given to the Legislative Committee. Now, Mr. Frost is chairman of the Legislative Committee and is now a member of the Board of Directors. He is a good man and can do good work and I would suggest that your instructions be given to the Legislative Committee along this line.

Mr. Brown: That would eliminate the Railroad Committee. From now until Jan. 1, the Legislative Committee will be the only Committee that can do any work. I would like to see this matter referred to the Committee on Railroads, as Mr. Waldron suggests.

Mr. Hague: I move that this matter be referred to the Legislative Committee. President: You have heard the motion of Mr. Hague. What will you do with it? Moved and supported that the motion of Mr. Hague be adopted. Carried.

There being no further business to come before the convention, the meeting adjourned.

F. L. Day, Secretary.

## Meeting of the Board.

The annual meeting of the Board of Directors of the Michigan Knights of the Grip was held in the parlors of the Hotel Harrington, Port Huron, Friday, July 27, at 8:30.

The meeting was called to order by the President, H. C. Klocksiem.

A letter was read by the Secretary from the President of the Board of Trade at Saginaw, W. S. Linton inviting the Michigan Knights of the Grip to hold the next annual convention in that city.

Moved and supported that the invitation of President Linton be referred to Post F. of Saginaw. Carried.

The Secretary and Treasurer presented their respective reports, which were embodied in their annual reports to the convention. Both were adopted.

Moved and supported that the bill of the Acorn Press, of Jackson, for \$27.20 be allowed and an order drawn on the Treasurer for the amount. Carried.

The following bill of F. L. Day, Secretary, was approved by the Finance Committee:

Incidentals .....	\$ 3.90
Salary .....	\$ 2.28

Total .....	\$ 6.18
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Moved and supported that this bill be allowed. Carried.

A bill was submitted in favor of John R. Kelley, for \$34.11, being 2 per cent. on \$1,705.65.

Moved and supported that this bill be allowed. Carried.

Moved and supported that the officers and Board of Directors be allowed their actual and necessary expenses to attend Board meeting only during the annual convention. Carried.

Moved and supported that \$75 be allowed F. L. Day, Secretary, for stamps. Carried.

The following death claims were submitted:

Beneficiary of Ralph Blocksma.  
Beneficiary of Wm. F. Ballentine.  
Beneficiary of H. P. Rockwell.  
Beneficiary of E. P. Dana.

Moved by Mr. Goppelt that these claims be allowed and warrants drawn to pay same. Carried.

Moved and supported that the expenses of the members of the Board of Directors, amounting to \$67.87, be allowed and warrants drawn for same. Carried.

Moved and supported that another assessment be levied on September 1, ending September 30. Carried.

Moved and supported that a vote of thanks be extended to the management of the Hotel Harrington for the hospitality extended to the Board of Directors while in session in Port Huron.

An invitation was extended by Mr. Goppelt to hold the next Board meeting in Saginaw.

Moved and supported that the Board of Directors accept the invitation of Brother Goppelt to meet in Saginaw; this meeting to be held at 7 p. m. the first Friday in September. Carried.

There being no further business to come before the meeting, the Board adjourned.

F. L. Day, Secretary.

It is said that not a traveling man in Detroit draws a bigger salary than Thomas C. Harris, selling tailors' furnishings for Rudolph Freidenberg. If he was on a level with the youngest beginner for a tea and coffee firm, "Tom" would still be the center of a big and densely packed circle of friends, both on and off the road. Big, robust, jovial, and above all a man who "produces the goods," whether getting orders or arranging a social affair, there is but one Tom Harris. Socially he is identified principally with the Elks. He has been chairman of the Social Committee several times, and it is said that the Committee of which he was chairman and "Nate" Jackson and William Walker the other members, was never excelled. It had in charge the big Elks' carnival a year ago. In a business way Harris is said to be coveted by several big New York houses, who repeatedly have tried to buy him, but Freidenberg has known a good thing and has met every offer. That is why Harris walks among the nabobs of the grip and is declared to be the highest-priced salesman in Detroit. He is married and lives in the Central Apartments.

Menominee—The cut of the saw-mills along the Menominee River at present is mostly hemlock, which sells at high prices and is in such demand that most of the stock is shipped half dry. Hemlock lumber has been going up for the last two years and prices now are the highest in the history of the industry. A good deal of tamarack also is being sawed along the Menominee, which is manufactured into square timber, mill stuff and flooring. For these dimensions it has taken the place of white pine and is almost as good as that wood for certain purposes.

Plainwell—The Plainwell Shoe Co. has been organized, capitalized at \$40,000, with \$20,000 paid in. The stockholders are all local people. The company will manufacture boys' and misses' shoes. Preparations will be made at once to erect a factory on the Ireland site. It is expected that 125 persons will be employed.

Grayling—Archie McKay and A. E. Peters have leased the old French lumber yard, pond and mill site at this place and will erect a saw and planing mill. They will buy logs and manufacture lumber and engage in the retail and wholesale lumber business.

## Fatherly Advice.

A Representative in Congress from Indiana has a son who was recently nominated for a State office, on which occasion the old man proceeded to give him some advice:

"Now, Dick," he said earnestly, "just lean a little toward everything; but don't commit yourself to anything. Be round, Dick; be perfectly round, like a junk bottle, and just dark enough so that nobody can see what's in you—and you'll get along."

S. Etterbeck has engaged in the grocery business at the corner of Columbia avenue and Seventeenth street, Holland. The Judson Grocer Co. furnished the stock.

## BUSINESS CHANCES.

Newspaper—If your town needs and will support a live newspaper, please give particulars and address J. E. McMullen, 4823 North Clark St., Chicago, Ill. 978

Wanted—A stock of furniture in good town or small city in Michigan or Northern Indiana. The Miller Investment Co., 70 S. Division St., Grand Rapids, Mich. 979

Wanted—Location for stock of general merchandise in Michigan, Ohio or Indiana. Address Lock Box 3, Springfield, Mich. 980

For Sale—Grain elevator at Hudsonville, Mich., on tracks of P. M. Ry., near main street, \$700. Good chance for live man to make some money. Valley City Milling Co., Grand Rapids, Mich. 985

For Sale—Livery and feed business. Good location. A money-maker. Address Dr. J. E. Hunter, Ashley, Mich. 981

Wanted—Sealed bids will be received up to noon Friday, August 10, 1906, for putting in steam heating apparatus at school house, Thompsonville, Mich. The board reserves the right to reject any or all bids. H. Stockhill, Director. 983

For Sale—A prosperous hardware business and brick store building in the best section of southeastern Minnesota. Address for particulars, "S", Box 204, Austin, Minn. 982

Steam laundry, located in hustling town of 15-1800 inhabitants in Western Michigan, for sale on easy terms. Only laundry in town and a fine opening for the right man. Write Helmer Rabild, Lansing, Mich. 985

A clean stock of general merchandise, inventorying about \$2,000. Can reduce. Situated in heart of elegant farming country. Can rent building and store fixtures, also living rooms. Particulars by mail. Will sell right. Address No. 984, care Michigan Tradesman. 984

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

\$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 Altschuler, 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

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

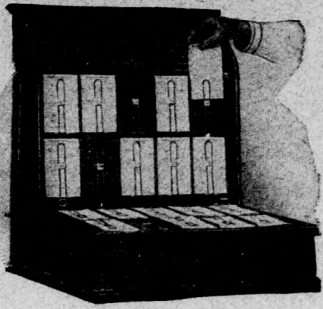
Wanted—Drug stock. Must be good paying business, at right price. Northern Michigan preferred. Address with full particulars, No. 935, care Tradesman. 935

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—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





## In The Dark

Mr. Merchant:

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