



CHANT of WEARY SOULS

We come from the war-swept valleys,
Where the strong ranks clash in might,
Where the broken rear guard rallies
For its last and losing fight;
From the roaring streets and highways
Where the mad crowds move abreast,
We come to the wooded byways
To cover our grief and rest.

Not ours the ban of the coward,
Not ours is the idler's shame;
If we sink at last o'erpowered
Will ye 'whelm us with scorn or blame?
We have seen the goal and have striven
As they strive who win or die;
We were burdened and harshly driven
And the swift feet passed us by.

When we hear the plaudits' thunder
And thrill to the victors' shout
We envy them not, nor wonder
At the fate that cast us out;
For we heed one music only,
The sweet far Voice that calls
To the dauntless soul and lonely
Who fights to the end and falls.

We come—outworn and weary—
The unnamed hosts of life;
Long was our march and dreary,
Fruitless and long our strife.
Out from the dust and the riot—
From the lost, yet glorious quest—
We come to the vales of quiet
To cover our grief and rest.

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Let that Telephone be the One that will Meet

All Your Requirements

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SNOW BOY WASHING POWDER.

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MICHIGAN TRADESMAN

Twenty-Third Year

GRAND RAPIDS, WEDNESDAY, AUGUST 8, 1906

Number 1194

GRAND RAPIDS FIRE INSURANCE AGENCY

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DUPLICATES OF

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

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GREATER GRAND RAPIDS.

There are few citizens—that is, citizens who are truly worth while—who do not give thought and evolve ideas as to what might be done to add to the general value and increase the growth of the city in which they live. And the conventional first thought takes the form of additional factories. "Give us new industries!" is the universal cry.

Industries are necessary and helpful and every man who aids in the establishment of a successful, permanent and growing industrial enterprise is a public benefactor. As a rule, such ventures are developed chiefly through the activity, public spirit and cash resources of men who have acquired a surplus of funds beyond what is required for their expenses, which surplus they desire to utilize at a profit and so are required to take chances.

Men who have such excess of funds are, as a rule, able to live where they choose and, naturally, city or town, they prefer the place having the greatest attractions in the way of public utilities, public luxuries and educational and social resources that are satisfactory.

Thus it comes about that one of the most potent factors in the growth of a city is in exact proportion to its possession of men who, retired from active business, have abundant cash resources and are carefully and quietly on the lookout for investments while they enjoy the home they have adopted.

For this reason it is miserable municipal economy to indulge in cheap paving, inadequate sewer facilities, penurious parks and boulevards, cheap make-shifts for school and library purposes and niggardly quarters for city officials and the business of the city. Insufficient equipment for a city's water supply, for its fire and police departments and inadequate hospital resources are criminal, but no more so than is a stingy adminis-

tration of its Health Department.

Generous and sufficient discharge of a city's full duty in these respects is necessarily expensive, but it is invariably a most profitable investment and, while taxes necessarily grow, assessed valuations developed through such tactics are genuine and permanent, grow as rapidly as they may. Such a policy, honestly and courageously carried forward, can not fail to benefit a city in splendid proportion to the aggregate of whatever the investment may represent.

No city has greater natural conditions as a home town than has Grand Rapids. Few cities have better public buildings or school buildings, hospitals or churches. But there are resources, not yet utilized, which would contribute with tremendous force toward a more rapid growth of our city, if they were developed as they might be disclosed. A well-considered and generously-carried-out plan—already splendidly begun—of parks and boulevards, would do as much and do it at once to increase the growth of Grand Rapids as would the location of a dozen new factories within her borders.

Men of wealth love pleasure and such love becomes more intense when it can be enjoyed amid beautiful surroundings. Such men own good horses and are fond of driving. They enjoy the automobiles they own, but they must have good roads. Men not so wealthy love the rides they take now and then in a hired automobile or with the horses they hire at the livery stable. Other men, rich and poor—many rich and many poor—are passionately fond of a walk in the country. Such boulevard and park possibilities as are easily within reach of Grand Rapids, developed to even a medium extent, would place our city in a position almost unique in its attractiveness to many as a place of residence.

We have already a right of way of nearly seven miles along our river side. Extend it eastward to the Children's Play Ground and to and around Reed's Lake, with an interesting diversion enroute to Antoine Campau Park and so down Madison avenue to Fulton Street Park. From the lakes carry the plan around to the north and west to the Soldiers' Home and North Park, with another pretty offset to Highland Park, thence by way of College avenue to Fulton Street Park. From North Park cross the river and carry the system south to Lincoln Park and John Ball Park. This would mean, approximately, twenty-two miles of boulevard and would cost, if done within the next two years, upward of \$250,000. If we wait ten years it would cost fully three times that amount.

If we had such a system perfected to-day, its natural beauties of hill and dale, woodland vistas, lake and river views, together with the splendid driveway and the floral and foliage adornments that would come perforce, would attract to this city as permanent residents and willing, frequent investors in all kinds of business enterprises hundreds of splendid men who have made their fortunes and are ripe and anxious to locate in just such a city as Grand Rapids would be under such conditions.

And as a result of such additions would come, steadily and surely, scores of new factories, shops and homes for those employed therein. The growth of the city would become infectious and there would be no more "sides." It would be Greater Grand Rapids throughout, with the North Side, East Side, West Side and South Side all booming together and alike. The city's street car system would be forced not only to extend its lines, but to increase its equipment and give us three-minute service instead of anywhere from ten to thirty-minute service.

And there are other things that would come. There would be cross-town car lines on the hills each side of the river; our Common Council would not so far lose its dignity as even to receive a proposition to cover its refuse cans with advertisements. We would have interurban cars traveling in and out of the city in all directions; then on Sundays and holidays the street railway people couldn't "short-measure" the people on their minor lines in order to take care of the rushes to the Lake, North Park and John Ball Park.

In brief, Grand Rapids would have outgrown all its small city notions and traditions. Merchants would know that the trade shut off through closing their doors on the Fourth of July or some other holiday they would surely get on the day following; that the closing of stores on any set day would soon become recognized by their patrons, who would govern themselves accordingly.

These changes—and others quite as advantageous—are certain to come sooner or later to all cities above 50,000 people. Why need Grand Rapids wait for the rejuvenation? With her fond delusion—and it is a delusion—that she is a real-for-true city it will be easy to part and, once shaken off, her natural impetus reinforced by the spirit of the times and backed by harmonious good will and citizenship, the realization of a Greater Grand Rapids of a truly metropolitan city having no superior as a home city—will be easy and rapid.



Foliage, Flowers and Vegetables in Window Displays.

Now, if ever, the dealer in fresh vegetables may get up some color schemes that are most charming bits of "still life." The greens and reds are so very green and red that they may be arranged in any amount of attractive combinations: circles, squares, parallelograms, triangles, stars, etc. Even a flag might be constructed of the different vegetables, with, perhaps, the assistance of flowers to carry out the picture.

By the way, I often wonder why grocers don't combine flowers more with their fruit exhibits. What looks cleaner, for example, than white perennial phlox in the house or in the grocer's window? It may form a border at or near the outside of a square of brilliant colors. Placed so that the white notched discs rest against red peppers is a telling argument in their favor. Not all garden nor wild flowers lend themselves gracefully to this sort of decoration, however; also care must be taken to select only those which will harmonize in tint and shape with the vegetables and fruits. Self foliage is well to choose for this sort of decoration. A pyramid of apples surrounded by their own greenery and surmounted by a bushy-looking little twig of the same would look attractive. Even common tomato and potato vines are not homely.

I am not aware that the above idea has been utilized in the local stores. At any rate it is not overworked, as is the straight-row leafless vegetable one. Any one is capable of laying out parallel lines of green stuff, but it's the "something different" that causes more pedestrians to stop their mad chase after the Almighty Dollar or anything else to which their footsteps tend. Be original in your trims—let them have some individuality if you have to lie awake half the night thinking up some plot to get ahead of your lazy neighbor in this laudable direction.

* * *

Too much consideration can not be given to the floor and background of a window. Many trimmers owe more to their acknowledged success to painstaking construction of these details than to any other one factor of their work. Special appropriateness to the goods to be exhibited, non-clashing of colors and neat composition are particularly enjoined. Don't be satisfied with an any-old-way performance, but give a "three-ring show" every time. In no other way can the "ticket wagon" of your employer so surely draw the "crowds."

For the Window Trimmer.

The window trimmer must have taste; not native taste only, but a cultivated taste. He should be able to discriminate between what is ugly and what is beautiful; his perception should be quick to respond to the niceties in his art; his sensi-

bilities fine and delicate, to appreciate the higher forms of the beautiful. He can never hope to become an artist without the factors and qualities necessary to the making of an artist. If he is without taste or has a taste of low development, his work will put forth a taste to correspond. If his appreciation for the beautiful is lacking there will be nothing of the beautiful in his trim. He can do nothing more toward exciting the pleasure for the beautiful in others than he himself can put into his work. Art is great and sublime when the soul-spirit of the artist in its highest flight imparts a sort of divineness to his work.

Thus it is that every window trim reflects the kind of mind behind it. It shows him a man either of native taste only, or of a low order of developed taste, or one possessing to a high degree the love of the beautiful in art. The higher his taste for the beautiful the more of his soul-spirit will shine through his art. Here we find a law of intelligence that separates the window hang from the window trim. It is the distinction between the work of native taste and that of cultured taste. The window trim, on the other hand, is the outgrowth of cultured taste which rises to a high appreciation for the beautiful in form and decoration. Little skill or training is required to produce a window hang, while the window trim demands artistic taste of a high color and an appreciation for the beautiful in art.

Window trimming is daily becoming more popular, owing to the pleasure it affords, as well as its usefulness as an advertising medium. These facts of themselves are sufficient incentives to make the trims the best possible. If the highest ideals of what a trim should be can not be obtained at once, the time will come when they can be obtained, provided the work is studied in all its details from a scientific standpoint. Some may say to attempt a trim upon scientific principles would surely fail. That may be true, but it does not prove that science will have no place in the art in the time to come.

Building Blocks Made from Stamp Mill Sand.

Calumet, Aug. 7.—A new industry which has reached considerable importance at Lake Linden is the manufacture of miracle blocks, tile piping, fence-posts, etc. The sand used in the manufacture of the blocks is secured from the stamp mill tailings of the Calumet & Hecla stamp mill. This, mixed with the best Portland cement, makes an excellent building block. In making these blocks a narrow air space in the center is provided for. The Lake Linden concern is turning out sixty-five pieces daily and the output will be greatly increased as soon as machinery and men are secured.

It is reported that the State Chemist of Nebraska is making extensive examinations of prepared foods. Recently he planted in an ordinary flower pot some seeds extracted from "pure strawberry jelly" and now has quite a crop of millet.

Are Men's Clubs a Blessing or Otherwise?

The Man's View.

A club is a necessity to the poor, lone bachelor, and it is in the way of being a great convenience to the married man as well.

If it was not for my club I should be the poorer to-day by not having the friendship of half a dozen of the best of good fellows and a pleasant acquaintance with at least three-score others.

If it were not for my club where should I be able to get that light and well-cooked lunch, that cozy and inexpensive dinner? Where should I spend my evenings, particularly the winter evenings?

Of course, a married man has his house and his wife, but I've heard it whispered that even the most happily married of my sex is the better in every way for an evening spent in the society of his fellows. Sometimes, when a man's marriage has turned out bad he thanks heaven for his club.

To him and his kind the club is a heaven-sent invention. At a club a man can, for that which is after all an absurdly small yearly payment, obtain the service of a body of well-trained servants, the run of a number of rooms furnished in a style he, in most cases, could not possibly afford; the use of billiard table and card table appointed in the best possible manner, and is enabled to select his ephemeral reading matter from a stock which has been chosen to suit all shades and kinds of taste.

In a club one is one's own master absolutely. If a man desires quiet he can have it in his club, for are there not rooms in which no voice is raised above an undertone? If he desires laughter and the sound of voices, are there not rooms where many groups encircle the blazing hearth?

Can a man hope for such good times anywhere but at his club?

No domestic troubles are allowed to intrude into a club. The only time when the domestic arrangements of the club itself are allowed to intrude themselves upon the notice of the members is on the occasion when the building is turned inside out for cleaning. This is done when most of the members are out of town, and an invitation to such members as may still be in their old haunts is always issued by a neighboring club.

Women are, I know, as a body, dead against clubs. But it is they themselves who drive men to the shelter of the clubs by their utter lack of sympathy with a man's need. Some women think that because, as a general rule, women are not allowed in club buildings the members must be reprobates of the very blackest dye.

The Woman's View.

What a man wants to belong to a club for I can't think. There can't be very much fun in sitting in big armchairs and reading papers all the evening. Gambling in cards and billiard playing, which is the curse of club life, must get tiresome after a while.

Clubs make men selfish and altogether detestable.

That is easy to say, isn't it? But it is just as easy to prove.

When a man belongs to a club he does not consider anybody except himself. And he does not have to do anything for himself either.

He becomes so eaten up with his own importance that he wants waiting on hand and foot, and never considers his servants or his people or anybody else. Other folk he treats as dirt beneath his feet.

But that is not the worst by a long way.

Clubs are very luxurious; more luxurious than most of the members' homes. That is the reason why so many young fellows don't marry nowadays.

Why should a man marry when by belonging to a club he can get nearly all the comforts of a home without any of the worries?

That is one of the reasons why I think clubs are a danger to the country. What would the men think if the majority of womankind herded together and refused to have anything to do with the opposite sex?

Clubs teach men to be extravagant, too. Why, I've heard that men pay perfectly awful sums for wine in their clubs, and they spend many a dollar playing billiards.

Then there is a most serious thing. Suppose a man who is a member of a club does marry, he is so used to spending his evenings there that after a few months of married life he resumes his old habits.

This would not be so bad—though it is very hard that his poor wife should be left alone—but that once he gets inside the club the man is apt to think himself a bachelor again and spend money on his own enjoyment that he ought by right to be spending in his home.

I consider clubs the curse of married life. They make the man a selfish machine with but one end in view—enjoyment. He loses all home ties; all interest in his family and home is lost; he lives for himself, and those of his own family circle can get on as best they may.

Religion No Excuse.

A certain theatrical manager of Chicago tells of an Irish policeman in that city possessing Dogberry-like traits.

On one occasion, at midnight, the custodian of the law overhauled a sleep-walker who was promenading a principal thoroughfare clad only in his night robes. When the officer had awakened the unfortunate man, placed him under arrest, and was hustling him off to the station, the sleepwalker exclaimed with indignation:

"Surely you are not going to lock me up?"

"Surest thing you know!" airily responded the bluecoat.

"Why, man, I can't be held responsible for the predicament you find me in! I am a somnambulist!"

"Sure, it makes no difference what Church ye belong to," sharply returned the officer; "ye can't parade the streets of Chicago in your nighty!"

BUSTER BROWN FUN.

Sunday "Comics" Doing a Great Deal of Mischief.

Written for the Tradesman.

"It's all right to sit and laugh over the illustrations in the comic sections of the daily newspapers," said a druggist, the other day, as he rolled up a bundle of the yellow prints and dumped them in the furnace, "but they don't go in my house. I've seen enough trouble from them."

"What's the matter with them?" asked a customer. "Are you getting so old and ill-tempered that you can not see the fun in anything?"

"I can't see the fun in showing children how to raise the devil," was the reply. "Those Buster Brown illustrations make me weary. If you had a boy like that you'd send him to the reform school."

"I should do something with him," was the reply.

"I wonder how many children are imitating his pranks this very week?" said the druggist. "The only funny thing about the pictures is the dog, and he's got more sense than the boy. And then there are the 'Jimmie' pictures. The boy always has a good time when he runs away. And the Katzenjammer kids—have I got the name right?—always make trouble for some one when they start in."

"But all these kids get what's coming to them in the end," observed another customer with a grin.

"Oh, that doesn't count," replied the druggist. "Children believe that they can do the cheap tricks shown in the comic supplements and avoid the spanking scene. You have seen children skating on thin ice. They all know that some one will get wet if they keep on, but each one thinks it will be some other one who will get the soaking, and the game is kept up until the ice breaks and there is a very cold kid in the water, howling for help and wondering what mamma will say when he goes home with a fairy tale about being thrown in by a boy twice his size."

"The pictures are bad from an artistic standpoint, anyway," said a customer. "They give me the shivers. It appears to me that the managing editors of the newspapers are daffy on pictures. They will take up a whole page with a badly drawn and badly printed picture of a woman who would have to be made over to get into a beauty show. How much more sensible it would be to fill the page with good reading matter. And portraits! Not long ago a daily paper printed a young man's picture three times in a week. He was in the public eyes for some reason which I do not now recollect. Every newspaper office has a lot of 'stock' cuts of the big financiers and the big rogues of their field, and they use them on every possible and impossible occasion. Now, the purpose of printing a picture is to show readers how the man who is talked about looks, yet papers print, a dozen times a year, the pictures of men who are known to practically every man, woman and child in the town."

"Most managing editors now devote their time to making a page look like a country auction bill," said

the book-keeper. "They don't ask if the news is of general interest. They ask if it will 'play up' well. The other day a United States Senator died and his career was given half a column. The same paper gave a page with six illustrations to the story of how a fireman saved a pet cat at a tenement house fire."

"That is bad enough," said the druggist, "but I started in to roast this yellow Sunday supplement matter, and I haven't got to the point yet. They ought to be suppressed by law. The other day a young boy who had been reading Buster Brown stuff came in here and started a fight between his dog and my cat. Perhaps he thought his exploit would be played up in job type. The cat clawed one eye out of the dog and I paddled the young Buster until I lost the trade of the family."

"Well, what do the children expect?" asked the book-keeper. "They expect to be laughed at. They see their parents and others laughing at the pictured pranks of Buster, and they think they can secure applause in the same manner. Boys are wild enough without having lessons in mischief laid out for them."

"The worst feature of it all has not yet been mentioned," said the druggist. "The Sunday comics teach disrespect to parents and to the aged. When an artist or a writer is obliged to resort to old age, or to infirmity, or to poverty in order to make a point to his joke, he would better be sent to the hospital. When parents are made the butt of cheap jokes in the newspapers they will be made the subject of cheap jokes in real life. The system destroys the respect of children for their parents."

"Well, the cheap artists will go right on with their work, and people will keep on buying the papers," said the customer. "People who will not permit their children to draw works of fiction from the public library will buy the Sunday comics and turn the supplements over to them. It is all right, to my way of thinking, if such people get a 'little Jimmie' joke played on them sometimes, but the trouble is that the young ones do not confine their tricks to the family. There is a howl about the cheap Wild West novels, but these comic supplements do more harm than the novels ever did or ever can do."

"The Wild West novels are bad enough," said the book-keeper. "but more people yearly go crazy over religion than over novel reading, yet he churches keep right on doing business. The fact is that we must not take things too seriously. The mind that is not well balanced will go off the hook at anything, and the thing which gives the last push is not always to be blamed."

"But I am talking about children," insisted the druggist. "What do they know about a correct line of conduct? They see people laughing over the tricks of Buster Brown and Little Jimmie, and they do not understand why they may not do the same things and get admiration. Of course they find out, in time, that what is fun for imaginary children is not fun when brought into real life, but they

make a lot of trouble before they reach this point. The Sunday supplements ought to be suppressed."

"You can't make angels of children," said the customer, "even if you do stop the yellow supplements."

"We might help some by shutting off this school for devilry," replied the druggist. "I don't want my children to take Buster Brown for a hero."

Alfred B. Tozer.

Insignificant Mistakes Sometimes Destroy Very Best Trade.

Written for the Tradesman.

'Tis sometimes such a tiny, such an insignificant thing that can divert the stream of trading to another channel of business.

A lady told me, the other day, of a little incident which so turned her against a certain local store that she has decided to transfer all her shoe patronage to another one farther down the street.

The dislike grew out of the carelessness of a boy clerk. The proprietor was not in the least to blame, in fact did not know of the mistake of his blunderbuss of a kid-clerk.

The lady was going to a reception and was down town in the afternoon of the same day. Her invitation read "from 4 to 6." She was detained with various errands until five minutes past 4, and then was obliged to get a pair of rubbers to wear over her oxfords to the reception as the indications pointed to showers and she has the misfortune (or fortune) not to be "carriage folks." Stepping into a store which she was in the habit of visiting quite frequently, she looked about for the clerk who always waited on her. Not seeing him, she asked for him of the youth who came forward to wait on her.

"He isn't here—gone out a while," said the boy, who was about 17 years of age.

"Well, I want some rubbers," said the lady. "I want to pay for one pair and take two pairs home, to see which fit the better on some shoes I have there, and I'll bring back to-morrow the pair I don't keep."

"All right, sit down, I've a customer back here," and then the lady noticed a funny-looking oldish man with a square-toed shoe on one foot, trying on some tan sandals. He seemed to be a fussy old chap and the boy appeared anxious to get back to him.

"Oh," said the lady, "I couldn't think of sitting down—I'm in such a very great hurry—I have an appointment."

"What did you wish?" enquired the young fellow. "Storm rubbers?"

"No, no, not storm rubbers," was the emphatic rejoinder, and she named the two sizes she would take home.

The boy looked at a few boxes and did up two pairs of the sizes the lady asked for. The proprietor having by this time arrived on the scene she paid him the 65 cents and hastened out of the store, explaining to him as she left that she would return one pair on the morrow.

Then she hustled to her home a half dozen blocks away and flew around to get ready for the reception to which she was invited.

Opening up the parcel of rubbers

she had toted home in order to save the time it would have taken to have them delivered, she was surprised to find that one of the pairs were storms! After her very explicit statement that she did not wish storms at all she had lugged a pair home with her. If she hadn't been in such a great rush the lady might have laughed at herself for carrying home something she had positively declared she would have none of; but now the matter had quite a different aspect.

And then another trouble confronted her: the pair of rubbers that were not of the storm variety were much too long in the heel—so much so that they were in danger of slipping off at every step. There was not a minute's time to lose so the lady was obliged to give up the pleasure of a nice new pair of shining rubbers and wear an old shabby pair that illy accorded with her pretty white dress. To be sure she didn't have to wear them downstairs to the receiving line and the chitchat and the refreshments; but she did have to walk up the long flight of stairs in them and when she stuck out her shapely foot she had to run the gauntlet of the critical glances of the maid in attendance who removed them. Mumbling to the latter something about "not being able to get new rubbers in time," the lady felt her cheek grow hot at the necessity for explanation.

The vexation spoiled her enjoyment for a while, but she tried to forget the annoyance and rise above the disagreeable little circumstance. The harp music was entrancing and in that and the gay converse of charming guests the feeling of irritation wore off.

But, try as she will, every time the lady goes past the offending shoe store those rubbers pop themselves into her head and renew her umbrage.

It's too bad for a store to lose, permanently, fine trade through an inexcusable error—one that might have been avoided by such a small amount of care—but I don't know as you can blame the patrons. It is their own money they are spending and they certainly have the right to dispense it where, the merchandise being equal, they get the best service. C. C. C.

Good Report from the Capital City.

Lansing, Aug. 7—The Lansing Business Men's Association, which has contributed liberally to the improvement, rejoices that the new macadam road to the Agricultural College is now half completed. The road will be the finest highway built under State aid in Michigan, and will be maintained as a model road.

The victory of the Oldsmobile in the Glidden contest is regarded here as indicating renewed prosperity for the Olds factory. The machine was one of the thirteen perfect cars in the contest, and the price at which it is sold is less than any of the other cars securing a perfect score.

The Clark carriage factory, damaged by fire three weeks ago, is being rapidly rebuilt. The plant will probably be in operation again by fall.



Movements of Merchants.

Galien—J. B. McMaster has opened a new bakery.

Calumet—A. C. Croze succeeds Croze & Ruelle in the meat business.

Port Huron—Fred Schmude has sold his meat market to Wm. Dalton.

Calumet—Charles Delosso has sold his fruit stand to Tambelini Bros.

Fenton—Geo. L. Jeudevine & Son have sold their meat market to Geo. Butcher.

Red Jacket—The Calumet State Bank has increased its capital stock from \$50,000 to \$100,000.

Saginaw—Henry E. Lee has bought the interest of his partner in the planing mill property of Lee & Christie.

Cassopolis—Northrup-Bonine & Zeller have sold their furniture and undertaking stock to W. D. Iseman, of Ithaca.

Port Huron—Mrs. M. A. Curran has opened a cigar, tobacco and confectionery establishment at 1439 Pine Grove avenue.

Otsego—John I. Snow has admitted his son, Merle, to partnership in his grocery business. The new firm will be known as Snow & Son.

Reed City—W. L. Brown has sold his fruit and confectionery stock to Geo. Banning, who will continue the business at the same location.

Laurium—The furniture business conducted by C. E. Davis has withdrawn from business at this place. He has other branches elsewhere.

Adrian—Grinnell Bros. have purchased the stock of the B. F. Jackson Music Co. and have moved same to their store at 11 North Main street.

Allegan—Roy Priest and John Sebright have engaged in the grocery business and will occupy the building formerly occupied by F. M. Johnson.

Nashville—Frank McDerby has uttered a trust mortgage on his shoe and grocery stock, securing his creditors equally. L. J. Wilson is named as trustee.

Manton—B. Disbrow, son of Nathan Disbrow, has purchased the grocery and confectionery stock of A. W. Wilson. Mr. Wilson has not yet decided what business he will enter.

Big Rapids—Thos. Skelton will move his stock of men's furnishings to Barryton. Mr. Lane has rented the store formerly occupied by Mr. Skelton, and will open a grocery store therein.

Hancock—Paul Hendrickson has leased the vacant store in the Levy building and will occupy it with a general merchandise stock soon. He was formerly connected with the firm of Hendrickson & Mantta, at Ripley.

Saginaw—J. M. Croley, who has been engaged in the drug business at the corner of Genesee and Michigan avenues for several years, has sold his stock to George Wood, who will continue the business at the same location.

Battle Creek—P. E. Wright has purchased the interest of Mr. Cooley

in the meat market firm of West & Cooley. Mr. Wright has had long experience in the meat business, having sold his former market to the Cornwell Beef Co.

White Cloud—Mr. Mallery has sold his interest in the Pioneer meat market to Mr. Patterson, who will take his son into partnership and continue the business under the style of Patterson & Son. Mr. Ryan will remain with the firm as meat cutter.

Detroit—Charles W. Restrict has merged his lumber business into a stock company under the style of the C. W. Restrict Lumber Co. The capital stock is \$300,000, all of which has been subscribed and paid in—\$25,000 in cash and \$275,000 in property.

Grand Ledge—A stock company under the style of W. L. Ireland & Co. has been organized to handle grain, beans and hay. Wm. L. Ireland, of Chesaning, has taken \$9,000 stock; M. D. Kirby, of Lansing, has taken \$2,200, and E. I. Isbell, of Jackson, has taken \$1,000.

Kingsley—The business men of the village, at a meeting held last Friday night, decided to have a field day here this month. The following committee was appointed to arrange a date and a programme for the same: William Wright, Ralph Case, Earl Case, George Van Gorder, L. E. Tripp.

Naubinway—C. C. Potter, of Bellaire, and A. D. Day, of Naubinway, will engage in the general mercantile business at this place. Mr. Potter is a well-known lumberman of Bellaire, while A. D. Day has been favorably known by the residents of this portion of the Upper Peninsula for fifteen years.

Vicksburg—J. A. Richardson has sold a half interest in his general stock to L. H. Weldin and the business will hereafter be conducted under the style of Richardson & Weldin. The change will enable Mr. Richardson to devote more time to the Vicksburg Clothing Co., of which he is General Manager.

Walton—A crew of about a dozen men are at work for L. P. Haskins on the cranberry marsh. A dam has been built that holds the water back and the swamp is being made ready for the setting out of the cranberry plants. It is expected that forty acres will be set to plants and that next year there will be enough berries so that everyone in Northern Michigan can have cranberry sauce with his Thanksgiving turkey.

Manufacturing Matters.

Detroit—The Northern Manufacturing Co. has changed its name to the Northern Motor Car Co.

Detroit—The Gabriel Concrete Steel Co. has increased its capital stock from \$20,000 to \$75,000.

North Adams—The North Adams Creamery Co. has been incorporated with a capital stock of \$1,500, of which \$1,350 has been subscribed and paid in.

Holland—The Holland Furnace Co. has been organized with an authorized capital stock of \$50,000, of which amount \$38,000 has been subscribed and \$5,000 paid in in cash.

Addison—Azarial Smith has merged

his flour milling interests into a stock company under the style of the Addison Flour Milling Co. The capital stock is \$20,000, all of which has been subscribed and paid in.

Detroit—The Leather Label Overalls Co. has been incorporated to manufacture clothing and overalls, with an authorized capital stock of \$10,000, all of which has been subscribed and \$6,000 paid in in cash.

Fenton—L. E. Freeman has made much improvement in the appearance of the creamery buildings which he lately purchased and converted into a cheese factory. Several hundred dollars' worth of new machinery has been installed.

Reed City—The flooring plant of the Welsh Manufacturing Co., after a shutdown for a general overhauling, has resumed operations and is crowded with orders to such an extent that it is expected night and day shifts will be put on.

Milan—The Stimpson Scale and Manufacturing Co. has been incorporated to manufacture machinery and tools, with an authorized capital stock of \$92,000 common and \$18,000 preferred, of which amount \$52,660 has been subscribed and \$53,000 paid in in property.

Tawas City—The Tawas Manufacturing Co.'s plant, engaged in the manufacture of skewers for the foreign trade, has been closed by a Chicago firm which holds a chattel mortgage on the property. It appears the concern has not been able to meet expenses. It is possible the Chicago parties may take hold and operate the plant.

Detroit—The Air-Eighty Swing Co. has filed articles of incorporation to build, sell, lease and operate an amusement device invented by John S. Winnett. The paid in capital is \$32,500, of which \$500 is cash and \$32,000 in the form of the exclusive control of the device in the United States. John S. Winnett holds 1,499 shares, Henry B. Shantz and Wm. J. Lehman 750 each, Wm. M. Mertz 250 and Walter F. Stimpson 1 share.

Marshall—Frank Corey, owner of the Custom Flouring Mills, committed suicide at the Burdick House, Kalamazoo, Aug. 4 by turning on the gas and holding a handkerchief saturated with chloroform to his nose. On the bureau in the room he left a note addressed to his wife, in which he gave his only reason for committing suicide that he was tired of life.

In this note he also left his watch to "D," when he was old enough to carry it, "D" presumably being a son. Corey went to the Burdick House Friday and registered as Frank Graham, of Chicago. He asked not to be called to supper. He said he was very tired and wanted to rest. At 10 o'clock Saturday morning a chambermaid detected the odor of gas coming from the room occupied by Corey. Clerk Robinson found the body of the suicide dying on the bed. A bottle labeled chloroform was found at his side and in one of his hands a handkerchief saturated with chloroform. Corey was formerly manager of the Arnold Milling Co., Battle Creek. Worry from overwork is believed to have unbalanced his mind. A widow and two children survive.

BRANCH HOUSE.

The Lemon & Wheeler Company To Invade Kalamazoo.

The Lemon & Wheeler Company has decided to establish a branch wholesale grocery house at Kalamazoo. The site has been selected and within a few days the erection of a building of large dimensions will be begun. This house has for some time been doing a large and increasing business in Kalamazoo, which necessitates the step now being taken. No doubt the merchants of Kalamazoo and the surrounding towns will hail this announcement with delight. Full details regarding the management and inside workings of the establishment have not yet been perfected, but arrangements are being made and contracts are being consummated which will insure a complete and efficient force in all departments.

The Lemon & Wheeler Company is an old, responsible and successful establishment and its invasion of new territory argues well for the enterprise of the management and the stability of the institution generally.

Recent Business Changes in Indiana.

Elkhart—Charles Wahlen will open a grocery store at the corner of Ninth and Harrison streets.

Goshen—Chas. Merritt and Frank E. Simon will move their meat market from their present quarters on East Washington street to the March building, five doors east, adjoining the Brookmyer grocery. They will take possession of their new market September 1. They will install new fixtures and put in a line of canned goods.

Terre Haute—Sam J. and Himan Goldstein have leased the room south of the Savings Bank on south Sixth street, and will open a store about the middle of the month. They will handle canned goods, delicacies, fancy cakes, bread and candies, and will conduct a wholesale and retail business in fine food products. It will be the first exclusive store of the kind in the city. Sam J. Goldstein has been superintendent for the Metropolitan Life Insurance company for three years, but resigned to engage in business. His brother, Himan, has been engaged in similar business in Fort Wayne.

Changed the Name of Their Association.

Adrian, Aug. 7—The Adrian grocersmen have changed the name of their association to the Retail Table Supply Merchants' Protective Association. Attorney C. A. Wilson, the Secretary of the Association, has drawn up a new constitution and by-laws. This constitution is more stringent than the previous one, and the Secretary hopes to realize even better results in the future than have been realized in the past.

The Association has been organized six months and now has a membership of about thirty. Attorney Wilson is also Secretary of the Adrian Business Men's Protective Association, a similar organization, which has now about thirty-five members.



The Grocery Market.

Sugar—The sugar market is strong and a further advance in refined seems likely. The raw market has been strong during the entire week and the demand for refined is very good. Advances are being made slowly, and the foundation upon present values rest is not being overtaken. There is still a big quantity of sugar on hand, and its existence limits possibilities in the way of top-heavy prices; but the manner in which the world's consumption is steadily eating into the visible stocks creates a feeling of confidence, and as time passes the diminution effected justifies the higher prices asked. Here in the United States we are using the last parts of the cane crops from the countries on this side of the globe. We have enough to last us until the Javas come in about the end of September. But it looks as if we won't be able to get sufficient Javas. To supply the deficiency we will need a certain quantity of beets. Thirty to forty thousand tons of beets have already been purchased. Consumption figures on the Continent continue to demonstrate their ability to maintain quotations, and then considering the quantities of raw sugar that will be needed in the United States the European dealers are counting upon us to relieve them of a part of their surplus stocks. India and the Far East, due to their own unexpectedly diminished crop productions, are buying increased quantities of Javas, and Europe is thus relieved to a great extent of pressure that might be exerted in the marketing of the Java supplies. The influences bearing upon the world's sugar markets all indicate a maintenance of firm quotations.

Tea—The market is fairly strong though occasionally concessions in price are granted on a good turn-over. There has been no actual change in the list during the week. The Eastern markets are still above our parity, and seem more likely than not to come down a little later. Advices from the East state that the total supply of Japan tea is expected to be about 20 per cent. short of last year.

Coffee—Options advanced nearly 100 points and actual coffee about 3/4c. Both Ariosa and Lion coffee have advanced 1c per pound, and Lion is still 1 1/2c below its competitor. The market subsequently receded somewhat from the highest point reached, but is still firm and will continue so as long as there is any prospect of valorization. The Brazilians are justified in raising their prices to the world when Government action to enhance values is within reach, involving also a new export tax. But allowing that this feature is not yet fully understood, that there is a difficulty to appreciate the probable effect of valorization, the upward turn in the markets shows a better trade inquiry and points to a higher basis when buying becomes general. In this market

there is still more disposition to buy the higher grades, the demand for these better qualities having reduced the spot stocks in New York nearly a million bags since the first of the year. The crop movement is freer and the total for the month may come up to expectation. A good shipping demand is to be expected, and the scale of consumption exceeds production. The outlook for next crop will soon excite attention. It should be remembered that the probabilities are for a small crop, the trees lacking strength, and are, as yet, without foliage. The weather contingencies from now on will be a great factor for the blossoming periods. The world has heavily discounted a large yield this season. Whatever its size may be, it will be needed for consumption, and there are great chances for an important rise upon any further evidence of a short crop.

Canned Goods—Advices from New York State indicate that the pea pack is turning out less than was expected, and according to some authorities deliveries may not exceed 65 per cent. of the quantity under contract. This, in connection with the reported shortage in Wisconsin, has further strengthened the market, without, however, causing any actual advance. A somewhat better demand for both spot and future corn is noted and is believed to be due to the unfavorable outlook of the pack, particularly in the South and in Maine. Continued cool weather is retarding the Maine pack and threatens to create a greater shortage in that pack than was anticipated. The tomato situation presents no new features. Buyers are not disposed to buy any more than enough to cover immediate wants, which, as usual at this season, are moderate at best. New packed Baltimore goods are freely offered in the East, but they receive comparatively little attention. Salmon is going a little more freely into consumption through jobbing and retail channels but otherwise the market is quiet. There has been a slight improvement in the run of fish upon the Maine coast but not of sufficient moment to materially affect the position of quarter oil sardines, which are very sparingly offered. There is rather more inquiry for three-quarter mustards. It seems probable that the most popular lines of California 1906 fruits have been sold up to the capacity of the packers, and most of the latter are now withdrawing offerings of cherries and apricots and are curtailing offerings of peaches, particularly lemon clings. The scarcity seems to be most marked in the higher grades, and in gallon pie peaches and apricots.

Dried Fruits—Currants are nominally unchanged, but show an easier feeling. Most of the future business has been done and the spot summer business is light. Very little interest is being taken in raisins, either spot or future. Spot raisins are slightly firmer, and there is some demand for seeded raisins for October shipment. The price is unchanged throughout. Spot prunes are in very light demand. Future prunes are demoralized. Free offers of Santa Claras on a 2 1/2c basis made during the week met with practi-

cally no response. The trade are not interested, being apparently suspicious that the bottom of the market has not yet been reached. This may be true, as the crop bids fair to be extremely large. Peaches are slow, both spot and futures. Nothing is doing in apricots, spot or futures. The high prices have choked off most of the demand.

Syrups and Molasses—Compound syrup is unchanged and in light demand. Sugar syrup is selling in a small way at ruling prices. Molasses is at its duldest point for the year, but prices are well maintained.

Rice—Medium grades are in somewhat better supply, although both the extreme highest and lowest grades continue very scarce. The demand is of seasonable proportions and purchases have been sufficient to keep the market in good shape. No lower prices are looked for.

Provisions—Conditions are about the same in all respects as a week ago, both as to speculative and consumptive prices. Hams of all grades are in good demand, and so is bacon and bellies. Lard, both pure and compound, is unchanged. Dried beef is unchanged and fairly active. Barrel pork is unchanged and in fair demand. Canned meats are dead.

Fish—Cod, hake and haddock are dull on spot. As to futures, the arrivals at the New England ports have been very good and prices will probably be much lower than last year. Notice has gone out from the affiliated sardine packers that they will shortly advance three-quarter mustard sardines 10c per case. The sardine pack is still light and the demand fair. Mackerel are unchanged and in fair request. Salmon are unchanged and firm. Prices on new red Alaska salmon will shortly be forthcoming, and are expected to be around \$1, which was the opening price last year.

The Produce Market.

Apples—Red Astrachans fetch \$2 per bbl. Duchess command \$2.50 per bbl. Harvest varieties range from \$1.75@2.25 per bbl. There is a good market for the large, fancy apples, but the small fruit must be sold off the walk to the hucksters. The crop of late varieties is said to be of better quality.

Bananas—\$1 for small bunches, \$1.25 for large and \$2.25@2.50 for Jumbos. Prices have been unchanged for a long period and business continues quite large, although the melons are cutting into it to a considerable extent.

Beets—15c per doz.

Blackberries—\$1.50 per crate of 16 qts.

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 market is very firm at quotations named. This was not caused by any shortage in the supply, which is probably normal, but by reason of the large demand, which absorbs the receipts as fast as they appear. Prospects point to a continued firm market.

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. Eggs are higher than they have ever been before at this season of the year, according to a veteran in this market. If the holders of refrigerator eggs last winter could only have gotten as good prices as are being paid now they would have been very thankful. Receipts are fairly heavy, but do not seem to be more than large enough to take care of the daily consumptive demand. The quality of receipts continues very poor, and the loss off in candling is heavy, although not more so than usual at this season.

Green Corn—13c 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 \$5.50@5.75 per box.

Lettuce—60c per bu. box.

Musk Melons—Illinois Gems command 65c per basket. Alabamas fetch \$1.75 per crate. California Rockfords are steady at \$3.50@3.75 per crate. Benton Harbor Osages are now in market, commanding \$1.75 per crate.

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

Parsley—25c per doz. bunches.

Peaches—Albertas from Georgia command \$2.50 per 6 basket crate. Hale's Early and Triumphs are now in market, commanding \$1 per bu. for the former and \$1.25 per bu. for the latter.

Pears—\$1.50 per bu. 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 and Burbanks.

Potatoes—Southern have declined to \$1.75 per bbl. Home grown have declined to 60c per bu.

Radishes—12c per doz.

Tomatoes—65c per 4 basket crate for Southern. Home grown command \$1.50 per 1/2 bu. package.

Turnips—15c per doz.

Wax Beans—90c per bu.

Whortleberries—\$1.75 per 16 qt. crate.

Water Melons—20@30c apiece, according to size and quality.

G. H. DeYoung has opened a grocery store at 720 Burton avenue. The stock was furnished by the Lemon & Wheeler Company.

The Grand Rapids Upholstering Co. has increased its capital stock from 10,000 to \$20,000.

THE HATTER'S BAD EYE.

The Sympathy He Received from Numerous Friends.

Written for the Tradesman.

The hatter bumped against a protruding nail-head in the woodshed and came down town with an eye looking like the fifth round in a fight without gloves. He drew his hat well down over the injured optic, thinking that no one would notice it. But people are always rubbing. They smell out anything a little unusual as a cat smells out cold meat when the refrigerator door is left open.

The first friend the hatter met was a mechanic who owed the hatter a bill and evidently wanted to make himself disagreeable. Perhaps he thought that if he could make the hatter think that everyone would believe that he had been in a fight, it would place him nearer the hatter's level, socially and financially.

"Hello!" said the mechanic. "Did the other fellow get as good as that?"

The hatter grunted and attempted to pass on, but the mechanic stepped in his right of way.

"The last time I got a smash like that," he said, "I caught cold in it and had to lay up for a week. Better be careful of it. It looks bad. Where did you get it?"

The hatter, who is not a patient man, told the mechanic where he might go, and how much of his business it was if he had two black eyes instead of one, and went his way, conscious in a duty performed in the correction of rubber-necks.

Down at the corner the hatter stepped into a drugstore to get a cigar. The clerk, who had been censured, mildly, by the hatter numerous times for being too fresh, looked at the eye as if he had never seen anything like it before. He did not say a word. He just stood and looked brazenly at the eye. He did not wink, or turn his head when spoken to by a man at the other end of the store. He just stood and looked at that eye, like the reprehensible person in the ballad of the "Ancient Mariner."

The hatter lighted his cigar and looked at the clerk.

"I'm going to write an account of the matter," he said, "and have it printed in the evening newspaper. Every flat head I meet looks at that eye as if he had no other object in life than to poke his dirty nose into other people's business. Yes; I got it in a fight, and the other man is dead, and I expect a man along presently to arrest me for murder. I expect there is a reward out for me by this time, and you might make a thousand or two by taking me down to the sheriff's office."

The clerk backed away. He did not remove his gaze from the injured eye, but he in some way managed to convey a thought into his tallow-complexioned face, and that thought was that the hatter had gone mad. The hatter dodged out of the store, conscious that he would indeed be liable to arrest for murder if he remained there another minute.

"I can't stand it to walk down

town with this eye," he thought, so he stopped on a corner to wait for a car. The good Mr. Howland came up while the hatter stood on the corner, the good Mr. Howland who makes half hour talks at the boys' meetings at the Y. M. C. A., and who rents three buildings for saloon purposes. He knew the hatter for a man of quick temper and ready fists and put the worst possible construction on the black eye.

"I am sorry to see that," he said, assuming the air of a man who was doing a favor to a man far below his own moral plane. "I'm very sorry."

What the hatter thought was this: "This old fool knows very well that I got this bum lamp in an accident, but he wants to humiliate me. Now, I'll round up on him."

What he said to the good Mr. Howland was this: "Yes, I got up against it, all right. It was down in front of that tough saloon on Cherry street—number, well, I can't think of the number, but you know the place, saw you coming out of there the other day. Oh, yes, to collect rent! You own the place. Eh? Oh, not the place but the building, eh? Thought I'd never seen you behind the bar there. Well, in front of that tough joint—which is the worst in the city—three men jumped on me, and I—"

But the good Mr. Howland was several rods down the street by this time, with his face looking like one of the red lamps they ought to put out when the paving is torn up, but don't.

When a car came along the hatter stepped on the rear platform and stood with his face to the parallel track, his back to those who were getting on and off. Presently the immaculate Mr. Hobbes got on and came and stood by the hatter. He smiled when he saw the eye and nudged the hatter in the ribs.

"That's what you get for being away from home nights," he said.

Then he carefully felt of the hatter's biceps.

"I'll bet the other fellow knows he was in it," he said.

"No," replied the hatter with a glad smile, "the other fellow does not know that he was in it. He's dead. While he was landing that right my dog caught him by the heels and I put a knife where it would do the most good. Say, but he weighed nearly a thousand pounds, and I'm going to have a rug made out of his hide. He's the—"

The immaculate Mr. Hobbes hopped off the car and waited on a corner for the next one. He was thinking that if the hatter did not stop drinking he'll be seeing things that weighed more than a thousand pounds.

The car rolled merrily along until it reached the street where the hatter's store is, and the man with the bruised eye got off. He was met at the elevator by a young man who has an office in the building.

"Ha!" roared the young man, "wife caught you, did she? Always had an idea she was watching that pretty

stenographer of yours. Tongs or broom?"

"She hit me with the upper left-hand cornice of the house," replied the hatter, "and when I went down she lambasted me with a telegraph pole she keeps in her sewing machine drawer for that purpose."

The young man glared and took the elevator without another word. When he reached his office he whispered to his Secretary that the hatter was as full as a boiled owl, and had been in a fight, and had a black eye, and was going crazy from drink. And the Secretary went forth in the building and repeated the story, and the hatter had the elevator all to himself every time he went up or down.

And it was so that the hatter heard from a friend what was being said, and he met the young man in the hallway and pounced on him and got another black eye, and as soon as the young man is able to be out the hatter will be arrested for assault and battery.

All of which shows what kind thoughts people have of each other, and what a thin veneer glosses over the envious, vicious animal which lives and has its being under the hypocritical face of mankind—sometimes!

Alfred B. Tozer.

Beet Sugar Crop Larger Than Ever Before.

Saginaw, Aug. 7—This year is certain to be the best year the Michigan sugar industry has ever enjoyed.

This is not excepting the early days, when the State paid a bounty, and is in spite of the pessimistic prophecies of sugar capitalists when the administration Cuban and Philippine reciprocity bills were urged and later passed.

It is rather a strange condition that the sugar beet, after years of misfortune and finance wrecking, should turn about and show signs of becoming the king of all Michigan crops.

This year, at least, it will give a larger financial yield per acre than any other staple product and the keen-sighted farmer who last year took out a 200-acre pay-by-per-cent. contract with any of the companies in Northern Michigan will reap a fortune. A yield of \$100 per acre will easily be exceeded by many of the careful agriculturists.

From various figures gathered here it is evident that the crop will be 23 per cent. greater than ever before. The Saginaw Valley, Alma, St. Louis (Mich.), Bay City and, in fact, every factory in this locality, has contracts for more acreage than ever. At St. Louis the activity of the farmer in growing beets has been nothing short of phenomenal. Last year the company's field men had a most strenuous time inducing farmers to sign beet contracts, but this year it has been different. The season of 1905 was successful financially, and this one will be much greater.

The sugar beet problem is almost entirely dependent upon weather. Warm weather without too much rain makes the beets large and heavily laden with saccharine matter, and

this is all that is needed. This year the companies have written two contracts. One established the flat rate of \$5 per ton for all beets and the second has a sliding scale of \$4.50 to \$12.50, contingent upon percentage. The scale begins at 12 per cent. and the price increases one-third for every additional per cent.

Sugar companies have encouraged the farmers by supplying contract labor to take care of a certain feature of the work. This labor, while important, does not require farming ability to the extent ordinarily required and Russians are imported for the work. They are in the fields from the time the beet first appears and needs blocking and spreading, through the period of the first hoeing. This latter period has now arrived.

Later these Russian families do the harvesting, which occurs late in September and October. In this way the labor situation, with its numerous disadvantages, is clarified. The farmer uses his own men for the work requiring both intelligence and industry, and is not thus handicapped by having them in the beet fields. Farm labor is always at a premium in this county.

The factories have recently made the necessary repairs and improvements to accommodate the unprecedented business, and with the cane crop giving promise of being poorer than usual there is joy unrestrained among those who have gone through long periods of distress and worry over the sugar situation, and who now believe the business is on a safe and ever improving basis.

Prosperous Milling Plant at Monroe.

Monroe, Aug. 7—The annual stockholders' meeting of the Amendt Milling Co. was held last week, at which time a dividend of 14 per cent. was declared. C. A. Boehme, Vice-President of the Boehme & Rauch Co., was elected one of the directors. The new mill now being erected will be in readiness by about September 15. It will be one of the largest and most up-to-date mills in Southern Michigan, with a daily capacity of 35 obarrels. The capital stock has been increased from \$50,000 to \$100,000 and nearly all the additional stock has been subscribed.

The Monroe Stone Co. is running its two plants to full capacity and turning out from thirty-five to forty cars per day, and has orders now on hand which will keep it busy for some time to come. It has also made some extensive improvements which will greatly facilitate in getting out the stone.

As yet the relation of denatured alcohol to the automobile business has not been fully determined, although it is asserted with confidence that denatured alcohol suitable for the use of motors could be manufactured and sold for 50 per cent. of the prevailing price of gasoline. When it is remembered that during the past fiscal year four million dollars' worth of automobiles were brought into the United States, that 50 per cent. decrease represents an enormous bonus to owners.

A Square Deal With No Favors Always Wins.

Written for the Tradesman.

A square deal and no favors asked. Nothing could be fairer than this. The American people believe in the good old doctrine enunciated in the Declaration of Independence and will have no tyrants to rule over them under whatsoever name they may choose to adopt.

Farmers are comparatively free from one dominating tyranny that afflicts the towns—trade unionism. This is the tyranny of the slums, a tyranny more to be dreaded than that of kings or plutocrats. The Revolution was fought to rid America of a kingly tyrant. This new despotism of might against right was started in Europe and grafted onto the hitherto free workingmen of America. It has no responsible head to it; it works in a despicable manner, and often in the dark, as did the Molly McGuires of the coal regions.

A few years ago an organization known as the knights of labor sought to run business both in country and city with a high hand. Small villages and country crossroads were invaded by the new order, which boasted its ability and intention to run every man's business to suit the blattant mouthers of the order. In one small village the knights banded together to the number of sixty. Of these perhaps half were tillers of the soil, the other half workingmen in the factory and on the street. A notorious ne're-do-weel whose appetite for whisky was stronger than his love for work headed the order and set out to compel every trader to bend the knee to the new clan, which had risen like a mushroom in a single night.

It was about this time that the Haymarket anarchists were condemned to death in Chicago, and the new order of knights, or at least their leaders, were loud in their denunciation of that outrage—not the outrage of blood and murder inaugurated by anarchy, but the hanging of the bomb-throwers. Every merchant in the town was commanded to sell only union goods on pain of the deadly boycott. Many of the storekeepers fell down before the tyrant. The newspapers were gagged and for a brief time the knights of labor had things their own way.

Did it last, think you? How could it in this land of free schools and American love of fair play? But for a time swaggerers who led the order swept everything into their basket, and imagined they "ruled the roost." The union label must tag everything—union cigars, union clothing, union whisky! And into this conglomeration of hotheads went the nearby farmers, who, under certain circumstances, are as wild and woolly of brain as the veriest follower of Herr Most. The knights are a thing of the past; not a vestige of their wild orgies of that day remains. While the order existed, however, it swept everything before it.

The weapon used was the deadly boycott. It worked to a charm. Merchants, manufacturers and newspapers, even preachers, bowed the

knee. After a time, however, American manhood began to assert itself. The knights were defied and driven out of existence and peace reigned once more in Warsaw!

And then? What next? There must be something doing all the time with our restless people. The farmers had witnessed the power of the unions and began to feel that they were being slighted. Great capitalists, great newspapers and prominent merchants were servants of the union. If an organization of laborers could command so much why not the farmers?

And then came the "P's of I."—Patrons of Industry, dubbed "Pink-eyes," "Patrons of Idleness," etc., by the thoughtless. This organization, although not as wild and woolly as had been the knights, sought to revolutionize trade conditions by making the farmers a favored class. Stores were started in the interest of the new organization. The old king was dead! Long live the new! One store in every community devoted to the interests of the new order was the demand; and it was in a measure gratified. Many villages had these stores, where the money of a Patron was worth 10 per cent. more than that of an ordinary citizen. These unfair stores flourished in great shape for a time. Patrons flocked to them and the stream of trade overflowed its banks. An ordinary citizen, who paid taxes to support the schools and for village improvements, found the mossback ten miles out, who had no interest in the village whatever and who cared not a rap for the welfare of anything outside his own road "deestrick," treated to a 10 per cent. reduction on goods—his own dollars were not quite so good as those of this humble tiller of the soil!

This was unfair and the ordinary citizen resented it. There was no proclamation of a boycott—ordinary American citizens do not believe in that—but the man who got the short end of the deal transferred his trade to the store which recognized the equality of dollars. What was the consequence? It was what inevitably happens to those dealers who are disposed to discriminate in favor of one class of citizens against another—failure.

Nobody denounces the Grange and its methods to-day. That organization is as safe and sane as any in the land. At the outset, however, it was different. The farmers rose in open rebellion against the middleman, and the retail merchant was relegated to the shades of the departed. Older people remember the loud vauntings of the Grangers when first they organized. The farmer had shaken off his trammels and would hereafter trade at first hands. There were going to be no more fortunes made by the middleman off of them. Some of the more enthusiastic forgot to pay the debts owing this despised creature of the retail store, so earnest were they to emancipate themselves from high prices.

When these honest farmers discovered a few things there came a change in their tune of enthusiasm. When by reason of lack of funds they applied to the "handy store" for

goods "on tick" they were met with a demand for "cash or no goods." Well, that opened their eyes a little!

"Perhaps it would be well enough for you to liquidate that little account now standing for some months." This suggestion was a corker. Of course the farmer was very indignant. He was in a tougher place than before. The Grange wholesale store in a distant town did not give credit; and now the middleman was demanding cash. What an outrage!

It was an outrage, but not as the resentful tiller of the soil viewed it. Truth, honor and fair dealing were against him. The Grange as first organized was a failure, and deservedly so. Repentance and reformation came, however, and now no one in this broad land utters a word against the order, which has become a good and useful social organization.

It had to reform or die. It chose the former course. And the once hated middleman is still with us, where he is destined to remain through all the cycles of time. Some things are necessary to the farming community, and one of these is the once despised middleman. The village and country merchant are here to stay; and no one is simple enough to wish it otherwise.

J. M. M.

Flint Vehicle Industries Enjoy Best Year Ever Known.

Flint, Aug. 7—The work of taking inventory and getting out catalogues for the ensuing year's business is engaging the attention of the majority of the local vehicle manufacturers.

While the midsummer quietness in industrial circles is not so pronounced as is usually the case at this season of the year, the factories for the most part are running on shorter hours and with reduced forces of workmen, a condition which is necessitated by the work of inventory and other preparations for the resumption of business early next fall with a full complement of employees in all departments.

There are a few exceptions to this rule, notably the Stewart buggy and automobile body works, which is driven to the limit of its capacity to take care of its orders.

The season just closing has probably been the most prosperous that the vehicle industries of this city have ever known, and the outlook for the coming year is full of promise for even a greater volume of business.

The Weston-Mott Co., which is moving its business here from Utica, N. Y., is getting settled in its new factory building, and will be ready to start up within a few weeks. Several of the employees of the company have already moved to this city from Utica, and others are expected as soon as their services are needed.

The big Buick automobile building is nearing completion and will be ready for occupancy early in the fall. These two new institutions will be furnishing employment to 600 or 700 men within the next six months.

No amount of laundry in your religion can make up for a lack of love.

Referee Orders New Appraisal of Stock.

Detroit, Aug. 7—Referee in Bankruptcy Harlow P. Davock has appointed Edward E. Davis, Frank A. Huetter and Attorney Frank N. Crosby to make a new appraisal of the bankrupt stock of Dwight E. Price, who formerly conducted a shoe and clothing store at 2101 and 2103 River street. The new appraisal was ordered Wednesday at the instance of E. S. Randolph, representing one of the creditors, who objected to the first appraisal submitted by the receiver of the business on the ground that it was ridiculously low. The stock was inventoried by competent men, representing the creditors, at \$27,543, while the appraisal placed the total value at a little over \$16,000. Mr. Price, the bankrupt, declares that an effort is being made by certain interested persons to keep the appraisal as low as possible for their own benefit.

Price denies a statement that has been circulated by some of his creditors to the effect that no proposition of settlement was made by him previous to the bankruptcy proceedings. He says he offered to settle with them for \$10,000, and has witnesses to the offer.

The appointment of the new appraisers came as sort of a sequel to a lively session before Referee Davock on the occasion of the appointment of a trustee. A majority of the creditors, representing over \$16,000, voted for E. S. Randolph, while about thirteen creditors, representing \$5,500, voted for John Heavenrich. It was claimed by Randolph's opponents that some of the claimants favoring him were not properly qualified to vote and Referee Davock settled the dispute by appointing the Security Trust Co.

Will Erect a New Factory Building.

Pontiac, Aug. 7—At the annual meeting of the Pontiac Turning Co. the officers and directors were re-elected for another year. The reports showed the company to be in a flourishing condition and that its growth warranted the construction of another factory building. The present factory was closed Saturday night and work will be started at once upon the new building.

C. V. Taylor is authority for the statement that he will make an effort to purchase the Howland Manufacturing Co., and that he will not move his carriage factory from this city.

Mr. Taylor's factory building was given up to the Mt. Pleasant Body Co., which moved to this city on July 7, and it was Mr. Taylor's intention to go into the R. D. Scott factory at that time. The Scott factory burned, however.

The Difference.

"What is the use of talking," said Smith, rising from the supper table, "you don't make bread like my mother."

"That's perfectly true," replied Mrs. S., "you don't make dough like my father."



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Entered at the Grand Rapids Postoffice.

E. A. STOWE, Editor.

Wednesday, August 8, 1906

OUR STREET CAR SERVICE.

By building scant seven miles of new track the Grand Rapids Railway Co. might provide the people of this city with an adequate system of rapid transit and one that would be on a par with those that are counted as real metropolitan establishments.

And this is how the proposition presents itself:

From Carrier street south along North street to Bridge street 5,600 feet.

From Bridge street south through Union street to Lyon street 900 feet.

From Fulton street south through Diamond street to Wealthy avenue 2,640 feet.

From Wealthy avenue south through East street to Hall street 5,280 feet.

From Division street west through Wealthy avenue to Straight street thence to West Fulton street 8,000 feet.

From West Fulton street north through Indiana and Michigan streets and Alpine avenue to Leonard street 8,250 feet.

From the west end of Fulton street through John Ball Park, thence north to Bridge street, thence east to the foot of the hill 5,500 feet.

Thus we have a total of 36,170 feet, or 790 feet less than seven miles.

Of course, there are any number of people who will stand aghast at the idea of adding nearly seven miles to the present track total of our local company, and will at once pile up figures as to the cost per mile for roadbed, ties, rails, construction and equipment and, atop of all that, will be piled the cost of operation—all leading up to the emphatic declaration that Grand Rapids is too small a city to warrant the investment.

When the present system was laid out Grand Rapids had about 80,000 population.

Before the suggested addition could be built and equipped Grand Rapids will have 120,000 population.

But that is neither here nor there. The fact is the present plan falls very far short of adequacy, and its equipment is, necessarily and because of the plan, entirely insufficient to give the people the service they are entitled to by virtue of the franchises granted by the people. It is no less than an imposition to compel citizens

living a mile or two miles east of Canal street to ride down to Canal street and back again in order to reach a friend, a store, a shop or a factory located a mile or more north or south of them and on practically the same parallel.

It is not only an imposition on the people, but it is a stupid juggle from a business standpoint.

What does it do? It compels the railway company to do double service uselessly; it precipitates all traffic at a general center, so that in order to make even a pretense of accomodating the great volume of travel to Reed's Lake, John Ball Park and North Park on Sundays, holidays and other special occasions, it becomes necessary to take cars, motormen and conductors off from other routes and put them on the overtaxed ways. All citizens who rely on the Lafayette street, the South Division, the Grandville avenue, the Lyon and Bridge street, the Scribner, the Stocking and the West Bridge street routes are accustomed to and very much disgruntled over this sort of deliberate neglect and are in a frame of mind to readily give their voice in support of almost any proposition that will bring relief.

Grand Rapids has survived a series of street railway errors, but none of them—not even the cable catastrophe—were greater than is the present lack of a convenient and sufficient system. It isn't the fault of the motormen or the conductors that service schedules are very rarely carried out. It is the fault of the system and insufficient car equipment and the company's devotion to its own individual pet, Ramona.

Ramona is a good thing for the city, a splendid enterprise; but it doesn't wipe out the nuisance, the most commonplace experience of waiting at a given point for a certain car which is due to arrive within a certain period of time just twice that given period; it does not lessen the irritation as one waits fifteen, twenty or even thirty minutes for his car to see conductors and motormen taking their charges to Reed's Lake, John Ball Park or North Park, all of whom he recognizes as regular fixtures on his route home.

Last Monday thousands of strangers came into the city to visit the circus. At the close of the afternoon show those thousands boarded the regular and special cars on the Shawmut avenue route to return to the Union station. They were uncereemoniously discharged from the specials at Monroe and Ionia streets, the motormen and conductors seemingly ignorant of the fact that it is possible to run cars to the very doors of the Union station. Many of them called at the office of the Tradesman, enquiring their way to the station, and chief among these were women and children tired out with the day's travel and excitement and entitled to a ride to the station. Not one of them had a transfer or knew that they were entitled to one.

Such neglect, shiftlessness, or whatever it may be called, is hurtful to our city and a disgrace to the Railway Company and, taken in connec-

tion with the indignities heaped daily upon the regular and permanent patrons of the company, it indicates that something is needed to awaken somebody, and so the Tradesman contributes this little offering.

A PUBLIC UTILITY.

It is a wise dog that knows his own bone—and where he has buried it.

This morning a lean but thrifty yellow dog, with an exceptionally intelligent wag to his tail, was observed by E. E. Hewitt and two of his office associates walking toward one of the many open mud holes in the Ionia street pavement, carrying a good-sized bone between his jaws. There was an air of stealth in the animal's demeanor and yet, at the same time, there was an expression of shame on his face, showing clearly that as a matter of civic pride he did not wish to be observed by any of the many strangers who were walking up the street from the Union station. However, he did not appear to exhibit very great embarrassment until a traveling man from Kalamazoo happened along.

Dogs have no oral language that is clear to human beings, but any fair minded, decent man could not have avoided appreciation of the fact that the dog recognized a comparatively near neighbor in the man from Kalamazoo—the pretty little city where refuse cans minus advertising fake-ments are maintained. The dog knew, instinctively, that it would be very disloyal to Grand Rapids to invite the attention of the Kalamazoo man to the condition of the pavement on Ionia street—the thoroughfare of all others that should be in presentable condition at least—and so he sneaked away a few feet and, looking west on Fulton street, barked at the wide, wide world furiously.

It was a canine triumph, for the Kalamazoo man looked away from the Ionia street archipelago of broken pavement and so missed seeing the bone and the multitudinous evidences of our municipal impotence.

Joyfully the dog buried his bone in the mud hole and, having pawed the wet earth smoothly down, thus hiding all evidences of guilt, he trotted gleefully to the corner of Ionia and Louis streets to steer another dog with another bone to a place of safety and convenience.

And aldermen, mayor, city engineer, public works' superintendent, street railway magnates and strangers are none of them so wise and honest as the dog!

RUSSELL SAGE'S WILL.

The suspense with reference to the will of the late Russell Sage was quickly over. Many who thought they would get something get nothing and many who thought they would get more are remembered with less. The great bulk of the estate, indeed practically all of it, is given to his wife, a good woman who will know how to put it to good uses. The nephews and the nieces get \$25,000 apiece, with which in all human probability they will not be satisfied. Their hearts yearned and their eyes looked for something bigger. It is respectfully submitted that no man's

relatives have the right to demand that he shall give them anything. He may if he will and he need not unless he likes. The mere fact that a person is the relative of a millionaire does not carry with it any guaranty. Russell Sage's money was his to do with as he saw fit, save in the sense that those who have wealth have likewise and thereby imposed upon them grave responsibility for its proper use.

If all that is said of Mrs. Sage is true, it is altogether probable that her husband made the best possible disposition of his money when he gave it to her. By that act he was practically giving it to charity, where most of it will probably eventually go. Mrs. Sage will be besieged by the agents of eleemosynary and educational institutions all over the country and will straightway need a special secretary to ward off the begging letters. She can be depended upon to distribute the funds wisely. She knows that at her age she has no need of any great fortune and, after pacifying the heirs, which it is said she is disposed to do, she will devote the remainder of her days to so disposing of the property that she will not die rich. Mrs. Sage made a study of philanthropy as her husband did of finance. He devoted his whole life to making and saving money, not to giving it away. His wife on the other hand, has studied the other side of the subject, is somewhat familiar with its details, knows what is needed and is unquestionably far better qualified to make a wise and commendable distribution of these funds than her husband ever was or possibly could have been. Probably Russell Sage had appreciative knowledge of this fact and took it into consideration when he made the will. Those who are disappointed certainly have no right to complain, for, though they may have had the right to hope, they had not the right to expect. There is every reason for saying that the Sage millions will be wisely distributed.

The tendency to teach household science in the public schools seems to be quite pronounced and if the women get behind it will become well established. There is some question whether the duties of the home can be thoroughly taught in a school room. Dr. Johnson spoke truly when he said he would rather sit down to a good dinner than hear his wife talk Greek. But he didn't know much about the conditions as they exist today. If it is the fad the girls will certainly learn to cook at school and then when they get married they can get along without a cook. If he is permitted "hubby" will probably elect to dine at a restaurant.

When the power companies get into operation at Niagara Falls they will be milking cows all the way from the River to Syracuse. A power cable along the route will enable farmers to milk about thirty cows in five minutes by using the new electrical devices. The harnessing of Niagara will remove other things that are romantic besides destroying the beauty of the Falls.

MAIL ORDER MARRIAGES.

Steady Demand for Home-Grown Girls.

Written for the Tradesman

The village attorney strolled into the general store with a broad grin on his face and plumped into a chair near an open north window.

"Old Hopkill's got what's been coming to him for a long time," he said, filling his pipe and begging a match of the clerk.

"How's that?" he was asked.

"Got married the other day."

"Well?"

"Got a wife through an advertisement."

"Oh, he did, did he?"

The merchant grinned.

"Yep; mail order wife."

"He's been getting everything through the mail order houses lately," said the merchant, "and he should have known better."

"The mail order habit is a disease," said the attorney, "and old Hopkill's got it good and plenty."

"What sort of a wife did he get?"

The attorney snickered and begged another match.

"What sort of goods does a man usually get when he orders by mail, unsight and unseen?" he asked.

"That's the way of it, eh? Have they parted yet?"

"Well, I reckon the woman's moving whatever little personal property Hopkill's got into a market where she can realize on it," was the reply. "He's just been over to my office seeing what can be done to stop her."

"Did you stop her?"

"Can't."

"What's that?"

"Can't be did."

"Not if she steals it?"

"Woman can't steal from her own husband. The law supposes that it is as much her property as it is his."

"That's a sweet note. I suppose my wife might come in here and rob the safe and I'd have to like it."

"Oh, this is business property. She is not your partner here, but I guess she might put up a pretty good defense if she did rob the safe, just the same."

"What is old Hopkill going to do about it?"

"He's hiding everything that isn't nailed down and trying to get a divorce. You see, he claims that the woman has a husband living which claim complicates matters, as he's got to make the showing. If she has, of course she's got to give back his property, what there is left of it. Oh, but they're having cat and monkey times down there."

"Serves him right," said the merchant. "There are too many mail order marriages, and the practice should be discouraged."

"You see," said the attorney, "Hopkill wrote to this woman that he had a paying farm, and that they could ride about the country, and take in all the excursions, and wear good clothes and hire the work done. That looked like easy money to the woman; Susan I think her name is."

"What an old liar Hopkill is," said the merchant.

"Yes, of course. His farm will

hardly grow white beans, and he can not get money enough to keep himself in chewing tobacco. I guess he's had one \$3 suit of clothes in the last six years. Yes, he's an awful liar, but the woman believed him."

"I presume she told the truth in her letters to him," suggested the merchant, with a broad smile.

"Truth in her letters? Well, if there is a more accomplished liar on earth than old Seth Hopkill that person is Susan, the mail order wife. She wrote that her dear dead husband had had his life insured for \$10,000, and she asked Seth what she should do with the money. She wasn't marrying for a home, you know—just for some manly man to love and cherish, and take charge of her sweet self and her \$10,000. Wouldn't that raise hair on a pumpkin? And Seth wrote about his bank stock, and the farms he had rented out, and all about the splendors of his country home. Think of that. That old tumble-down log house a country home! Wow! Seth has the nerve."

"He has stock in the bank," said the merchant with a grin. "He buried a calf in the clay bank at the roadside last spring."

"You are fined a cigar," said the attorney. "Well, they wrote lies about their personal appearance as well as about their property, and each expected a lot of the other. I guess old Seth had a place all ready for the \$10,000, and the woman had the map of Europe worn out looking for the best watering places. They kept up the mail order spirit in their correspondence. I can tell you."

"That means that nothing was as represented," said the merchant.

"It does in this case. And one day the woman got off the train here at Rushville and looked around for a splendid rig, coachman and all, to take her out to her country home. And old Seth was at the depot looking for a bright-faced, girlish figure dressed in the latest style and carrying a suit case containing \$10,000 in current coin of the United States of America."

"What she saw was a bent-shouldered old man, dressed in overalls and acting as chief engineer of a team of oxen. What he saw was a thin woman with a strong jaw and a costume of the style of Peoria street, Chicago, the day after rent becomes due. I guess she thought it was a joke to test her love, and he thought the same thing, for they rode home together in the rickety old ox wagon as happy as cats in a bird's nest. But when she got home and saw the house she let out a yell that the neighbors heard. They had been married in town, understand, and were there good and fast."

"That night old Seth told her about getting up at 4 o'clock in the morning and milking six cows, and she told him that she had been raised a pet and would arise after the retinue of servants had prepared a perfumed bath and got things going for a day of pleasure. That's just as far as they were apart."

"Glad of it," said the merchant.

"And Seth tried to coerce and Susan tried the strength of an iron pot

with a long handle, and Seth sat on a stringer in the barn all night, where he could get out of a door if she came after him, and Susan amused herself picking out the things she wanted in the house and smashing the things she didn't want. Mighty prompt woman, that. In the morning Seth went after a constable, but Susan coppered the play by beating the constable over the head with a rake, and he went off after help and neglected to return."

"That is a mail order deal that shows for what it really is, eh? I guess home-grown women will be good enough for a spell—until Seth gets to keeping house again, anyway?"

"I should think so. Susan came up to my office the other day and wanted me to sell the stock on the farm. She said she thought she'd go to Monte Carlo for a little whirl at roulette. She's a peacherino. I'm afraid of her. She's got old Seth faded to a shadow, and if she doesn't get out of the township pretty soon he'll be in his grave. I think he's made his last bargain by mail."

"Well," mused the merchant, "there's a lot of mail order business turns out like this, but we don't hear so much about it. You tell Seth that I'll trust him to crackers and cheese and herring until he gets on his feet again."

"He'll need credit," laughed the attorney. "Susan's got his clothes locked up in the house and he's sleeping in the barn. Say, suppose you send him one of those mail order catalogues?"

Alfred B. Tozer.

The Preservation of Wood.

Since the earliest history, efforts have been made to discover some method of wood-preservation, the faculty of wood to withstand atmospheric pressure being so small in comparison with its mechanical resistance. The tar coating resorted to in the extreme north of Europe, while successfully performing its office in those regions, is, for obvious reasons, unavailable in warmer climates. All of the other methods which up to this time have been tried have been defective in that solutions have been made use of which from their evaporative nature make their action upon the wood effective only for a certain time.

A new method, recently patented in Germany, would seem to afford great industrial possibilities, as it has none of the disadvantages of the old methods. In this new method a fixed body is utilized, which becomes solid upon being instilled into the pores of the wood. This substance is sulphur, applied in liquid form, and which, hardening completely, fills up all the interstices of the fibrous tissue. In all medium temperatures the sulphur will remain impassive, resisting not only the influences of water, but also of acids, and alkaline solutions if cold.

To apply the new preservative, sulphur is fused, and when the liquid has reached a temperature of 140 degrees the boards or other woods are immersed. When the pores have become full, the temperature of the bath is lowered to 110 degrees, and the sulphur becomes hard.

The degree to which the wood is impregnated varies according to the nature of the wood, the temperature, and the duration of the bath. The increase in the weight is from thirty to thirty-five per cent. when the process is conducted in an open receptacle. A complete filling of the pores of the wood would increase the weight by two hundred per cent.

Should time prove this method as successful as it now appears, its importance can scarcely be overestimated, as lumber, with its own original mechanical resistance, is given the quality to resist the elements which in its natural state it lacks.

Economical New England Wife.

A truly economical woman has been discovered at Wilton, N. H. Her husband was so unfortunate as to have his hand badly mangled by contact with a buzz saw, and a portion of it was amputated by Dr. George W. Hatch. While he was under anesthetic influence his better half remembered that he had discussed having his remaining teeth extracted, preparatory to having an artificial set fitted, and enquired if her husband would remain under the influence of the ether long enough to extract the teeth, and if it would cost any more to have this done also. Receiving favorable replies, she instructed Dr. Hatch to proceed, and her husband, when he regained his senses, found that his wife had "killed two birds with one stone."

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Department A

Established 1868

GRADUAL GROWTH.

Hardware Association Gains Over One Hundred New Members.*

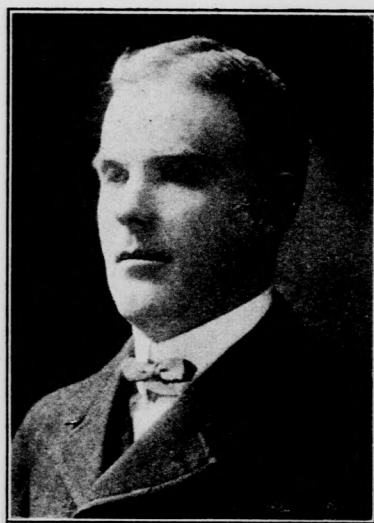
When we met in Saginaw a year ago and took part in that convention, which none of us who were there will ever forget, the occasion was a fitting climax for what was until that time the most prosperous year in the history of the Association. Our membership had been more than doubled and we had realized the proud distinction of taking our place as the second strongest organization of its kind in the United States. We realized, more than ever before, the possibilities which lay before the organization, and the new year was entered upon with the determination to renew our efforts, to preserve the enthusiasm which developed at the convention and keep it in evidence throughout all the year, and to strive more than ever before to get within our ranks those to whom up to that time the benefits of the Association had not appealed. In view of the fact that a solicitor had called upon the majority of the dealers of the State, it was realized that no such growth in numbers could be expected as during the previous year; and, without the assistance of a solicitor, the prospect of being able to show a healthy increase in membership at this convention did not appear as bright as your officers would have liked to have it. There was that feeling that perhaps we had reached our limit, and that our efforts must now be concentrated in working out the problems which we had before us, with the assistance of the strong membership of 546 hardware dealers then on the list. That we did not appreciate the far-reaching effect of our growth in prestige and strength has been proven by the consistent growth in new members during the year and the extraordinary interest and enthusiasm shown, week in and week out, by the old members of the Association.

We have had to depend entirely this year upon our members, both active and honorary, to get in those who did not belong to the Association, and the following figures will show you that, by putting our shoulders to the wheel, we have made a most creditable record. The traveling men who have gone out of their way to put in a word for the Association and have brought in a large number of the applications received are entitled to particular credit for their assistance, and I hope that we may have their continued support in this work. In my report a year ago it was shown that we had 546 members. Of these eighteen are either dead or have gone out of business and seven have resigned, leaving 521 of our old members still on our list. We took in twenty-three new members at Saginaw, have received twenty-six applications by mail, four through the influence of the Minnesota Insurance Company, and have secured forty-nine applications through the work of our friends, the traveling men, while C. F. Lewis, of

Pentwater, brought in two of his neighboring hardware dealers, making a total of 104 new members and a present membership of 625.

If any one of us were to experience a growth of practically 20 per cent. in the volume of our business we would be pretty well pleased with the showing for the year and, as our Association shows a gain of that amount, I think we have equal cause for congratulation.

Coincident with the above growth in our own Association we have found similar conditions existing in all other state associations affiliated with our National Association, and there are, fortunately, a few interests which are becoming unnecessarily alarmed at this great increase in the



strength of the organization movement. They are even now trying to cast odium upon the officers of our National Association in an effort to discredit in the minds of the hardware dealers the good work which these estimable men have been doing in our interests during the past few years. False and misleading statements have been made and circulated to the effect that the members of the different state associations are resigning because they fear the effects of a couple of lawsuits entered against the National officers by those who are trying to disrupt the organization.

In view of the figures which you have just heard read, showing a steady growth in members, our traducers seem to have used very poor judgment in selecting a point of attack. I would not consider these attacks as worthy of notice at this time were it not for the fact that I wish to emphasize one point and that is this: Our organization has grown to that point where it wields a decided influence in the hardware business from the factory to the consumer. It is proving a great benefit to the legitimate manufacturer, jobber and retailer, but to those who prefer to divert trade from its legitimate channels the organization is far from being a welcome factor in the trade. It is from these interests that the attacks just referred to emanate, and when you read that your National Association is in trouble or that the members are resigning you can make up your mind that your organization

has gained another victory over antagonistic interests and that the latter, being unable to attack our Association from the outside, are, as a last resort, trying to create dissension within.

Inasmuch as we have representatives here from both the National Hardware Association and the National Hardware Manufacturers' Association, who represent all the representative wholesalers and manufacturers of the country and who, I believe, bring with them the best wishes from their respective organizations, it is not hard to figure that if our methods and our past efforts are, in their opinions, directed along lines which are in the best interests of the hardware trade as a body, we need have no fear from any attacks coming from any other source.

You are all familiar with the facts surrounding the decess of two institutions during the past year whose operations have been very annoying to the retail merchant. I refer to the failures of the Cash Buyers' Union, of Chicago, and the National Supply Co., of Lansing, and while at the present time an effort is being made to revive the latter concern, we have reason to feel that our customers will be more susceptible to our arguments against such institutions than ever before. The regular mail-order houses, however, continue with us, and have during the past year been as active as ever in their efforts to get a subsidy from the Government in the nature of a parcels post bill and a post check currency bill to facilitate the sending of money through the mails. They would, undoubtedly, be enjoying at our expense the benefits of these two pieces of legislation had it not been for the solid opposition presented by our state associations and other mercantile bodies who understand the grave results which would follow the passage of such bills.

In connection with this closer understanding with the merchants in other lines of business I desire to briefly mention the organization during the past year of an association known as the Affiliated Presidents and Secretaries of Commercial and Trade Organizations. This Association, as its name implies, is formed of the Presidents and Secretaries of the various trade associations from all over the United States and has for its object the collection of information which will have the effect of better equipping the members for the duties of their positions in their respective organizations and for the exchange of information concerning matters of mutual interest. Your Secretary was delegated, by your Executive Committee to attend a meeting held in St. Louis on Sept. 28, at which time the above Association was organized. The opportunity presented thus to keep in close touch with our fellow merchants in other lines, to ask and receive their support on matters of National importance which arise from time to time, is, I believe, a long step forward in the work of organization. We have much to gain from an alliance of this kind and, in the same measure, I

believe can be of material assistance to merchants in other lines not so well organized as our own.

On March 20 and 21 your President and Secretary attended the seventh annual convention of the National Retail Hardware Association at the Great Northern Hotel, Chicago, and were pleasantly surprised to find that that organization has grown until it now includes twenty-six states and has a total membership of about 9,000.

The subjects taken up and disposed of at this convention were of a most important nature, and action was taken on them which is already showing good results.

The Joint Catalogue House Committee has had an exceedingly busy year and offered several recommendations which their experience in handling the different propositions which came before them taught them would assist materially in competing with catalogue houses.

Among other suggestions was one to the effect that legitimate sporting goods dealers be considered eligible for membership in the various state retail hardware associations. This was prompted by the fact that a large number of hardware dealers handle sporting goods and, as the mail order concerns are in many cases quoting guns and sporting goods at unreasonably low prices and in other ways have attempted to demoralize the trade of the retailer in these lines, it was felt that the assistance of the legitimate sporting goods dealers would be valuable in improving these conditions.

Manufacturers who refuse to sell catalogue houses were endorsed for their action and other manufacturers urged to stand by the retail merchant in this matter.

A resolution expressing continued opposition to any parcels post legislation was adopted and also one approving of the course of President Roosevelt on the subject of rate legislation and freight discrimination.

The officers for the coming year were elected as follows:

President—E. M. Bush, Indiana.

First Vice-President—S. R. Miles, Iowa.

Second Vice-President — G. W. Rockwell, New York.

Executive Committee—A. T. Stebbins, Minnesota; H. J. Hall, Nebraska; D. Fletcher Barber, Massachusetts; H. L. McNamara, Wisconsin; G. R. Lott, Illinois; G. W. Wolbert, North Dakota.

Getting back again to affairs which lie strictly within our own Association, I would like to enlarge upon the various complaints which have been lodged with the Secretary during the past year. I believe it would surprise even those who have the fullest faith in the ability of the organization to correct trade evils to learn of the widespread desire upon the part of manufacturers and jobbers to help us keep trade in its proper channels. If we had shown any disposition to ask for anything unreasonable, I believe that we would have been unable to accomplish what has been done, but requests have always

*Annual report of A. J. Scott, Secretary Michigan Retail Hardware Association, presented at twelfth annual convention at Detroit, Aug. 8.

been made with due respect to the interests of the manufacturer and the wholesaler and our members have shown a keen sense of justice in the complaints which they have brought in. In most cases we have been able to effect satisfactory settlements without resorting to any but the most peaceful methods, and in very few cases has there been any unpleasantness in our work of adjusting these matters. I would like to give you a history of some of these cases, but do not believe, for obvious reasons, that it would be good policy to do so at this time. At our executive session to-morrow afternoon there will be an opportunity to take up any matters which have not been satisfactorily settled, and if the efforts which are being made in this connection do not meet with your approval suggestions in regard to them will, I know, be appreciated by your new officers. I hope that you will all make it a point at that time to place before the members any irregularities which you think the organization can correct, so that a full and free expression can be had from the other delegates.

In addition to our record of good work accomplished during the year I have to report the sad news of several losses through death among our members. It is a particularly sad duty to refer to the departure of that untiring fellow worker, T. Frank Ireland. We will all remember the inward feelings of sympathy which were felt but not expressed when we met with him last year at our convention in Saginaw. Some of us I know felt at that time we would not see him at our convention this year, but this feeling was not prompted by any expression which we heard from him, for he did not complain. He preserved until the end that cheerful, friendly attitude which made him so dear to us and to all who knew him. At the time of his death your officers tried to express, through the medium of a floral wreath, the esteem in which you all held Mr. Ireland, but nothing could fittingly express the great loss which our organization suffered by his death.

In addition to the loss of Mr. Ireland we have also suffered through the death of eight other good earnest workers in the Association, as follows:

Chas. H. Loomis, of Sparta, on August 28, 1905.

Frank H. Wickey, of Louys & Wickey, Detroit, Oct. 7, 1905.

W. P. Culver, of Portland, Oct. 20, 1905.

R. E. Baetcke, Brighton, November, 1905.

Josiah Thompson, Owosso, January, 1906.

L. B. Brockett, Battle Creek, January, 1906.

A. H. Wallace, Algonac, March 14, 1906.

Nolan Bruce Harding, of Harding & Schaefer, Ypsilanti, July 29, 1906.

If I have omitted to mention any losses through death I hope that my attention will be called to the fact, so that the proper committee may take suitable action before this convention closes.

Before closing my report I would like to refer briefly to the souvenir programme sent out in advance of this meeting. From our Treasurer you will learn that we derived a nice revenue from this source, but this was not our sole purpose in getting out such a book. I am sure that the large attendance at this and at our Saginaw convention was partially the result of placing one of these books in the hands of every hardware dealer in the State. While many of them could not come to the convention, I believe they appreciated the souvenir of the occasion in that form, and I hope that it will be preserved and referred to. I also hope that those of us who did come will return home with the determination to work even harder in the future than we have done in the past in the interest of the Association, so that we can reap to the full the benefits which, with the present strength of our Association, now lie within our reach.

In conclusion, I wish to thank you for the manner in which you have endeavored to make the duties of the Secretary's office as pleasant as possible. The other officers have extended courtesies for which I am much indebted, and I hope that you will extend to them the credit to which they are entitled for their untiring efforts during the past year to follow out your wishes as expressed at past meetings.

Manufacture of Ice Cream in Commercial Quantities.

When ice cream is manufactured on a large scale the ice and salt are usually mixed on the floor, a layer of ice first being spread on the floor with a shovel. On the top of this is spread the proper amount of salt. Then the two are mixed with a shovel in much the same way as masons mix their mortar. When properly mixed it is put into the freezer, around the freezing can. The freezer should be running while the mixture of ice and salt is put in, otherwise the can is likely to freeze fast and the cream will cool unevenly.

This method of mixing allows a considerable waste of cold during the mixing process and, secondly, if no more salt is put on the top of the ice in the freezer the freezing is somewhat uneven. The cold brine formed at the top percolates through the freezing mixture and accumulates at the bottom. This leaves the top portion with little or no brine and salt, and if not kept well packed and additional salt put in the air will penetrate. This, together with absence of brine, will cause the freezing mixture to be strong at the bottom and less strong at the top. If too much difference is allowed in the freezing properties of top and bottom portion difficulties may be encountered. The bottom portion of the cream is likely to be overfrozen, hard and lumpy before the freezer is stopped. The top portion in the freezer is always the criterion by which the ice cream maker judges when the ice cream has been sufficiently frozen. The cream should be frozen in such a way and to such a consistency that all of it will pour out of the can without any portion adhering to the inside of the

can in the form of icy lumps.

The second way of mixing salt and ice is by mashing the ice on the floor or in a box, then transfer it to the freezer, pack in a layer of ice in the bottom of freezer around freezing can, and then a little salt scattered on the top of this. Another layer of ice is then put in, and so on, alternating with ice and salt in well proportioned layers until the can is surrounded with the freezing mixture. Towards the bottom each layer of ice should be proportionately greater than at the top and proportionately less salt is used. During the freezing the brine is formed largely at the top and percolates towards the bottom, producing a more uniform freezing mixture.

When ice cream and ices are frozen on a small scale this latter method is largely used and is to be recommended. When manufactured on a large scale it would perhaps involve too much labor and time to make it practicable. Since it is possible by mixing according to first method to obtain a good uniform freezing mixture, that method is to be recommended when freezing on a large scale.

When packing and repacking ice cream on a large scale better results are obtained when ice and salt are put in alternately as mentioned above.

The crushed rock salt is the most convenient to use, and is also very satisfactory. It produces a more uniform freezing mixture and does not cause the freezing mixture to unite in lumps to as great an extent as does the common granular salt. The fine granular salt comes in contact with practically all of the surface of each ice granule, causing the latter to melt very rapidly. This sudden cold produced tends to unite ice, salt and all into large lumps, unless it is kept well packed. The particles of rock salt are larger, more solid and angular, and consequently do not mat together with the ice to as great an extent as does the fine common salt. The crushed rock salt is a little

more expensive than the ordinary cheap barrel salt. Crushed rock salt costs, retail, about 2 cents per pound. If bought in lumps it can be had for about 1 cent per pound. Special crushing machines can be obtained for crushing ice and rock salt. The common fine granular salt is worth about 1 cent per pound, if bought in less quantities than a barrel. A barrel of coarse salt can be bought for about \$1.40 and holds about 290 pounds.

The crushed rock salt gives the best satisfaction for freezing ice cream and ices.

Aging Wine by Electricity.

If the latest invention from Germany is all that claimed for it port wine equal in quality to the famous vintages of the '60s should soon be one of the cheapest beverages obtainable.

It is yet another instance of the magic uses to which electricity can be put. By an electrical appliance which a German inventor has just perfected the newest wine, it is claimed, can be aged so skillfully that the palate of the connoisseur is unable to distinguish, say, the vintage of '95 from the choicest port of the last half century.

The process, which hitherto age alone has wrought, is artificially accelerated and a mature wine obtained in a few weeks from the date of gathering the grapes. Claret has in the past been the subject of similar experiments, but the latest process is said to eclipse any previous method of treatment.

Electricity as an aging agent is not altogether new. Doctors have for some time known that a current has this effect upon animal life.

Fusel oil is the great factor to be contended with in all new alcoholic liquors, and age hitherto has been the only means of reducing this highly dangerous, though necessary, property.

Many a man would rather be right than be President, but it is quite possible to be neither.

ASSETS OVER \$6,000,000

The Temptation to Spend

without thought of the morrow is removed
the very moment you start a

BLUE BOOK

Savings Account

The first experience is a revelation to any one. The comfort derived from it makes you want to repeat the operation of saving.

Old National Bank

FIFTY YEARS AT 1 CANAL STREET.



Duty of the Wife To Her Husband's Family.

Most popular proverbs are bits of concentrated human wisdom; truths which, tried and proven by long experience, have been handed down from generation to generation. But to this as to other rules there are exceptions; among old sayings there are some which at most are but half truths, and others which altogether are false and misleading. Of these last is the oft quoted maxim that a man or woman marries only wife or husband, not the family of the spouse.

It is possible sometimes for a husband to separate his wife entirely from all her kith and kin, although a difficult task in these days of telegraph and express trains, and one which always is productive of more or less bitterness of heart and general unpleasantness. There are men who succeed in the effort if only they persist therein and the wife is submissive. But for a woman the marriage service reads between the lines be my people, thy God my God," else there can be little or no happiness in the relation.

Wherefore, it behooves a bride to look to it that she makes herself agreeable to her relation-in-law. Neither is this always an easy undertaking. In that clever little story, "The Maintenance of Jane," Jane is made to say, "God never intended some relatives to be lived with, especially when they are men and women whom you wouldn't care to know if they belonged to your neighbor's family." She was speaking of blood kin flippantly but with a show of reason which went far to excuse her effrontery of speech. And if such utterance may be true of one's own family, still more may it be said of the relation which people acquire by marriage.

It often happens that a bride is wholly unacquainted with the family of her husband until she is introduced to them after the matrimonial knot is tied. Also, it frequently chances that he and they are but little alike, and sometimes, alas, they are by no means delighted at the marriage. It is sad but true that women who are willing, even anxious, that their daughters should marry bitterly resent the fact that their sons should see fit to take to themselves wives. Most mothers are under the delusion that no woman is too good for their sons, and equally that but few are deserving of marriage with them. Also, sisters who have neither wish nor intention to remain single upon their brother's account take it ill when that brother shows an inclination to matrimony. This form of jealousy, while among the most unreasonable, also is one of the most common. Even when the sisters know and like a girl as a friend or acquaintance, they are not by any means always ready to wel-

come her as a member of their family. When she is a stranger this attitude is apt to be still more pronounced, and the making the acquaintance of her future relation is one of a bride-elect's sorest trials. Nevertheless, she is fortunate if she is able to do so before her marriage, while there still is time to withdraw from the connection if she finds it unpleasant, not to say impossible.

The trouble is when she is one of the family and finds herself unwelcome and uncongenial, she must face the fact that they have not chosen her, and the more simply and naturally she bears herself under the inevitable criticism the better. It is fatal to make an apparent effort to create a good impression. Tact and intuition will do much for her, and common sense will enable her to adapt herself to her new surroundings; but much lies in the power of her husband's relatives to make or mar the happiness of her entrance into their midst.

In a recent book called "Women in Japan," written by an attache of the Japanese embassy at Washington, among the rules of conduct given by a Japanese mother to her daughter before marriage are these:

"When you are married, legally you cease to be my daughter. You must then as closely obey your father-in-law and mother-in-law as you have hitherto obeyed your father and myself.

"Be always amiable to your father and mother-in-law.

"Don't show pride in the position or the fortune of your father. Never boast of it before the father, mother, or brothers and sisters of your husband."

The principles of this excellent advice may well be followed by every bride who enters into a family of relation-in-law.

A wise American mother gave her daughter, upon the eve of marriage, this advice: "If you find that you dislike any of your husband's people, be careful to conceal the fact both from them and from him. First impressions often are not lasting, and you may have cause to change your opinion. It makes no difference to any one but yourself whether you like or dislike them if you keep your mind to yourself, but that it is a matter of great importance to them, to you, and most of all, to your husband, whether or no they like you; therefore, do your best to gain their good opinion."

It is bad form in a bride to try to show off her power over her husband in his own home, or anywhere else for the matter of that. Neither is it in good taste for her to devote herself exclusively to him or fail in courtesy to his family or friends. Especially should she guard against anything which possibly may be construed into the wish to oust her husband's mother from her legitimate place in his affections. The love for mother and for wife are so different that they ought never to conflict. Moreover, there is much solid truth in the saying that a good son makes a good husband. Besides, it is not to

be denied that the mother has the first claim.

It is the bounden duty of a daughter-in-law, and equally of a son-in-law, to make a study of being agreeable to the relatives of husband and wife. There must be no hasty or adverse criticism, but an earnest and conscientious effort to "fit in," to be pleasant, and to see only the best of the new relation; the fostering of an effort to like and admire the things which please and satisfy their tastes and desires.

Undoubtedly it is desirable that the young couple should have a home of their own, however simple, since it is true that no house ever yet could be large enough for two households. But when, as often happens, the husband brings his bride to his father's house, it behooves her to remember that it rests with herself to make her welcome. A gentle deference, indeed, a "sweet humility" of behavior, is the safest attitude to disarm criticism. Good humor, which neither suspects nor is ready to take offense, together with cordial politeness and desire to make the best of everything, hardly can fail to win one a warm corner in any heart. "They that would have friends must show themselves friendly."

There is a story of a man who always was changing his place of residence, and every time he did so the reason was the same: "The place is well enough, but I don't like the neighbors!" At last an old Quaker cousin said to him, in answer to such speech: "John, is thee sure thee is not one of the neighbors?"

Dorothy Dix.

How She Helped the Sale of the House.

"Did you hear from Mr. Williams to-day?" asked Mrs. West, as she poured the coffee.

"Yes," replied Mr. West, reaching for his cup; "he will call at 8 o'clock this evening to look the house over. I feel that he will take it, for his wife is about as anxious to live in the suburbs as you are to leave them."

"I suppose," said Mrs. West, with a longing look, "that my presence will not be wanted during a business interview; but I shall die of anxiety and curiosity in the meantime, for I have that new home all built in my imagination."

"Why, dear, stay if you wish, your presence will lend an additional charm to the place," said Mr. West, gallantly.

"Thank you, Jack," said Mrs. West, smiling. "It's time I knew something about business anyway. I've read so much recently of how great men really owe much of their success to their wives. You know how much money Mr. Hamilton has made? Well, he told me that he never thought of making a deal without Mrs. Hamilton's advice and approval."

At exactly 8 o'clock the bell rang and Mr. Williams was admitted. After a pleasant chat, that was greatly brightened by Mrs. West's cheerful presence, an inspection of the house was made. Mr. Williams did

not disguise his approval of the premises, and Mr. West, watching the satisfied expression of his face, realized the certainty of the sale. Finally Mr. Williams asked:

"What is your price, Mr. West?" "Seven thousand dollars," replied Mr. West.

Mr. Williams was on the point of accepting this offer when Mrs. West interrupted him, saying to Mr. West, in a reproachful, pleading voice:

"Why, dear, you told me you would take \$6,000."

His Too Thoughtful Wife.

Several physicians were relating how carefully their wives looked after their interests and how diplomatic they were in saving them from doing unnecessary night work. One doctor gave an instance demonstrating how the best laid plans of mice and men oft miscarry, says the New York Press.

"When I got home this morning at 3 o'clock, dead tired from attending to a trying case," he remarked, "I almost dreaded to look at the hall table, upon which my wife always leaves a note when there is an urgent call. I was naturally delighted to find that I did not have another call to make, and at once hurried to my bedroom, and, without lighting the gas, undressed in the dark and tumbled into bed.

"My head touched something on the pillow. I lighted the gas to investigate, and found that my thoughtful wife had pinned there a note, so that I should not fail to see it, informing me that I was wanted at once without fail to call on a distant patient as soon as I arrived home, no matter at what hour."

Helps for the Tired-Out Woman.

The tired-out woman usually eats the wrong kind of food.

When tired out one should select foods not for their food value alone, but for the recuperative powers. Hot soup of any kind quickly refreshes the tired woman.

Every woman should learn how to change her clothing. Take off the shoes you have been wearing all day and put on slippers.

Take off the blouse you have worn all day and the collar which has been around your throat since morning and put on a different blouse and a different collar. You have no idea how a fresh blouse rests one, and especially a fresh bit of neckwear. The pinch goes on a different set of muscles.

Changing the underwear is a good plan, especially the corsets. The bones will rub, no matter how carefully you plan things, and a new corset makes you feel as if you were just beginning the day instead of ending it.

An organization has been formed to protect, foster and preserve the present supply of hickory timber and to encourage its future growth, and to influence the government, through its forestry department, to make a study of the hickory problem. The problem of preserving our valuable woods is appealing more and more to our people and this is simply another step in the direction of a wise end.

Invitation

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, they 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.

MARKED PROGRESS

Made by the Michigan Retail Hardware Association.*

It is with pleasure that I welcome you to the twelfth annual convention of the Michigan Retail Hardware Association.

We have assembled here from different parts of the State that we may be benefited in the work in which we are engaged.

The benefits that we receive will depend largely upon the interest we take in the proceedings of the convention. I hope that each and every member present will consider himself a necessary adjunct to the Association and that the success of the convention will depend upon his individual efforts, realizing the fact that we are assembled here for the purpose of exchanging ideas and for the consideration of principles and methods that will be of lasting benefit to us. While the attractions of this beautiful city are great and while many of us do not have frequent opportunities of enjoying them, let us not forget the objects of our mission here and neglect the duties that may devolve upon us.

When we take a retrospective view of the many changes that have taken place in the commercial world since our organization, we are filled with wonder and surprise, and marvel as to what the future has in store for us. The epoch through which we have just passed will long be remembered for the rapid strides that have been made in the commercial world. It is a condition that confronts us as to what the results of this remarkable growth will be.

The success of a nation depends upon the prosperity and intelligence of its people. No nation enjoys such universal peace and prosperity as does ours at the present time. Yet we can not look into the future without serious apprehension. The combination of capital, the formation of trusts and the tendency of doing things on a gigantic scale—all of which are the result of our continued prosperity—makes it imperative upon us to adjust ourselves to the conditions that confront us so that we may be able to keep pace in the march of progress and not fall by the wayside.

The past year has been the most notable one, in many respects, in our history. Greater efforts have been made to influence legislation than ever before, and but for the powerful influence of the great trade associations, the chief of which is the National Retail Hardware Association, we would to-day be confronted with parcels post, post check and the consolidation of third and fourth class mail matter, the adoption of which would have been a serious blow to the retail interests of the country.

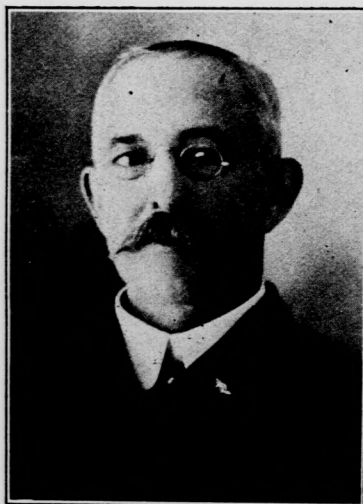
Early in the session of the Fifty-ninth Congress it became evident that a determined effort would be made to have these measures adopted. Upon the recommendation of the Joint Committee a correspondent was engaged at Washington to keep in touch with those matters and, as a

result of this, we were promptly informed of every move that was made, thereby enabling us to flood the Committee with letters protesting against them. Consequently the parcels post bill was beaten early in the session.

The post check scheme was energetically pushed by a big concern of ex-post officials, maintained in Washington at great expense by the patentee of the so-called post-check currency. Such disclosures were made at the hearings, however, that the Committee concluded that the proposition had no place in the appropriation bill and ought not to be adopted.

The consolidation bill met a similar fate.

Much credit is due to the chairmen of the Committees on Postoffices and Postroads in the House and Senate for their influence against these meas-



ures; also to many of the members comprising the Committees.

But our labors are by no means ended. I believe them to be but just begun.

I will give you an extract from a letter that I received from a member of the Committee on Postoffices and Postroads in the House, which I think is very pertinent, and, in my judgment, merits the careful consideration of every person to whose attention it is called:

"I do not think any of these bills will be passed at the present session of Congress. I give you warning, however, that strong influences are behind these bills and are pushing, not only the post check bill and the consolidation of third and fourth class matter, but also a radical parcels post bill.

"The farmers everywhere are lining up in favor of all these propositions. Unless the retail merchants, the jobbers and other kindred interests, by an organized effort, through the country press and otherwise, present satisfactory reasons why these measures would not be in the interest of the farmers, Congress will, in time, be compelled to pass them.

"The farmers through the Grange and Agricultural publications are being lined up strongly in favor of these measures. Unless you reach these people through the press, with logical and convincing arguments, your cause will be lost, in my judgment, in the near future."

*Annual address of President J. H. Whitney at twelfth annual convention held at Detroit this week.

Sweaters

Are You Interested?



If you are then figure with us. Our stock is an exceptionally good one—fact is, we believe it to be one of the best lines ever offered in this vicinity. We have both turtle neck and V neck styles in plain colors, fancy stripes and fancy stitches. Our range of prices is as follows:

Men's

\$4.50, \$7.50, \$9.00, \$12.00, \$21.00, \$24.00, \$27.00, \$30.00 and \$42.00 per dozen.

Boys'

\$7.00, \$7.50, \$9.00 and \$12.00 per dozen.

Buster Browns for Children

\$4.25, \$7.50 and \$9.00 per dozen.

Ask our salesmen.

GRAND RAPIDS DRY GOODS CO.

Exclusively Wholesale

Grand Rapids, Mich.

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 Jaeger

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

The sentiment expressed in this letter, to my mind, demonstrates the true situation of the conditions as existing at the present time. It is necessary, then, for us to renew our efforts and continue the fight if we would not have our business taken from us and scattered to the four winds.

Our success as merchants depends solely upon our individual efforts in the community in which we live. If we would be successful we must be alive to the needs of the hour and keep in touch with improved and modern methods.

It is necessary that we retain our membership in the Association and promote its growth and endeavor to induce every legitimate hardware dealer in the State to become a member. During this age of combinations of capital and merging of interests it is necessary for us to do this that we may be better enabled to combat the evils that arise, as this can be done only by earnest, united effort.

The experiences of the past year prove to us conclusively the wisdom of successful organization and co-operation.

Your Secretary and President attended the National Retail Hardware Association in Chicago last March as representatives of your State Association. It is not necessary that I should give a detailed report of that convention here, as you all, doubtless, read it in the trade papers. Permit me to say, however, that the proceedings were marked by an intense degree of interest and enthusiasm. The officers and the members of the Joint Committee are men of great ability and are alive to the best interests of our work. I feel that I can assure you that our interests are in safe and capable hands.

It is with feelings of profound sorrow and regret that I refer to the death of our esteemed friend and brother, T. Frank Ireland. In his demise we have lost one of our most honored members and one to whom we all looked for counsel and advice. I feel that many of us never fully appreciated his ability and the influence that he exerted for our welfare. It is sad to contemplate the fact that he should be cut down in the prime of life. Let us treasure his memory in our hearts and take his life as an example, realizing that by so doing the world will be made better by our having lived in it.

In 1905 your Executive Committee adopted a resolution admitting traveling men to the Association as honorary members. This action was approved at the last convention. It gives me great pleasure to testify to the wisdom of this action, as nothing has ever been done, in my estimation, that has resulted in greater benefits to us than this. In this honorary membership we have traveling representatives to speak a good word for us, and through their efforts many applications for membership have been received. Let us regard them as our true friends and faithful allies.

Our by-laws provide that the President and Secretary of the Association shall be delegates to the Nation-

al Association. The by-laws of the National Association provide for a representation of one delegate for each one hundred members from each state association. Therefore, according to our present membership, we are entitled to four delegates in addition to your President and Secretary. I therefore would recommend that this convention elect four delegates, in addition to the President and Secretary, to attend the next National Retail Hardware Association convention to be held in Boston next March.

One of our most important items of fixed expense is that of fire insurance. The different hardware mutual fire insurance companies furnish us means of carrying the bulk of our fire insurance at reasonable rates. The returning of from 25 to 40 per cent. of the board rates to the insured is one of the strongest arguments in favor of membership in our Association that we have. All the hardware mutual fire insurance companies are organized on a safe basis and are conducted in a conservative manner, and are worthy of the consideration and patronage of our entire membership.

While our membership has not increased in numbers during the past year as much as it has in some of the years gone by, yet we have had a very substantial growth and at the present time are stronger than ever. We have a membership that is loyal and one that has a strong fraternal spirit, thus insuring to us beneficial results that will be permanent and everlasting. Let us devote our best energies and thoughts to the business we have in hand, and when the work of the convention is completed let us feel that the time has been profitably spent and that we will go to our several homes feeling well repaid, realizing that we will be better enabled to perform the work which is before us during the coming year.

Keep Sweet.

The high pressure of modern business methods has a tendency to spoil a man unless he exercises great watchfulness. There are some men whom business success hurts as much as adversity unman others. We are acquainted with men who, when in moderate circumstances, were kind, affable, considerate and modest, but who, with their accomplishments or responsibilities, have become harsh, cranky, exacting and overbearing. It is not always the "swelled head" to which this may be attributed. It is more generally the tension, annoyance and pressure of the many details of a large business that shortens the grain, irritates the nerves and makes a man impatient with his employees, his family and his customers. It is a great pity that a true man should allow himself thus to be unmanned. Said a dealer recently, speaking of a certain manufacturer, "That man used to be well worth meeting—one of the finest men in or out of business any one could meet, but within the past three or four years he has become a different man." There are others.—Canadian Furniture Journal.

so well educated in all branches of art that a man's business is frequently judged by the way he presents it to the public, and there is no disputing the fact that glass signs have no equal in advertising and creating business.

The uses to which they can be applied are unlimited. For instance: Swinging signs, door signs, window sill strips, hanging window signs, name plates, etc.; also attractive electric and illuminated signs. In addition to the above might be added the hundred hanging glass signs, purchased by the larger firms and distributed by them to their agents and customers in all parts of the world for advertising purposes.—Signs of the Times.

Stays and Silence.

The origin of the corset is essentially unaristocratic. A butcher in the thirteenth century had a talkative wife, who was, in addition, something of a virago. To reduce her to silence he imprisoned her body in the first pair of stays. Wives have imitated and improved upon the idea of the thirteenth century butcher, but stays and silence have ceased to be synonyms.

HATS At Wholesale

For Ladies, Misses and Children

Corl, Knott & Co., Ltd.

20, 22, 24, 26 N. Div. St., Grand Rapids.

Barnet

Bison Cloth



is the best lining ever put into a coat Honest in quality.

Costs Less

than sheep skin.

BISON CLOTH is porous and allows skin breathing.

Trade can choose from 5 colors.

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

Be sure your new storm coats are lined with Barnet Bison Cloth.

Send for Sample to Manufacturers

Barnet Textile Co.

Troy, New York



A Big Line

of Gents', Ladies' and Children's fleece lined underwear for fall and winter wear. Gents' to retail at from 25c to \$1.00. Ladies' to retail at from 25c to \$1.25. Children's to retail at from 10c to 75c.

In both cotton and wool. Examine our line before placing your order elsewhere.

P. Steketee & Sons

Wholesale Dry Goods

Grand Rapids, Mich.

DESIRE FOR PURE FLOUR.**Some Reasons Why It Is Not Confined To Man Alone.**

It is surprising what stupid things are written about the nature and composition of bread, obviously written by those who know nothing whatever about the subject. The strangest thing, however, is that ordinary white bread is condemned and held up to ridicule as something devoid of virtue, and the hapless miller is soundly abused for robbing the flour of all its vital principles in order to gratify a depraved public taste. The public are made to believe that all the best properties of the wheat berry lie hidden in the shell or skin, and that the white flour within is merely starch, devoid of any real food value.

Many, if not all, the ills that flesh is heir to are attributed to malnutrition through the eating of this unsatisfying bread, always by those who know absolutely nothing about the matter. These tales are taken up and repeated by correspondents to the papers until they become accepted facts, because, generally, nobody will take the trouble to contradict them.

In the interests of truth, however, it is right that the public should see the other side by having the plain facts placed before them.

A grain of wheat is composed chiefly of starch and gluten, the germ and the shell or skin. The first two constitute what is called the endosperm, or flour, and the proportions vary considerably in different wheats. The latter two are fixed quantities in practically all kinds of grain, although the higher the quality the thinner the shell is as a general rule.

The flour, of course, is the chief constituent, and the shell is merely a protecting envelope in which it is contained, just as the kernel of the nut is protected by the shell. This shell, which becomes bran when the wheat is ground, is composed of several layers, the outer one of which is silica, or flint. The innermost one, next the flour, does undoubtedly contain some useful food properties, such as phosphates, but it is impossible to remove or extract them by any mechanical process of milling, and as a consequence, if these properties are to be used as human food, this shell, or bran, to which they are attached, must be likewise eaten; but, in any case, they form a very small proportion of the bulk, and are consequently of little real dietetic value to human beings, although useful for pigs and cattle.

The germ is a little unctuous, seed-like substance hidden in the end of every grain, of whatever kind. It is really the vital spark from which springs the new life; the embryo, or baby, which ensures reproduction, like the embryo in the egg. When the germ dies, or is destroyed, the grain is no longer fertile, and its vitality, under ordinary circumstances, does not extend much beyond ten years, notwithstanding the fertility of the reported mummy wheat of Egyptian tombs.

Nature always provides for the needs of her children, and the strongest and best wheats—the real muscle-

formers—are grown in robust climates, like those of the American prairies and on the elevated plains of Russia. On the other hand, as the climates become softer, as on all the shores of the Pacific and Indian Oceans, the wheat becomes weaker and starchier, until we get absolute starch, as in rice, in Egypt and Burmah. Neither of these countries can produce strong wheat, and the people do not need it, their requirements being different from those of the people of more robust climates.

It is not, then, a question of whether we should eat a certain proportion of the husk to obtain a maximum of sustenance, but the quality of the grain from which the flour is made. All white wheats are starchier and must, therefore, make weak flour. Most red wheats are more or less glutinous, but those of America and Russia are the strongest and best.

As for the dietetic value of flour containing any portion of husk, it has been clearly demonstrated by many chemists, especially in France and Germany, that bran in any form is unsuited to the human digestive economy. Experiments have proved that bran can be passed three times through the human body without being digested, and other equally convincing experiments have confirmed the indigestibility of bran by the human stomach.

But, as a matter of fact, the desire for the pure flour of the wheat is not confined to man alone, but is shared also by the lower animal kingdom. For instance, the mouse or rat will nibble the shell off a grain of wheat and cast it aside, eating only the pure flour and the germ. In like manner the little weevil will eat its way into a grain and leave nothing but a hollow shell, which it does not touch except where it enters. Even the sparrow will partially strip off the shell before eating the grain of wheat, first biting it in halves; and every living thing, almost without exception, will choose the flour rather than the husk if it has the opportunity.

It is generally admitted that brown bread acts beneficially on the bowels, and is thus especially useful to those engaged in sedentary occupations; but the idea that it is better food than pure flour is, or ought to be, an exploded fallacy, for all the virtues of the wheat berry are in the flour and not in the husk.

Look Out for Ruts.

It is a known fact that the regular exercise of any muscle or faculty tends to strengthen and develop that muscle or faculty. "Learn to do by doing" is literally applicable to a great many things, and to none more aptly than to the writing of advertisements. The more of it that one does, the less of a task it is. And therein lies danger of getting into a bad rut. As one learns to turn out copy with less and less effort, one is very likely to be content with a less elevated standard—or rather, to lose sight of the high standard which was always kept in view at first.

But the people who read the adver-

tisements remain, on the average, about the same day after day, and the earnestness of effort required to affect them favorably is just as necessary to-day as yesterday or last month. The writer must not lose sight of this fact. He must not grow careless simply because his first efforts were well received, and delude himself with the belief that he can "take it easier" and still succeed. The public, once attracted by clever advertising, demands that that cleverness shall be maintained, under penalty of loss of their interest. And the advertisement writer imbued with the proper appreciation of his calling will have it borne in upon him that it is frequently easier to start a good thing than to keep it good.—Advertising World.

HARNESS

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

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

Sash and Glass

Please send in sash and glass specifications for all new houses in your vicinity, and we will promptly return estimate covering the same. We are equipped to give prompt service, first class workmanship and satisfaction in every respect.

Valley City Glass & Paint Co.

30-32 Ellsworth Ave.

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

Grand Rapids, Mich.

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.

MAKING UP.

An Art Peculiar to the Gentler Sex.

Here is the most original and unique occupation for women that has yet been added to the list of feminine professions. In fact, the clever young woman who has discovered this new field prefers to call it an art rather than a profession.

Whatever the name, this is the occupation: Teaching society women how to make up. Oh, no, not adjusting social differences and bringing estranged scions of the houses of the rich into harmony. Far from it! It is teaching the women of fashion how to make up their faces. In other words, it is the outdoor make-up which defies the telltale rays of the sun.

Miss Frances Hamilton is the high priestess of this "found art," and behind the skillful wielding of the lip stick and rouge paw she has evolved a real philosophy of making up which has such subtle psychological side-lights that when you hear her discussing the touch of carmine which brightens a yellow face you forget that the operation of making up a face for street wear is just a more delicate and careful interpretation of the make-up theatrical.

We all remember Miss Hamilton's artistic and realistic make-up as Asani in "The Darling of the Gods." Artists have pronounced it the most perfect Japanese type ever seen on the stage. Yet in all that facial transformation this young woman used but five lines. The placing of those lines, however, required sometimes forty minutes.

The craze for make-up among society women led Miss Hamilton into ministering to the daughters of fashion who too often have appeared with a face on Wednesday that bore a striking contrast to the visage of Tuesday.

Make-up for the street and home—make-up in untheatrical life—is as legitimate and proper for women as the accentuating of beauty on the stage, says the priestess of outdoor make-up.

The crime of make-up is its detection. Every woman should bring out all the beauty there is in her face, and if a little rouge and powder can transform a yellow, sallow, discontented-looking woman into a radiant creature we all like to see, it is an indirect aid to society.

"Make-up has its effects on the health, too," says Miss Hamilton.

"How often when we are tired and run down we have our friends greet us with 'My dear, how perfectly dreadful you are looking!' or 'Gracious, how ill you look!'"

"Now, I object to starting my day with such depressing thoughts. If illness can be encouraged by suggestions, why can it not be prevented—and by the same methods?"

There is nothing cheers one up more than to be told how well one looks. So there is the psychological and physical value of make-up as set forth by Miss Hamilton in her philosophy of the rouge paw and lip stick.

A more startling bit of information

is the assertion that more society women wear make-up than theatrical people.

"While I have my regular patrons among society women who send for me every day to be made up, I try to get them to learn the art of putting their own make-up on. Each person can do it best herself, for it is necessary to feel your own temperament.

"Outdoor make-up is an art. The face should be regarded as an artist does a painting or a pastel. It should not be too highly painted or it is crude. In studying a face it is soon apparent that one person can use high coloring and another not.

"It is the work of a bad artist to go out into the street with glaring cheeks, scarlet lips and black eyebrows and lashes. This is where the art of make-up comes in.

"The way I first began to make up society women was through an incident at a gathering in one of the old New York homes, where I had given a reading. I was invited in to meet the guests, and one sweet-faced woman with a pale face came up to me and remarked how she envied me for my good color at the end of a tiring afternoon.

"I told her it was a very simple matter if she would only put the rouge on correctly. To my surprise she was delighted and begged me to show her how. Through her I reached other society women, and I assure you my patrons, whose names I could not divulge, are many of them among the conservative old Knickerbocker families. I have always maintained that using make-up to become as attractive as possible is one's duty. To use make-up to vulgarize one's self is a crime.

"When I am making up a society woman I always take into considera-

tion whether with her eyes, her hair, her facial expression, a high color would be harmonious. It would be a mistake to try and make a brilliant butterfly out of a quiet little thrush.

"The point is to accentuate the good features and throw into shadow the bad ones; this is easily done by careful make-up. High cheek bones may be reduced apparently, hollows in cheeks, the lightened eyes made lustrous and brilliant, lips red and even the lines of the mouth changed by the careful use of powder rouge.

"In New York one sees so often those drooping corners of the mouth and the lines leading to the mouth strongly marked out. By applying powder and lightening the lines this disagreeable characteristic may be diminished. While it is impossible to make a beautiful mouth out of a bad one, I show my pupils how to carefully groom the lips by treating them with the lip rouge after all rough cuticle has been rubbed off. The lips must be well kneaded, so that all cracks are taken out. After applying the lip rouge it must be removed so as to prevent the lips being left in an oily condition.

"Eyelashes can never be made up without detection. The eyebrows should be as carefully groomed as the face. I teach my pupils never to allow the eyebrow pencil to touch the skin. The eyebrows should only be darkened on the single hairs.

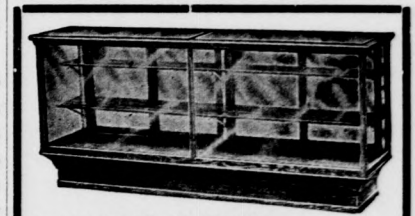
"I work at my facial make-up the same as an artist does at a painting. I believe in working from a white or lightly tinted background, but the basis of all outdoor make-up is cold cream. Just as a pastel artist blends the crayons with the fingers so do I use the fingers in blending make-up. After powdering over the face, which is softened with cold cream, I work from this background out.

"An outdoor make-up is the same as an indoor one among my society patrons, with the exception that in the evening a little more rouge is added. A veil always accentuates make-up, so I impress upon my graduate pupils who are ready to make up their own faces not to forget this point."

Miss Hamilton, the high priestess of making up for nontheatrical women, has studied the question from the artistic and scientific standpoint, but first of all the philosophic, she says.

"It has its ethical value, and I could tell many experiences," said Miss Hamilton.

"Men decry the use of artificiality, as they call it, in their wives and daughters, yet they show unbounded admiration for it outside the home circle. I regard the artistic and 'above detection' make-up as a genuine means of preserving the home circle, which so many times is broken up by wives becoming careless in appearance and unattractive."—San Francisco Chronicle.



A CASE WITH A CONSCIENCE

is the way our cases are described by the thousands of merchants now using them. Our policy is to tell the truth about our fixtures and then guarantee every statement we make.

This is what we understand as square dealing.

Just write "Show me" on a postal card.

GRAND RAPIDS FIXTURES CO.
136 S. Ionia St. Grand Rapids, Mich.
NEW YORK OFFICE, 724 Broadway
BOSTON OFFICE, 125 Summer St.
ST. LOUIS OFFICE, 1019 Locust St.

The Trade can Trust any promise made in the name of SAPOLIO; and, therefore, there need be no hesitation about stocking

HAND SAPOLIO

It is boldly advertised, and will both sell and satisfy.

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

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

- BOB KENNEDY.

How He Came To Forget His Anniversary Present.

Written for the Tradesman.

There wasn't any sentiment about Bob Kennedy. That's what his wife said, anyway, and she ought to know, for fifteen slowly revolving years had whirled their wedding day that distance into the past and never but once had he mentioned that golden period of their lives and Mrs. Bob had been the cause of that. He came and he went, contented and happy. The world was going well with him; there was no reason for him to complain; his was the only wife in the world; his children had the only mother worth mentioning; Prosperity had got into the habit of making itself at home on his front veranda and coming inside at any old time, and so proclaiming itself one of the family; but for all that it would seem considerably more than just nice if Bob would now and then come breezily in, give her a hug and a kiss, telling her she was the joy of his heart and, as Bill Harris said to his wife the other day, "the particular huckleberry of his north pasture!" Would she change with Mrs. Bill to be his huckleberry? No; but for all that Bob had been a devoted lover and—well, well, she supposed it had to be so! It was the middle of June—"to-day's the 15th and we were married on the 23d, the longest day in the year. That will be Sunday. Bob's vacation will begin that same day and he is coming home Saturday night. I'll see how long it'll take to make him remember that the 23d is our wedding anniversary and my birthday, too, and hear what excuse he'll make for forgetting both."

What possible pleasure there could be in working up a lively bit of home-made agony for her darling Bob to suffer it would be difficult to say, but at it that woman went with an earnestness worthy of a better cause, and she began early. Bob's train came in at 4:15, and his first surprise as he left the train was the beaming face of "the sweetest woman under the sun." That ought to have put him on his guard; but he was so glad to get home and so glad to see her at the station waiting for him that without thinking how it looked—or caring—he burst out with, "Mary Elizabeth Kennedy!" and kissed her on the spot, and I'm going to leave it to the reader to tell just where that spot was.

Nobody blamed him, however. There isn't a word to be said about the sweetness and the loveliness of blooming brides. They ought to be sweet and they ought to be lovely, and there is no reason under the sun why they shouldn't be just that; but fifteen years later—well, that's a different thing! So when Bob Kennedy, tired and hot and dusty, left the car in which he had been broiling the whole of that hot June day and saw waiting for him a vision in white, cool and dainty and refreshing, with his favorite tint of blue at waist and throat, he was glad and thankful that such things are; and when above that faint blue he saw the face that had been a blessing and an inspiration to

him "for everlasting, world without end. Amen!"—years in such cases don't count—he did what any sensible man would have done, and the woman behind the pale blue didn't care just then whether her Bob, the delightful, horrid thing ever thought of anniversaries!

For all that she went right on with her original programme. There was not anything about her that was not full of reminiscences of their wedding. She had kept most of her wedding finery and where it would not be too conspicuous she had it on. Sorrow had not been a part of her marriage prophecy, and she had had an easy victory over crow's feet and other threatening wrinkles. Hard work had come to her as it comes always to the determined who make their way; but she had met it over halfway with a smile on her lips and joy in her eyes, so that the hand that took him by the arm was white and shapely—the hand that would naturally go with that cheery face and that beautiful figure, all reminding him of a sunny time not so very long ago.

The car they signalled was too full to furnish them seats together, but it did bring them facing each other, an arrangement which Mrs. Bob recognized and enjoyed. Would he know the breastpin and the neckribbon and would he recognize the parasol and the gloves and was there anything in all she had on to call back that day of days soon to be fifteen years ago? Would Bob notice her ear-rings? She hadn't worn them for years and they did feel so funny. Would the sparkle of the diamonds attract and so remind him? That is what she looked out for—that first flash of consciousness which would tell the story; but Bob looked and gave no sign.

What he did see was the pretty picture in detail which he saw first on the platform. "I believe, my soul," he thought, as, looking past her, he pretended to be looking through the car window, "she's a better looker than when we were married, with a lot in her face I could not see then. Strange how that same wave has stayed in her hair all these years, 'n' she's put it back just as she wore it the first time I saw her that evening at Sue Maynard's tea party. Ear-rings! I don't believe I quite like that in a street car! Mighty nice stones though. 'Twouldn't be a bad idea to have a ring made of them with a jolly red stone between. Better in that shape anyway than in ear-rings. I hate 'em! One good thing about Mary Elizabeth, though, she sets off everything she has on! See the touch she's given that blue ribbon! That hat seems to understand its business all right! Nothing 'off' in that belt, that I can see—and what was it that old duffer said—oh, I know:

"Her feet beneath her petticoat.

Like little mice, stole in and out

As if they feared the light—"

I wonder what he would have said if he had seen Mary Elizabeth!" Just then a passenger signalled to the car driver to stop and Bob was in the relinquished seat before the man was more than halfway out of it! and for



IT'S A MONEYMAKER
every time, but you will never know it if you never try it. Catalog tells all.
KINGERY MFG. CO.
106 E. Pearl St., Cincinnati

Window Displays of all Designs

and general electrical work.
Armature winding a specialty.

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

Always Something New

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

Walker, Richards & Thayer
Muskegon, Mich.

A Special Sale

Secure a date for an August or September ten days sale, and have your store thronged with cash customers.

Odds and ends and surplus merchandise turned into money and your stock left clean and ready for Fall business.

My true and tried and strictly honorable methods will turn the dullest days into the busiest.

But it is not by argument but by achievement that I desire to convince.

The character of my work makes successful results certain and the after effects beneficial.

Highest grade commendations. Special attention given to securing profitable prices. All sales personally conducted. Write me to-day.

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

ALABASTINE

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

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

ALABASTINE COMPANY
Grand Rapids, Mich. New York City

Make Me Prove It

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

E. B. Longwell
53 River St. Chicago



This is a photograph of one of the jars in our

Scientific Candy Assortment

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

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

PUTNAM FACTORY, Mrs.
Grand Rapids, Mich.

Our New 10c box of

Marshmallows

is a sure winner. Get some in your next order.

NOW is Marshmallow time.

Straub Bros. & Amiotte, Traverse City, Mich.

the rest of the way to Home avenue the conductor would have thought that twenty-three and eighteen were aboard instead of forty and thirty-five.

Bob Kennedy had hardly reached his chamber before he began to smell the scent of good things that came steaming up the back stairs. When you're hungry and "hollow's a gun" and all tired out with travel, how does it seem to smell fried chicken done to a dot? When you get down to the table and see the chicken flanked by new potatoes with their jackets burst just enough to show their white mealy insides, and a big bowl of delicious gravy, good and hot, isn't it tantalizing to have to serve the others and not pitch right in? Then after "getting busy" and seeing that the best table cloth has been brought out and the precious cut glass and the silver that she and you saw first—oh, well, we'll say on a certain day, no matter how long ago in June—and the pearl-handled knives, and little Mary Elizabeth on one side of the table, the condensed copy of her dad, and 12-year-old Bobbie on the other, all the handsomer in his new suit for the eyes and the nose and the mouth and the expression that his mother gave him—what man can help taking a glance backward along the years and, rejoicing with exceeding great joy, remembering the day and the hour and the minute when "they two" were pronounced man and wife?

No man that I ever heard of; but the way Bob Kennedy looked and acted conveyed not the least idea to the expectant woman at that moment opposite that he saw anything beyond the table before him and connected it with anything beyond his present bodily enjoyment.

Discouraged? She? You couldn't be acquainted with Mary Elizabeth Kennedy to ask that. Like water seeking an outlet, while one resource was failing she sought another and when she saw that that was not accomplishing its purpose still another rose calmly up full of the greatest promise to be tried the next day. She put it to the test during the breakfast the next morning, and as they were leaving the table she said to Katrina, "Just leave the dishes and I'll wash them this morning. Bob, let's wash the dishes ourselves, as we used to; don't you want to?"

The "Yes" wasn't over and above hearty, but he said it, and shortly after, as in the olden time, the dish-washing began, Bob with a kitchen apron on and Mary Elizabeth similarly protected and with sleeves rolled up.

"Now, Bob, here's your towel. Tumblers first. Remember the tumblers?"

"Well, I should say I do. 'Twas that May before the June we were married, and we went to Boston. Hot? Don't you remember when we went into the store I said it was hotter than Hades! and you said, 'Robert Kennedy!' with three exclamation points?"

"And how you said, 'Well, a word with five letters isn't so bad as one with four,' you wicked thing! Do you

see anything else we got that day?" "I guess so. Here's the coffee cup and saucer I bought for you and I remember wondering how you could fancy the oddly shaped thing! Strange how anything like that, which you can't bear the sight of, never gets broken."

"Why, you horrid! It is just as pretty as it can be, and you know it is! Look at yours; all you wanted and thought of out of hundreds of the loveliest of designs and daintiest colors was just size. You'd have taken a quart stein if I'd let you, you know you would!"

"Yes, dearie, but simply because you make such a fuss if I pass my cup a second time."

"How did you know then; that was weeks before the wedding, Smarty? Do you remember these plates, how you wanted the blue one because—don't you remember?"

"Y-e-s. I said the color was just the shade of a pig's eyes."

"You did not! If you had I'd left the store. What do you want to think of such mean things for, let alone saying them? Don't you think I've done pretty well to keep the full dozen fifteen years without breaking even one of them? I think fifteen years is a pretty long time, don't you?"

"Oh, I d' know. There's that half-dozen dinner plates that were my grandmother's and—"

"Yes, but they're never used—"

"And you haven't used these often—than once in a dog's age. What's fifteen years in the long run, especially when you remember that 'a day is a thousand years,' see Psalms 90 and—"

"Robert Kennedy! If I remembered my Bible only for making fun!"

"That's all right; but I'll bet you a dollar you can't tell me what verse it is."

"Can't I! It's the 4th. I don't want your dollar, but I do want you to get right out of here. You're as horrid as you can be with your pig's eyes and your making fun of the Bible! Get along!"

"All right, Mrs. Mary Elizabeth Kennedy, I will. Here's your wiping towel, and here's your kitchen apron, and here's"—this with a great struggle with his vest pocket—"the token of your appreciation of my services on your 45th(!) birthday, which you have been trying to remind me of ever since I've struck the town! Take it. Think of me when you use it as kindly as you can and may you live long to enjoy it."

"Oh, you Bob! What an everlasting"—she was too busy just then unwrapping the small cubical box he had put into her hands to remember her noun. Then when the opened case revealed a gold thimble, what she had been long hoping for, she completed her sentence, "—ly delightful old Bob you are!" with an explosive period, and her arms nowhere near the dish pan!

Glad? Of course she was glad; but, dear me! why couldn't he, as long as he was remembering, remember the right thing? Of course it was nice to have him think of her

birthday; but he hadn't anything to do with that, and she wouldn't give a snap to have it remembered in comparison with the other. It was the man of it she supposed. After the hints she had given him, too, even if he had bought it for just that he might have seen and so made believe. Well, she'd have it that way and call it her wedding anniversary present and he never need be any the wiser. So, trying on the thimble once more, she kissed it and then putting it on the windowseat where she could look at it she finished the dishes.

"Mary Elizabeth, see here!" Bob called from the back veranda. "I forgot to say to you when I gave you the thimble that that was your birthday present. This is for our wedding anniversary. Out with your hand and shut your eyes;" and when her eyes were opened they saw just above her wedding ring a splendid opal, flanked on each side by an equally splendid diamond!

A day or two afterward during an afternoon call when admiration was expressed for the ring Mrs. Robert Kennedy remarked, "Monday was our wedding anniversary and this is Mr. Kennedy's present. He always makes me one."

Richard Malcolm Strong.

Labor Saving.

The farmer's wife is up-to-date:
No more with care-knit brows
Does she toil hard from morn till late
To tend the many cows.

A pleasing sight for all the men,
Dressed in her dainty silk,
She churns the butter first, and then
She has the buttermilk.



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Rubber and Steel Stamps Seals, Etc.

Send for Catalogue and see what we offer.

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

Grand Rapids Grain & Milling Co.

L. Fred Peabody, Mgr.

Grand Rapids, Michigan



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

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.



JUDSON GROCER CO., Grand Rapids, Mich.

Wholesale Distributors

Hart Canned Goods

These are really something very fine in way of Canned Goods. Not the kind usually sold in groceries but something just as nice as you can put up yourself. Every can full—not of water but solid and delicious food. Every can guaranteed.

A CLOSE BUYER.

Kind of Customers Retail Grocers Occasionally Meet.

Written for the Tradesman.

"The success of a business depends upon the buyer," said the druggist. "I have always carried the idea that it depends on the salesman," said the shoe dealer.

"You are both wrong," said the clothier. "It depends on the goods and on the advertising, the way it is handled, and all that."

"It depends on all of these, and one other thing," said the hardware man. "That other thing is to make yourself a good fellow in the town where you live."

The four were sitting at the rear of the grocery on the corner, and the grocer was getting ready to close for the night.

"Close buying," said the grocer, "comes to the average human being like the taste for mother milk. It is no credit to a person to be a close buyer. What makes a business go is the handling of the goods and the care of the cash after it comes in."

"If all people were close buyers," said the druggist, "it would trouble some merchants to get a living. There are a lot of people in trade who depend upon the careless customer to keep them going. They are after the man who comes in and orders a lot of stuff and throws down a bill. The customer doesn't know the price of the different articles he has purchased, and therefore the total is more than it would be if he asked prices as he ordered."

"The grocer is the one who doesn't fall in with that kind of customer very often," said the grocer, "for he usually has women to deal with, and women are close buyers. I don't know why it is, but a woman will bargain and dicker over a dollar's worth of provisions when her husband will throw his money around like a prince whose subjects earn the money he spends, and then the husband, when it comes to giving the wife money, will growl and pinch worse than any old boarding house keeper. I guess it is human nature."

As he finished speaking the grocer turned up the gas again, for a customer had just entered the store. It was a woman, tall and lean, with her hair done up in a little hard, gray knot at the back of her head. She was slouchily dressed, and her face was hard and sullen, especially her eyes, which were of faded blue and shone stonily in the uncertain light of the store. The visitors stopped talking and watched the grocer taking the woman's order.

"I want a quarter's worth of sugar," was the first item. "The last I got here was wet when it was brought home, and I can't pay for water—not when sugar is as high as it is now. You ought to make that up."

"All right," said the merchant.

"And I want three eggs," the customer continued. "By rights, you owe me two eggs. That last dozen I got here had two bad ones in it. You must put in two extra."

"All right," said the merchant.

"I want two cents' worth of ground pepper," said the woman. "I wonder why they adulterate pepper? I should think the pepper berry as cheap as anything that could be mixed with it. And two cents' worth of cinnamon. Don't put in that big, coarse stick. Those little, thin ones are stronger."

"All right," said the grocer.

The visitors looked at each other and smiled.

The grocer walked back to where they were.

"Just size up this deal," he said. "Here's a sample of what we have to go through every day in the week—not once, but a dozen times."

"I want half a dozen of those cookies in the barrel. Five cents a dozen, are they? Well, there's a piece broken off one and so you put 'em in at two cents. Give a good customer the benefit of the half cent once in a while. Have you some nice canned beans? I want a can, but the last one I got here was only half full. Do I get a reduction on that account?"

"Not to-night," said the grocer.

"Well, it's a fraud, and I won't buy any more beans here. How much is your nice creamery butter? Twenty-six? That's pretty high. A quarter of a pound is enough. If you've some fresh bananas I'll take a quarter of a dozen. Oh, those are not the kind I want. They look as if they had been kept under some Dago's bed for a month. I'll take a quart of blackberries instead. Fourteen cents? What is the matter with you grocers? How can any one afford to pay fourteen cents for a quart of berries? No, I won't take them. How much is that green corn?"

"Twelve cents a dozen," replied the grocer.

"My, but that's steep. May I open the jackets and see that the ears are all full, and not too soft or too hard? There's a lot of fraud in sweet corn."

"That would spoil the ones you left on my hands," said the grocer. "I can't allow you to open the ears. You can size them up by the feeling."

"Oh, that's the theory," said the woman. "I can't, and I don't believe you can. Never mind. I won't take any. How much are those new potatoes? Twenty cents a peck? Huh! Last year when we had potatoes to sell we couldn't get twenty cents a bushel for them. I'll take a peck if you'll deliver them to-night. Horse put up, eh? Perhaps I can buy some nearer home. Oh, yes, I want a half pound of round steak."

The grocer grinned at his visitors and went back to the meat department. He lighted the gas and got out a heavy piece of round.

"Cut it thick," said the woman. "No, not there. You'll get a bone in if you cut it there, and one can't afford to pay for a whole skeleton with half a pound of round steak. There, I guess that will answer. How much is it? Ten cents a pound and there is eight cents' worth? Then cut off some. I want only half a pound, I told you. Can you give me some meat for my cat? Why

Sell

Your Customers

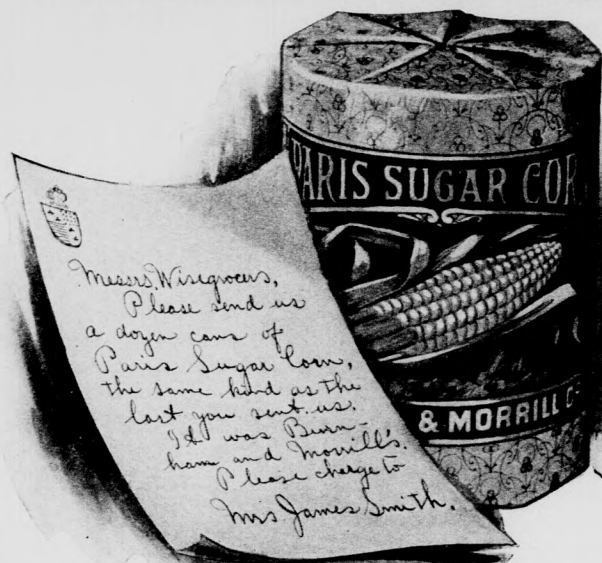
YEAST
FOAM

It is a Little Thing,

But Pays You

A Big Profit

A PLEASED CUSTOMER



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

PARIS SUGAR CORN

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

Your jobber has it. If not write us. Paris corn will have large space each month beginning in September in the LADIES' HOME JOURNAL, SATURDAY EVENING POST, COLLIER'S, MUNSEY'S, EVERYBODY'S, SCRIBNER'S and other magazines. This publicity, backed up with such a superior product, is bound to maintain a consistent and steady demand. Satisfy and please your customers by having Paris Corn in stock. You will have many and repeated calls for it.

BURNHAM & MORRILL CO., Portland, Maine

can't you put in that little bit of round you just cut off my piece? You won't have any call for it to-night. All right. Have you got an extra kerosene can? I want a quart and I forgot to bring my can."

The grocer was becoming amused. He lighted a lantern and went down cellar after the kerosene. While he was gone the customer walked around behind the counter and helped herself to a piece of maple sugar. When the grocer returned she asked:

"How much is maple sugar?"

"Twelve cents a pound," was the reply.

"Well, I'll take a quarter of a pound. I like it to eat out of hand once in a while. Now, how much is my bill?"

The grocer put up the sugar, figured the amount of the woman's purchases, and handed her an itemized statement. She went over it twice carefully.

"You've charged three cents for the cookies," she said, "and that broken one in, too. I don't think that is right."

The grocer changed the item and the customer left the store.

The grocer walked back to where his visitors were sitting.

"You struck a live wire right here," he said. "How would you like to have that woman for a buyer, either of you?"

"A buyer like that never gets good bargains," said the druggist. "People who are so badgered play even in some way."

"You bet they do," said the grocer. "That woman never gets the best of anything."

And the merchants retired and the grocer locked up for the night.

Alfred B. Tozer.

How to Get a Job Through the Civil Service.

The great majority of people have little idea as to what a civil service examination really is. When a "government job" is mentioned they think the word "pull" has a synonymous meaning with it, and, having no "pull" or influence, they imagine it out of reach. Perhaps the reason of this is that for many years the "spoils system" was in vogue. Every patriot drawing a salary from Uncle Sam had earned his "job" either as a faithful party worker or having a close friend who was. But that era is passing away and the civil service is taking its place, and, as the chief of a government bureau said:

"It is getting the cream of the young men and women for governmental service. All of my employees were appointed through civil service examination, and I couldn't get a better class of young men in the city." The reason for this is that a person must have a good education, reputation, and physical constitution, and, while it is true that in trade examinations education cuts but little figure, still in these days there are but few trades in which an ignorant man or woman can enter the federal employment.

The salary is good. It may not compare with some private salaries, yet it is steady and sure as "death and

taxes," and neither affected by panics or change in firm. Promotion generally is slow, and it depends a great deal on the person himself and the department in which he is employed. Many bright persons have used a government position as a stepping stone to something higher, and, as the hours usually are short, one may use the spare moments of time to good advantage.

There are numerous cases where young men entering a division of the government service with only a good common school education and after five or six years' spare time study have emerged with a profession or a technical education. But a person should not enter Uncle Sam's employ with the intention of neglecting his work for private advancement, for sooner or later he will wake up a sadder and wiser person. As a rule, however, the government employe is satisfied with his work and salary and makes it his life work and endeavors to give the best efforts in his power. All sections of the country give up some of their best and brightest young men and women to federal employment, and in an office containing a hundred or so employees nearly every state in the union is represented. Each one takes particular pride in upholding the honor of his native state, and you may see the "long headed" Yankee, the musical voiced southerner, and the energetic westerner working alongside each other, doing their best work, and becoming acquainted with the different people of their land without actual travel.

Now for a few words as to the examination. If you are going to try for a position in a postoffice, custom house, or some local service, you apply to the local secretary of civil service examiners for an application blank and manual. He will give you with the application blank a book giving you a faint idea of the misery that is to follow. But if it is for the general classified service—such as railway mail clerk, stenographer, clerk, etc.—you write to the civil service commissioner, Washington, for an application blank for the position you wish to be examined for, and also write for a manual. The manual will give the date and location of the examination and other useful information to the embryo federal employe. The application blank and manual are free, and a postal card request will bring them to you.

After you take your examination it will be several months until you receive your grades. The higher you pass the quicker you will receive your probationary appointment, and if your work is satisfactory you receive your permanent appointment, which practically means a life position. And all by your own unaided efforts—no "pull" or "influence." E. Thurman.

Blinded By Mosquito Bite.

John Bodnir of Westport, Conn., has been rendered temporarily blind by a mosquito bite. The mosquito bit Mr. Bodnir upon the lid of his right eye. Mr. Bodnir paid no attention to the swelling. When he arose in the morning he was stone blind.



"The Elephant's Head!"

Tetley's Teas

Are Known the World Over

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



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Gold Label
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Qualities

Always put up in Air-Tight Packages

Refreshing! Fragrant! Exhilarating!

Delicious Either Hot or Iced

Sole distributors
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JUDSON GROCER CO., Grand Rapids, Mich.



Why Continue to Drift

and take chances in the purchase
of COFFEE?

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

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

W. F. McLaughlin & Co.

Rio De Janeiro

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Santos

*Who else can do this?

THE CHURCH DEBT.

Merchants Will Be Glad When It Is Paid.

Written for the Tradesman.

"And, you see, if we can only get this installment and the interest paid, we shall have plenty of time in which to pay the remainder. And, then, we may have a better pastor next year and get the debt all paid."

The shoe merchant motioned the girl to a seat at the side of his desk and asked:

"Why should you change pastors? The one you have is able and conscientious, besides being popular. You will make a mistake if you dismiss him for a new man."

The girl hesitated. She was pretty, with shining brown hair, violet blue eyes, baby complexion, and features that were regular and attractive. She was there to get money to help out on the church debt. That is the way some churches get their money. They send pretty young girls into business houses to ask for it, which is an easy way to get money, when you come to think about it.

The shoe man was not in an enviable mood. He had peddled out more money that morning than he had taken in. He had given \$5 for a high school program advertisement which wouldn't bring in a cent and was a species of blackmail, he had put up \$2 for the Young Daughters of the Old Daughters of the Older Mothers who had seen troops go marching off to the Mexican war, he had subscribed \$3 for a new flag for the Grand Army hall, and had passed money out in small lots until he was disgusted.

"Why," replied the girl, in answer to the question, "Mr. Johns is a good man, and popular in the church, but he doesn't bring in outsiders, and the collections are never as large as they ought to be. Now, over at Greenburg, Mr. Harlow has paid off the debt on his church and built a new parsonage. That's the kind of a pastor we need here."

"Then, if I understand you, what you need is a business agent, a man who can get money, whether he can preach or not?"

"Oh, no! The idea! We want a pastor who combines the two talents—saving souls and keeping things going right."

"Why don't the members of the church pay the debt?" asked the merchant.

"Oh, but they are mostly poor people."

"Well, then, why should they build such an expensive church? I can't run in debt and send a pretty girl around among the business men of the city asking them to help me out. I am aware that the churches do a great deal of good in the world, but it seems as if each society ought to take care of its own finances."

"Oh, well, if you don't want to give anything—"

The girl arose to her feet with her chin in the air.

"Of course I want to give something," said the merchant, with a smile, "but I want to know about things. You must understand that I

am asked every year to help out on the debts of all the churches in the city. I guess church members think that is what I am in business for—to help pay church debts. And I am not the only business man who is given a chance to invest in church real estate."

"Well, I don't see what else we can do. We must pay the debt or lose our church," said the pretty girl.

"Some churches hire experts to come and stir up enthusiasm," said the merchant. "I know of one society that raised a debt of \$1,800 that way in ten minutes. And some give fairs and socials. But the queerest way I ever came across is the old offertory system with modern improvements."

"Tell me," said the girl. "It may help us out."

"When the preacher has concluded his sermon," began the merchant, "he announces the offertory. But the deacons do not pass around with a little thing which looks like a corn popper with a long handle. The chief deacon places a basket at the foot of the pulpit and invites the congregation to advance and drop in their coin. What do you think of that for an idea?"

"Why, I can't see how that helps much."

"Well, I should say it does help," said the merchant. "You see the whole outfit knows who gives and who does not. When you sit in your seat and don't give only the people sitting near you know about it. And even then you may drop in a couple of cents and deceive them. But when you sit still while the collection is going on they all get next and think you are stingy, or broke, which is worse. Yes, I can see how a good deal of money might be collected in that way. The preacher who invented the system ought to have a medal made out of a silver dollar. I have been informed that he is in no danger of being dismissed in favor of a younger man."

"Now, don't you think you are a little hard on the churches?" asked the pretty girl. "I'm sure our people are doing the best they can."

"Oh, I'm not kicking on the churches," was the reply. "I would do many things to keep them going, and put up much money, but it seems to me that there is a lot of bad management in some of the church societies. If the bad management affected only the societies involved, it would not matter so much. But it almost always happens that the men whose advice is never sought in connection with church affairs are called upon to help straighten things out after a lot of wrong-headed enthusiasts have made a mess of the church's finances. It is not the church, as a church, that I am criticizing, but the methods of the incompetent men who too often force themselves to the front in order to shine in business and society as a leading light of the church."

"I rather think," suggested the pretty girl, "that the men who are willing to do the work can get about

any position they want in our church."

"It is just that way in most of the churches," said the merchant, "and when the society gets hard up people who have no interest whatever in the church, and who had no hand in bringing it into existence, or in running up the debts, are asked to come down with their good money."

The girl laughed, blushed prettily, and held out her subscription paper. The merchant wrote his name and set opposite it a goodly sum.

"I guess I've got the worth of my money, unloading my troubles on you," he said. "The business men of the city will all be mightily pleased when the last church debt is paid," he added. "We've been contributing a long time, but as soon as one church gets out of debt another society buys more land or puts up a larger church, or builds a parsonage, and there you are. It seems as if the churches never would get out of debt."

And the pretty girl blushed and went her way with no remembrance of what had been said to her.

Alfred B. Tozer.

His Mental Limitation.

"Your honor," said the arrested chauffeur, "I tried to warn the man, but the horn would not work."

"Then why did you not slacken speed rather than run him down?"

A light seemed to dawn upon the prisoner.

"Geel!" he said, "that's one on me. I never thought of that."



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

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

Walter Baker & Co.'s Chocolate & Cocoa



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

46 Highest Awards in Europe and America.

Walter Baker & Co. Ltd.

Established 1780, DORCHESTER, MASS.

WHITE HOUSE COFFEE

DWINELL-WRIGHT CO.

BOSTON.—Principal Coffee Roasters.—CHICAGO.



It Must Be a Great Satisfaction

for retail grocers to be able to insure the goods they sell against dissatisfaction. Knowing this, and thoroughly imbued with the idea, when Dwinell-Wright Co. first put on the market the now-celebrated

White House Coffee

the firm created a standard of excellence the whole coffee-world has since adopted. Even the "Pure Food" principles—the *sine qua non* of commercial integrity—coincide exactly with the "White House" Coffee platform: absolute purity, insurance against adulteration, and coffee robbery. It will be a great satisfaction to your customers if you supply

WHITE HOUSE COFFEE

SYMONS BROS., & CO., SAGINAW, MICHIGAN

Wholesale Agents for the Distribution

DWINELL-WRIGHT CO.'S COFFEES AND SPICES

The Reserve Force in Business.

The successful general never puts his entire force into the field. He always has strength in reserve to meet an emergency. In the battle for business success the wise employer does likewise, and he has growing up in his establishment at all times a force of young men who can step into places that may become vacant through death, sickness, the inroads of competitors or failure to "make good."

The human part of a business machine is an uncertain quantity. Just when you least expect it a man on whom you have been counting for important results and who has hitherto shown himself capable of securing them suddenly proves lacking and has to be replaced. How vitally important it is then to have in reserve a force of men thoroughly trained in your own methods for use when the need arises.

Formerly employers developed this reserve force from their office boys. That was in the days when men who began work very young and with limited education were considered the most capable; and about the highest form of praise that could be given a man was to call him "self made."

Men are still "self made" and always will be, whether they finished their education in the grammar school or took degrees at a university. Education does not make the man—it only develops him; but it almost invariably enables the man of native ability to strike the gait more quickly.

Within recent years employers have come to realize this. Experience has taught that the best value is found in the young man who enters business a little later in life, but with better educational training and more mature judgment, even although they are obliged to pay him four or five times the salary at which they used to start office boys.

High school and college graduates are the chief source of supply for this reserve force which every progressive firm should be accumulating. It is with men from the colleges, universities and technical schools that this article will chiefly deal, but the advantages of those with only high school training should not be overlooked. Many of the large city high schools, in fact, give courses that are almost equal to those of the small colleges. The high school graduate of 1906 often is fully as well educated as his father who received a college degree in 1885 or thereabouts.

In some branches of business high school men are perhaps preferable to college men. This is likely to be true in clerical work, especially, as the high school graduate is usually a better penman and quicker at figures. On the other hand, it should be borne in mind that he is almost always inferior in judgment, knowledge of human nature and other qualities which a man develops as he grows older.

When you find an employer who has tried college men and is not pleased with the results you almost invariably find that he has used little

care in their selection. Somebody told him that college men were a good investment, and he hired one or two at random without any thought as to their fitness for his particular business. Or perhaps he hired the son of a friend, the nephew of the largest stockholder in the business or a youth with more money than was good for him. This employer will tell you that this talk about advantages of a college education as a good preparation for business is all "tommy rot" for he hired a couple of men from a leading university and "they were not worth their salt."

Cordiality Does Not Include Needless Enquiries.

Written for the Tradesman.

Storekeeping is very different from some other businesses as to the degree of sociability permissible between the place and the public.

Take a bank, for instance. Its officers and associated employees are busy, dignified men and a hail-fellow-well-met air, an appearance of jollity, would be entirely out of place with them—unseemly.

On the other hand, the store that should preserve such apparent austerity would soon come to be regarded with an awe bordering on fear or aversion.

Clearly there must be a common ground upon which proprietor and patron can meet as equals, not one superior to the other. That store gets along best whose proprietor takes a genuine interest in his customers and, moreover, expresses it. 'Tis not enough to feel this regard. It must be ventilated.

The proprietor of a store, however, must never allow his interrogations to verge on the inquisitive, he must guard strenuously against that. There is a line, a boundary, that he must not overstep if he is striving to make his store the most popular place to trade at. Customers, as a rule, appreciate the fact when all their little likes and dislikes as to merchandise are remembered and catered to, but they very naturally resent a prying into their personal affairs. The wise merchant must understand just how far it is best to go in his questions; he must not get too personal. He must be the soul of discretion. He must never be the physician with the inquisitorial probe. He must bear in mind the injunction: "Thus far shalt thou go and no farther." The "know how" he may not have a fine knowledge of at the beginning of his dealings with his parties, but he learns as he goes along, just as if he were attending school or had a tutor, only here he must be pupil and pedagogue combined. He acquires, as time goes on, if he be an apt scholar, a finesse that is little short of Mephistophelean, and he uses it to his very best advantage.

John Burton.

Some Difference.

H. J. Allen, an editor of Ottawa, Kan., while electioneering for Congress among the farmers of his district, took with him the champion corn husker of the State.

"You see," said Mr. Allen to a re-

porter, "while I argue and plead the corn husker pitches in and husks corn for the farmer. Thus the farmer's time is not wasted. While he stands idle listening to me the corn husker carries on the work of the farm for him."

"Between listening while the work goes back and listening while the work goes forward there is not much of a difference, yet it is one which has a remarkable effect on the impression I create. In this way it is like a certain compliment."

"One man said to another:

"I pleased Mrs. Brown tremendously the other night by asking her if she was herself or her daughter. Said I couldn't tell them apart."

"The other man frowned.

"That's strange," he muttered, 'I worked the same scheme on the daughter and she didn't like it worth a cent.'"

Cora Dow Goode Gains a Point.

Mrs. Cora Dow Goode, who owns a chain of cut-rate stores in Cincinnati, has been exonerated by the Circuit Court from the charge of contempt of court. Miss Dow, as she is better known, filed a suit some time ago against the wholesale and retail associations and a number of proprietary concerns, charging boycott and conspiracy to restrain trade.

Attorneys for these organizations summoned Miss Dow before a notary to take her deposition and she refused, claiming that she should not be compelled to divulge business secrets, which view the court sustained.



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The house of

Jennings

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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

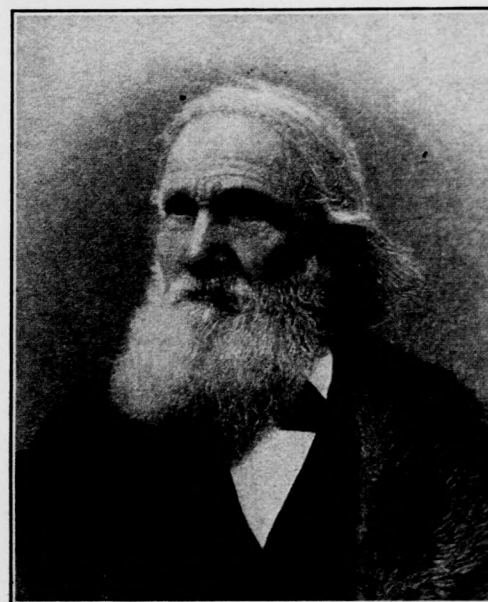
25,000 TELEPHONES

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

STOCK ON SALE

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

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



John Ball

Try a
John Ball
5c
Cigar

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

Makers

Grand Rapids, Mich.

PARCELS POST.

It Would Drive Retail Merchants Out of Business.

The proposed reduction of rates for the carrying of merchandise by the United States Government is of greater importance to manufacturers than is generally realized, and if any of the bills now before Congress becomes a law, it would work serious injury to the continued prosperity of the manufacturers as a whole and be of benefit to but a few.

A friend of mine, trying to make a postage stamp stick to the envelope he had just addressed, licked the mucilage all off, and in disgust pinned the stamp to the letter and sent it on its way. This subject has been discussed so much that the mucilage is all gone; but if I can pin to the memory of my readers some of the facts that they already know I shall feel amply repaid for my efforts.

I am opposing the measure not from a selfish business standpoint, for if the proposed Hearst bill should become a law, and eleven pounds could be sent to any part of the United States for 25 cents, we could more profitably sell our firearms direct to the consumer delivered, and at a lower price than we now do through the jobbers and retailers; but it would mean an entire change of our business methods, increasing our office force more than twenty-fold and the charges would be so radical that we are loath even to contemplate them.

I refer to the Hearst bill, as the eleven-pound limit seems most popular with the reformers; but you are aware there are dozens of bills and amendments varying from one cent per pound to eight cents per pound, and the parcels post advocates often put forward the least objectionable measures, trusting that the bills that will meet the least opposition can be forced through.

It has been argued that the proposed measure would be of great value to the farmers. From the farmers' standpoint I feel that I can speak intelligently, as I am a farmer born and bred, and it was my only occupation until after I was 21.

The proposed bill for carrying merchandise at the rate noted, eleven pounds for 25 cents, would drive at least one-half of the retail merchants in the small cities, towns and villages out of business within ten years and centralize the population in the now overcrowded large cities, a menace to our nation, which our President has referred to in no uncertain terms, sounding an alarm that we all should heed.

It is fallacy to think for a moment that the proposed bill would help the small merchants. The only protection they have to-day on many goods is the differential between freight and express. If the consumer can get packages delivered at his door in small lots at a less rate per pound than the merchants can get deliveries by the ton, then the small merchant is down and out; for the large distributors will spring up in every principal city and be able to sell at practically the small merchant's cost and deliver the goods as cheap 2,000 miles away as the local merchant

can three miles from home by the proposed parcels post.

The farmer depends on the local merchants to take his produce. He never can profitably send at different seasons to distant markets a dozen eggs, a few pounds of butter, some lard, a pig, a calf, a cow, a load of grain, a chicken, a few vegetables and the hundred and one things he depends on his local merchant to sell for him or exchange for merchandise. A farmer's market gone, what does it profit him if he can buy his merchandise in a distant city at a slightly lower price?

It is no longer a question of debate, but a proven fact, that mixed farming is far more profitable than the one crop plan in the farm producing sections of the West.

Mr. Oliver Dalrymple, the bonanza wheat grower, who at one time cultivated 40,000 acres of wheat annually in Cass county, North Dakota, said to me at Casselton some ten years ago that it was not profitable after land advanced to \$35 per acre to raise wheat at 75 cents per bushel. A majority of the farm lands in Indiana, Illinois and Iowa will sell at over \$100 per acre, and all due to mixed farming. These small farmers must depend on the local merchants to handle their produce, and it is done without profit, providing goods are taken in exchange; but if a produce dealer buys for cash in the small towns, he must buy low enough to allow him a profit and cover the expense of maintaining his establishment, which expense the merchant has already provided for and must bear if he buys produce in exchange or not; hence the saving that the farmer might possibly make in ordering merchandise from distant cities would not compensate him for the lower price that he would obtain for his produce. With depopulated towns and villages comes a depreciation of farm values; which would mean a decrease in our country's wealth of untold millions.

These are conditions that, if I read the signs of the times aright, are as sure to ensue if the proposed parcels post bills become laws as the sun is to rise to-morrow morning.

Even under existing conditions exclusively agricultural sections are not increasing in population as are the cities. Iowa, one of the most productive agricultural states in the Union, from 1900 to 1905 showed no increase in her population, while Chicago showed an increase of 424,185 and New York City an increase of 527,102.

As these are facts which all who run may read, why should we foster the proposed measures, which if put into active operation will certainly make matters decidedly worse than they are to-day?

How can any man expect the Government to do work at a loss to favor a certain few, or even the many?

Is it a reasonable common sense proposition to require the Government to carry eleven pounds of merchandise 3,000 miles at the same rate that it would charge for carrying this same package only three miles? Would it not be just as reasonable

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.

for a clothing merchant to mark his \$5, \$10, \$15, \$20, \$25 and \$30 suits all to sell at \$15 and expect an average profit?

The express companies and private carrying companies can handle goods, or, in fact, any business proposition, cheaper than the Government can, owing to "red tape" and delays; hence the express and carrying companies would handle the short hauls and to as great a distance as it was profitable, leaving the long hauls and unprofitable part to the Government, which would mean still greater increase in the deficit of the Post-office Department.

The majority of the parcels post defenders have harped upon the fact that the express companies are making fabulous profits on watered stocks, etc. Even if this be true, the parcels post measure will impoverish the people for the sake of correcting a real or imaginary grievance, and although it might in a way injure the express companies, it is very much like biting off the nose to spite the face. These defenders use this argument to work upon the prejudices of the people, who as a class are willing to do anything to cripple what they consider their arch enemies—large corporations, trusts and holding companies of any kind—and it is similar to the arguments which some of our political friends used a few years since to gain votes—that is, claiming that in this country the rich were growing richer and the poor were growing poorer—and creating dissatisfaction among the people, which ought never to be done. It was not argument; simply an appeal to the prejudices of man.

The freight rate on firearms—which take a first-class freight rate—from Boston to the Pacific coast points, such as San Francisco, Portland and Seattle, in carload lots is \$3 per hundred pounds. The proposed Government rate on a small ten-pound package is at the rate of \$2.25 per hundred pounds. The high rate is twenty-day freight service; the low rate parcels post is six days or passenger time. Ridiculous!

There is now a deficit of practically \$15,000,000 annually in the Postoffice Department, and this is due wholly to favors extended to publishers. The rate of one cent per pound extended to them, originally intended for educational media, has been so grossly abused and taken advantage of that it is time the Government should receive actual cost for doing this work.

The low second-class rate, originally intended to improve educational conditions among the masses and especially those living far from towns and cities, by making a low rate to publishers on newspapers and periodicals, which it was supposed would be educational media—of great value to the reading public—has been taken advantage of by a class of publishers who flood the country with matter of all kinds, fakes, such as gift schemes, vile literature containing advertisements of patent medicines for private diseases, and nostrums of all kinds and, depending for their support upon this class of advertising and this class of publication, work an

injury to mind and body of the very people the measure was intended to benefit.

A short time since in New York City forty-one alleged physicians, some with expensive suites and a large force of attendants, were forbidden the use of the mails to carry on their nefarious work. Their business, if such it could be called, was built up at Government expense for it was done by advertising in these publications that the Government practically supports by giving them the low transportation rate of one cent per pound.

Why not exert ourselves to stop the circulation of the thousands of publications that are literary lepers instead of not only assisting them to thrive at Government expense, but encouraging others to start at the rate of ten per day to graft both the Government and the people?

A magazine in St. Louis worked up a circulation of over 1,500,000 copies at ten cents per year at a cost to the publisher of eleven cents, but he depended on its advertising for support and it was known as a mail order publication. Last fall my good friend, Mr. Frank Wyman, postmaster of St. Louis, found it necessary to call the attention of the officials at Washington to the owner's questionable methods; yet this worthless sheet made profit enough out of the Government at our expense to make a satisfactory income for any manufacturer in the United States.

The Government is now carrying nearly 350,000 tons of publishers' mail at a loss of practically \$50,000,000 annually. As the publishers pay but one cent per pound and the actual cost to the Government for this work is seven cents per pound, if the reformers are so eager to do good for the people of this nation, why not, instead of trying to plunge us into deeper troubles, propose some way to wipe out this deficit and give us a one cent postal rate on first-class mail, which now costs us about \$2 per pound for the carrying, or a profit nearly thirty times the actual cost to the Government?

I understand a publishing company in Springfield, Mass., sends out annually over 5,000,000 pounds of second-class mail, which, at a loss of six cents per pound to the Government, means a profit to this publishing company, that morally they are not entitled to, of \$300,000 per annum.

We are told a greater volume of business would command lower rates from the railroad companies, that the trouble now is that the railroad companies have such a graft that they make the profit, but if the railroad companies carried every pound of mail matter under existing conditions absolutely free, it would hardly cover the present deficit, hence the argument on this point is absurd.

One bill provides that "wherever there may be only a foot service the postman shall not be required to receive or deliver any parcel of a greater weight than five pounds." How long would it take the "foot" postman to "load up" with five-pound packages? Mighty few foot men; a

majority would be four-horse drays.

Our parcels post advocates cite foreign countries to prove what a grand thing the proposed bill would be for this country, but they fail to state that in the United States the average haul of a letter or parcel is 442 miles, in England forty miles; that the population in the United States is approximately twenty-five to the square mile, and in England about 500; that in the United States in 1903 we had 507,774 miles of mail routes and England 4,300. In 1903 the United States, with nearly thirty times the railroad mileage of England, Ireland, Scotland and Wales, only carried one-half the number of passengers as did the latter, making a difference per mile of sixty times. Hence the comparison of foreign countries to our own on parcels post matters is like comparing a target rifle with a bow and arrow, and for any one to make unjust comparisons or unfair statements regarding a subject as vital as this should prove conclusively that he is sadly lacking in honest facts and his own arguments should condemn him. And when such a person tells you that he has the good of this country or its people at heart you feel that he is preaching both hypocrisy and sophistry.

If they honestly desire to do the people and our nation good, let them work for a one cent per ounce first-class rate, at least a seven cent per pound second-class rate, and a way to make the rural delivery routes, which were inaugurated in 1892 with an innocent \$10,000 amendment tack-

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.

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.

CLERKS' CORNER

Ideal Clerk Not To Be Found in a Day.

Written for the Tradesman.

A good clerk is like a poet in that he is "born, not made."

To be a first-class clerk in all that the word implies a man must possess all the attributes that go to make up a pleasing personality and, besides, he must have a sort of sixth sense, an intuitive ability to read in and between and all around the mere words spoken by a customer or intimidated by looks, manner or gesture. He must, as you might say, be able to feel things that are not in existence. He must, in a way, be a mind reader, so that he can forestall objections as to price and answer any questions that may be raised as to quality or wear or suitability.

In my time I have had the hiring of hundreds of clerks, having carried on establishments in a number of places, beginning with the conglomeration of the crossroads and so on to the complete general stocks carried by the large department store, and in all these situations I have found that many clerks fell far short of the perfect employe. If a clerk is careful as to figures he is apt to be orderly as to stock, but at the same time this very particularity as to detail is likely to develop in him a set of nerves that grate on the customers and deteriorate his usefulness as to good service. Per contra, if the one selling goods is easy-going and good natured with the patrons, so that his presence is sunshine to them, his figures are in all probability inaccurate and his stock is at sixes and sevens. It is considerably like unto the household machinery: You can't find all the virtues in the calendar boiled down into one servant. If the domestic is a good cook she doesn't like to sweep in the corners and she gives under the bed a "lick and a promise." And if she is thorough as to "second work" she is little more than capable of boiling the water for eggs in the cooking line.

One clerk I had grew gray in the stores. She was, on the surface, an excellent saleswoman. She always knew her stock from A to Z, and was never known to be late. She did not demand exorbitant wages, she wasn't all the while uneasy about vacations, she was neat and clean in person and, as to order in her stock, she was the pink of perfection. But her ways did not seem to take with those on the other side of the counter. She had a rasping voice and an aggravating manner that got her on edge with the buyers and made for a permanent aversion for her; in other words, she couldn't hold customers. People whom she waited on once did not ask for her a second time. She drove trade away instead of augmenting it, and that's a bad thing for any store.

It's up to the clerks to make themselves of even more importance than the goods in their hands. There is so much competition nowadays that people aren't going to go out of their way to take the "sass" of any old measly clerk. There are as many ways of handling customers as there are customers themselves and, all things taken into account, they will go where the employes are the cheeriest. And this is true, often, in spite of the fact that the goods don't exactly come up to the standard they set. As I said before, the merchandise isn't everything.

Quite a number of employes I have had were very good, as clerks go. There was one young lady in the lace department that was the best clerk I ever ran across. She had such a nice method of getting around difficulties with her patrons that we retained her services from the time she was 16 until she got married at 24. For one thing, she had a remarkably retentive memory. She could tell you a year afterward how many yards you got of a certain piece of expensive lace. This faculty of not forgetting important items made her especially valuable in a section of the store where ladies are so frequently returning for duplicates. Women liked her so well that they would willingly wait a quarter of an hour or more to have her wait on them; and this while there were other clerks available. We were extremely loth to have her leave us, but a fine young fellow that traveled for a lace house and made our place every two months fell a willing victim to her charms, and carried her off under our very eyes. She is now presiding over a dainty little home of her own on one of the pretty new streets out in the southeastern part of Grand Rapids. She was the "best ever;" we've never been able to find her match, and matters don't go on so smoothly at the lace counter as they used to.

The ideal clerks may command almost any salary, for they are, like angels' visits, few and far between." T.

A Successful Man.

According to the convictions of many young people, and perhaps, I might say, in the eyes of those classed among the older and wiser heads as well, the successful man of the day is the one who has discovered the manner and method by which the acquisition of material wealth is considered to be the only object in life worth striving for. But such is not the case. Many men who are not money makers have in them the elements of great success, as in my opinion a man who goes through life and retains the good opinion and respect of his fellow citizens, holds elevated positions of public trust, and always faithfully carries them through, is upright, true and honest in every way well deserves to be called a successful man.

Money making is frequently a gift, which is born in some men, but the possession of money is too often the ruin of otherwise good men. True it is, that the love of money is said to be "the root of all evil," yet I do

not belittle the art of money making nor the necessity of it, but the one who can deliberately make money his god, or allows himself to be valued as a money maker only, is not worthy to be called a successful man.

The true man will live each day in such a manner that he can when he seeks his couch at night subject the work of the day to retrospection, and honestly say to himself that he has without doubt done his best, and be willing to take the consequences. If he has made a mistake he will resolve never to make the same one again, so that when he nears the end of life he can look back with pride on a record so established, and feel that the fortune he leaves is such a one as will serve as an example of uprightness and be worth more to his heirs than any money which he has accumulated. T. G. W.

Sometimes a man longs for tomorrow because he is ashamed of what he didn't do to-day.

DURANGO, MEXICO

Never Too Hot
Never Too Cold

CLIMATE UNSURPASSED

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

H. J. Benson, Durango, Mex.

You Can Make Gas

100 Candle Power
Strong at

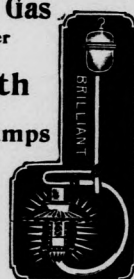
15c a Month

by using our
Brilliant Gas Lamps

We guarantee every lamp

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

Brilliant Gas Lamp Co.
42 State St., Chicago



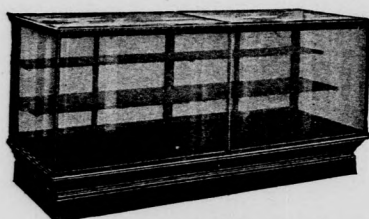
THE BEST IS IN THE END THE CHEAPEST

Buy None Other

Our fixtures excel in style, construction and finish.

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

Send for our catalogues at once.

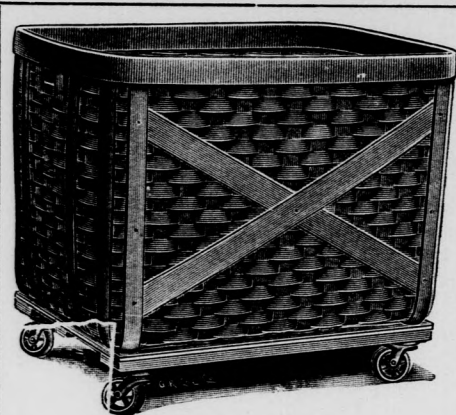


Our New "Crackerjack" Case No. 42.
Has narrow top rail; elegant lines.

Grand Rapids Show Case Company
Grand Rapids, Mich.

The Largest Show Case Plant in the World

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.

GRAND RAPIDS PAPER BOX CO.

MANUFACTURER

Made Up Boxes for Shoes,
Candy, Corsets, Brass Goods,
Hardware, Knit Goods, Etc. Etc.

Folding Boxes for Cereal
Foods, Woodenware Specialties,
Spices, Hardware, Druggists, Etc.

Estimates and Samples Cheerfully Furnished.

Prompt Service.

Reasonable Prices.

19-23 E. Fulton St. Cor. Campau,

GRAND RAPIDS, MICH.

LADDER OF SUCCESS.

Some of the Rungs Which Must Be Climbed.

Written for the Tradesman.

Every clerk, in starting out on his chosen career, must fix his eyes on his goal. It may be far off, so far it appears a mere speck on the horizon; but it must never be lost sight of. It must be to him in the nature of a beacon light to a mariner; he must ever make for it, as if it were his port.

So many persons behind the counter are drifting, only drifting. They are not keeping their weather eye on the light in the lighthouse. However, it wouldn't do them any good if they did, for they've broken their rudder and have nothing in the world to steer by.

They start out without any definite aim. Perhaps they've never given any serious thought as to what they want for their life's work, and so they "kinda took to" clerking until something turned up that should be perfectly agreeable to them. And so they don't care very much whether they satisfy their employer or not; their only solicitude is to slip along just well enough to escape a reprimand from the man or firm for whom they work.

That isn't clerking, that's only cheating! The man who doesn't give to his employer the very best that is in him, day in and day out, week after week, from one month's end to the other, is a sneak and a snide. He is stealing from his employer. What enthusiasm to sell goods and get them out of the way can a man have who is simply a time-server—a man who stands eager to drop his tools and run the moment the quitting gong sounds?

In the first place, a man contemplating a clerkship must find out what clerking actually means in all its details, and if he can not do by his employer as he himself would like that employer to do by him he would better, as the Irishman would say, "stop before he begins."

A clerk, to make the best success—not a mediocre success but a grand success—must put himself—his prejudices and whims, his disagreeable foibles, his inclination to get on Easy Street as to hard work—way in the background. He must ride no hobbies. He must not argue; arguing drives trade to the man across the way.

You must be lively as a cricket in showing goods. Keep your stock in good shape, not allowing it to come in contact with dust and dirt. Get up new methods to keep old patrons and attract new. Don't let your competitor have the chance to say that he is better able to please people than are you. Go six blocks out of the way to be accommodating to customers—it pays big profits on the investment.

Be unfailingly in a sunny mode. Cultivate this virtue if it isn't in you; it is capable of being assimilated if Nature forgot to endow you with it. Oh, there's so much in the philosophy of cheerfulness. Who of us likes to encounter a sour visage in any walk in life? It's the people

whose mouth- corners turn up that we like the most to run across—I care not where we go—not the people who look as if they were aching to bite a ten-penny nail in two. Don't be one of them, I beg of you. If you can't master all the intricacies of the mercantile business, at least you can smile; and smiles are infectious. Did you ever try the experiment, as you went down the street of a morning, of smiling on the little children—I mean the wee ones—those of the tender age of 2 or 3 years? Just for the fun of the thing try it sometime and mark how many babies will respond to a bright countenance. Why, even little tots that can scarcely toddle will break into a laugh when they see you starting the game. It's quite curious.

There are a whole lot more of ways to draw trade. Be neat in your appearance, for one item. It so often happens that clothes are all a person has to go by, until he knows one, that a man can not be too particular about his raiment.

Pay strict attention to all the above admonitions—and about seventy-five others—and you will reach the pinnacle of success. Jenie Alcott.

Exclusive Advertising.

It is the error of the new retail advertiser usually to aim over the heads of his public in advertising. When he does it he nearly always has the charge trade in mind. One Philadelphia retailer used newspaper space a whole year after beginning business to print smoothly-worded, pleasant invitations to come in and look around. A special offer, he thought, would forever bar him from the patronage of the elect. But in a year he woke up, began printing special offers daily, and in a short time had just the sort of trade he had been aiming at instead of hitting. Along with it came the rest of the public.

Retail advertising must have substance to attract. The substance of good retail advertising is goods and prices—not social amenities or literary style. The thing that leads most retail advertisers to be reserved and pseudo-genteel in advertising is probably an indefinite fear of offending. A cut price, a black figure, a strong advertising phrase—these, they imagine, would forever drive away shoppers in carriages. But this fear is not well founded. The charge customer whose name is on a store's books is likely to be so horrified by the black prices and outrageous bargain offers of its competitor that she will go there to see if he is lying. Wrong goods may offend people. But it takes a lot of wrong advertising to do it.

Wanted Recognition.

The little man across the aisle squirmed in his seat.

"I'm getting sick of this business! Every third item in the papers uses the name of Rockefeller. Why don't they give somebody else a show? Why not mention Brown or Jones, or Robinson or Squibbs?"

"Who is Squibbs?" enquired the other passenger.

"I am," replied the little man.

Talks To Grocers on Modern Methods=No. 1

What becomes of the grocer who refuses to put in labor-saving, time-saving, money making, in short, modern devices?

Why, he has to quit, that's all.

Competition is too fierce for him. The progressive, up-to-date grocer, chain stores, department stores, tea and coffee stores, peddlers—all of these are after his trade, and they get it unless he wakes up in time.

Your Butter Business is one of the most important features of your store. Butter ought to be one of your best money makers and more—it ought to be your best advertisement.

The grocer who puts in a

Kuttowait Butter Cutter and Refrigerator

makes a direct appeal to the best family trade by offering them fine tub butter (which everybody knows is the best) in as neat a package and in as appetizing and sanitary a form as prints.

With a Kuttowait you can put up your own prints, advertising your own business instead of some one else.

There is more to this proposition. Watch for our next "Talk."

Kuttowait Butter Cutter Company

68-70 North Jefferson Street
Chicago

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
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ON THE WANE.

Hysterical Denunciation of Meat Packing Houses.

The stockyards are cleaner than the average stable yard. They are paved with vitrified brick, and they are flushed and swept clean once every day, usually quite early in the morning before the stock cars empty their contents into them. The yards are old, the paving has been right there for years; nothing has been changed in that respect. I don't see how they could have been in any better condition. Being just a woman, I may not know much about stockyards, but being a horsewoman, and having milked and cared for cows, as well as looking after pet pigs and lambs which grew into tormenting sheep, I think I do know something about 'small' stock conditions, and can guess what they would be under larger conditions. The outdoor stockyards were, in my opinion, in fair condition.

The sheep and hog pens, under cover, were filthy and disgusting; yet these, too, were clean at an earlier hour. Again I must say that after a thousand or two hogs and sheep are fed and watered under those sheds, and with the constant droppings, I do not see how conditions could have been much better.

Who ever saw a clean hog-pen, except it was a pet porker that was being cared for? A sheep fold under the best of conditions, out on the clean prairie, is a vile smelling place, now, isn't it? I followed the trail of

the hogs—and, my, but the most of them were fat—from the pen up the driveway to the slaughter house. Lovely July day job, that!

Did you ever try to drive hogs? If you haven't don't. Yet I must say the driving was not cruelly done. The men who were doing the driving couldn't speak United States—you won't find many packing house employees of this kind who can—but they drove in a leisurely fashion, having a small quirt which they occasionally snapped over the heads of the front hogs and the tails of those behind. Grunting, squealing, they lazed along, sometimes lying down, where they were permitted to rest, for they must not be too much heated when they reach the guillotine, you know.

On the last lap a hundred or so in a bunch are permitted to rest for five or ten minutes to cool off, and they lay down and went to sleep, hoglike. But the next scene! It is something awful: squealing, kicking, grunting, snorting they are yanked into the atmosphere by one leg by an endless chain, on which is an attachment which adjusts itself to the aforementioned leg, no matter its size, and the next thing they don't know anything, for they are run by that one leg on a trolley against a pig sticker, which cuts the throat of every porker as it passes, and they pass at the rate of thousands an hour sometimes.

Here the filth begins. But I tried to study it all out, and I do not see how any of it can be avoided. The blood, goes into a trench and is carried away in a constant stream, out

into the great fertilizing sewers. Not all of it, for it will splash over sometimes. The hogs go just as fast as you can count them almost into the great tanks of scalding water, dropped automatically from that trolley. The stench from those vats is something vile, but that is the only way to scrape a hog, I reckon. It has been followed from time immemorial on the farm, whether it is one hog or half a hundred; they are scalded and scraped, and if my nose serves me properly the farm hog and the packing house hog smell exactly alike. As they are passing from this vat into the scraper a man peels the hair off the tail of each, and from these bristles Milady's best hair brushes are made.

Suddenly the hog disappears, black, smelly, bloody, into a sort of a dark chute, from which he emerges as white and smooth as the cheek of the new-mown youth after his first shave. Big hogs, little hogs and just pigs, those knives adjust themselves to the anatomy—embrace the porker in a 'clean shave.' The hog plunges from the chute down an incline, to where he is caught by a man who cuts his throat with a gash of his knife, and the pig then slides under the hands of the Government Inspector, who stands with a sharp knife in his hand and cuts the throat glands of every hog as it passes him. He can tell at a glance whether those glands are diseased or not, and if they are, out goes Mr. Hog, condemned. If they are all right, the hog is passed on, his head finished off by the next

men, a hook yanks him up, and from that moment he slides along on a trolley to his finish. The next man slits the belly, the next man removes the entrails, and these automatically slide down into the hands of the Government Inspector, who is supposed to examine each lot by tearing them apart to see the kidneys, heart and liver.

I followed that hog, as I have said, to his finish, where he was chopped up, pickled, smoked, dried and ground into sausage meat, made into hams, shoulders, side meat, souse, sausage, lard, and what not. It is the 'what not' that interests the public, of course, and I don't know anything about it. Messrs. McNeill and Reynolds, who had been told by Upton Sinclair that here was a 'what not,' professed to have found it, but they did not describe it. As I have told you, I was shut out of no place, doors opened, gates flew back, bars lifted the instant I faced them, but I found no 'what not.'

Now, about the dirt. Nearly all that I saw was necessary. That is not paradoxical. The offal of slaughtered creatures is necessary dirt, and you know it as well as I do. It seemed to me that this was handled as expeditiously and in as sanitary a manner as possible. The floors in the sausage rooms, the corned beef packing rooms, the canning rooms, and many of the other rooms were of wood, and they were as clean as any old wooden floor could well be made, yet damp with the night's scrubbing when I entered the rooms. The

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floors, stairways and all were liberally sprinkled with salt, which is considered sanitary. The girls who were working at these things had to stand upon thick boards to keep their feet from the salty floor and the dampness caused by the steam of cooking meats, beans and the like. But those floors were clean and white, and I saw no scraps of meat except small fresh ones just under the tables at which they worked. The walls were most of them very well whitewashed. I was told that whitewashing was going on all the time. The light where the girls and men were working with the canned goods was excellent—far better, in fact, than it is in many of the Government Departments in Washington. The tables were of iron, and three-inch oak boards were laid in a slot in this along the sides where the cutting and sorting of the sausage and dried meats, cutting pork for baked beans and all that was going on. The iron table looked clean except for the grease of the day's work, and so did the boards. To satisfy myself that there was no old grease I pulled off my gloves and tested with my fingers every table as I passed it, every barrel in which meat was being dumped, every iron cart in which the meat was being carted from one process to another, also all the wooden receptacles. Now, just take the word of one who knows when grease is a week old on a kitchen table and when it is only a day old. Those tables and receptacles were clean. I smelled of them. They had no odor about them.

They all looked worn and long used but the tables. I learned that the iron tables were covered with wood, but that all this had been pulled off and the removable heavy wooden boards put on to cut on. So it would seem that the tables had been considerably improved. I followed the removal of some empty barrels, and saw them taken to the steam bath, where they were scalded out, and when they passed me to the air they were clean enough to put bread in.

I went into the rest room of the girls. Its floor was white as soap and water could make it. Long rows of iron cages were divided by iron partitions, each girl having one in which to put clothes that she was not wearing. I also saw that each girl had a teacup and saucer, knife, fork, spoon and many of them plates lying on the bottom of the cage, and the forewoman told me that the girls ate their lunch from these, their own property. They are permitted to eat their lunch in the rest room if they like, she said, but prefer usually to eat out in the big room where they work. The men eat there. In the rest room were numerous wooden benches and a couch draped in white muslin, on which the girls who may be ill lie down. They have also some simple medicines on hand. The place was bare looking, but clean. I thought it was probably as clean and as inviting as the homes that most of them came from.

I spent a good deal of time going through the corned beef cannery establishment. I examined the vats where the meat is cooked. It is most-

ly brisket, because fat in canned beef is abominable and brisket makes the best corned beef, exactly as farmers in the olden days always saved that to corn in saltpeter and sugar and salt, in a whisky barrel which always set in the darkest corner of a damp and moldy cellar till the meat was all used up. Congress has declared now that the packinghouses must not use saltpeter and such things in corning beef. I pulled some of the beef apart, and found it tender and apparently very nice. The iron carts used were clean, and the tables on which the beef was piled for the girls to work at were very clean indeed. For the life of me I couldn't find anything to find fault with about that corned beef. Then I went in to see them steaming beans in great vats, getting them ready to can. The vats were clean, for I tried them with my hand. The pork, sliced ready to put in, was lying on a clean table and looked fresh and good. The room was clean.

In all these rooms where cooking was going on it was steamy and the odors were not inviting. They savored of cooking beans and meat and smoking sausage for half a hundred years, with the ghosts of the old cooking coming back to have a good time with the new, but it was not a spoiled odor. One thing I noticed inside the pig packing-houses was the absence of flies. While there were a good many on the outside, there were almost none at all inside to bother those who were handling the meats. I do not know how to account for this, for in the home kitchen when a woman dresses a chicken or has baked beans about or any kind of meat cooking millions of flies swarm into the house at once. It would be a horrible pest if flies did fancy packing-houses, but they evidently don't.

Now, I have told you pretty much how the interior of these packing-houses strikes me now. You've heard the story of how men and boys have fallen into trying vats of lard and only their bones recovered, which is, of course, all tommyrot. Lard is not lye; it is plain grease, and it would not eat up boots and trousers, shirts and buttons, so you can put that down as a plain made-up story for effect. But there is every evidence that conditions about these packing-houses have been altered. The lavatories and closets have been moved and made sanitary. The floors are being assiduously scrubbed, the interiors have been whitewashed and painted to some extent, seats have been provided for the girls—I nearly forgot that. Big good stools have been put in; but they won't use them. I saw just two girls out of about 300 sitting on stools. They complain that they can not work so well sitting on stools, but they are there.

New stairways have been cut in the big barns of buildings, fire escapes have recently been put in, and I am told that the vats and the carts in which meat is toted round from one department to another have been cleaned up wonderfully. So far as conditions in the stockyards are concerned, they are about 100 per cent. better than in that same number of

acres right around them outside the yards in Chicago proper. The stockyards cover nearly 500 acres of ground (475, to be correct), with 320 pens for the reception of live stock, miles of railroad tracks, engines for switching purposes, a hotel, waterworks, electric lights, office buildings, banks and over 1,800 employees. It is a small town in itself. The Armour's have killed 18,000 hogs in one day in their plant alone, and there are some half dozen or more, and they have at times killed as high as 40,000 a day in the combined plants. Beef cattle and sheep are killed in proportion.—Isabel Worrell Ball in National Tribune.

Wide Open There.

[The labor unions of Chicago have purchased a cemetery where only members of the union may be buried.]
All his life in a union shop
He'd daily earn his bread;
They buried him in a union grave
When the union man was dead.

He had a union doctor
And he had a union nurse;
He had a union coffin
And he had a union hearse.

They put him in a union grave
When he was good and dead;
They put a union monument
Just above his head.

And then he went to heaven.
But to stay he didn't care;
He kicked because he said that some
Non-union men were there.

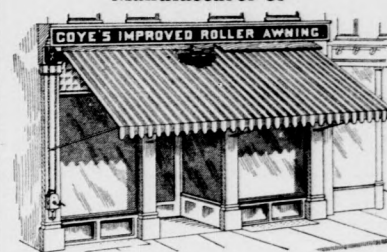
He went down to the Other Place,
And there produced his card.
Then Satan threw an earnest face
And studied good and hard.

And then he laughed, his hands did rub
Till he thought he'd never stop.
"Lord bless your soul," said Beelzebub
"Why, this is an open shop!"

A man always making excuses
Leaves himself no time to make anything else.

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SAVED HIS BOY.

Heroic Treatment Undertaken by
John Vance.

Written for the Tradesman.

There was no doubt about it—something had to be done with Jack. All at once the old Harry was flourishing in him like a green bay tree. Here he was 17 years old with hardly a complaint against him, and for the last six months every home letter had something in it about Jack. He wouldn't do this and he wouldn't do that and, by George! he didn't make any bones about standing up and, looking his mother squarely in the face, saying that he wouldn't; and at this point in his soliloquy John, the boy's dad, took from his pocket his wife's last letter and read it over.

"Whether it's because it's vacation time and he hasn't anything else to do, I can't say. Thinking of that, I have tried to think of things to keep him busy; but I haven't struck the right thing yet. He takes care of the garden—there isn't a weed in it—you're going to be delighted with the lawn when you see it; but the minute I even hint at anything beside these it's the red rag and the mad bull right over again. I shall be glad when you get home, and if you don't come pretty soon you'll wish you had!"

With a "Humph!" and a "What in thunder!" the letter was deliberately refolded and put into his pocket. Miles of early June landscape flashed by the car window, but the sphinx could not have been more indifferent to it than John Vance, and for the same reason—both were busy with the past. What a little red thing he was seventeen years ago, that Jack, not a bit longer than his name, and how!—and how!—and how!—only each particular dad can fill up the blanks in such instances—he had developed this and done that and just the same as said the other. What a day it was for both of them—the boy and his father—when the dresses were discarded and he stood in the pride of his manly boyhood clad in "pants."

It took a good while for the fond father to get over that period: How the kid kicked the discarded petticoats; how the childish disgust at wearing them gave place to his transcendent joy in finding himself a boy at last, and how, exulting in the completeness of the transformation and a little sorry at seeing the shadow of sadness on his mother's face, he philosophically expressed the fact that there is something about wearing men's clothes that women can not understand! Oh! Oh! "Out of the mouths of babes and sucklings!" How the young one looked as he said it with his hands in his pockets with his chin up and his first real cap on!

Then—can anybody say why it is that women—well, some women, at any rate—try to denaturize boyhood by keeping the boy in curls? There he stands in the pride and strength of his plump, bare feet and sturdy, brown legs, his fists dirty as they can be and ready as they can be to make his way in the world as Fortune, fair or foul, shall decree, handi-

capped by long flaxen curls because—just because! The smile which lingered long on John Vance's face left it as he thought of this; for in spite of protest from disgusted manhood and from suffering boyhood Jack's curls had been long and flowing, jeered by the boys and pulled by the girls, making him the butt of the playground until the cavalier within him made those flowing locks a terror to the craven daring by word or deed to assail them—a condition of things that lasted until Jack, with the bits in his teeth, went to the barber and had the degrading things cut off. He happened to be there when Jack came home, and heard with an indignation he thought it best to repress the angry reproof and the tears that greeted the boy when he came in. "I'm sorry, mother," he said, "but they had to come off some time. Knee-knickerbockers and curls don't go well together and daddy in your best bonnet wouldn't be laughed at more than I have been with those plaguy curls!"

The man was evidently busy with the scene his memory had recalled, and then with an expression on his face that indicated that he had an idea that called for a cigar he went into the smoker.

The world, smoking and unsmoking, may not know it, but a good-mark that!—cigar was created for two legitimate purposes, companionship and reflection. More than one kindred soul has walked with and bumped against another, for years sometimes, unaware of the good fellowship in its immediate neighborhood, to find at last, when circumstance has made a cigar the one touch of nature that established kinship between them, that friendship's Holy Grail had been lying long neglected within sight and touch. John Vance's present need demanded profound reflection and, taking from that inside pocket the one remedy that had never failed him, he gave himself up to its wholesome influences. Sunshine and shade, cornfield and meadow, hillside and plain greeted him at their best, but he did not even see them. Almost imperceptible as growth, the ash line of his cigar beared his mouth, and at last tossing through the window what, if it had been only a little longer might have been the stub, he thought, "I believe I've got it!"

"Hello, Jack!"

"Hello, Daddy!"

"Give me your gripsack, Pop;" and the two, the younger a "big faithful copy of his sire," happy in their companionship, started at once for home.

"How's mother, Jack?"

"All right."

"Garden planted?"

"Planted! That's a good one! Where do you think I've been and what do you think I've been about? Why, Dad, everything's up and if you stay half as long as you usually do you're going to have peas and cucumbers right from the garden!"

"Good boy! Guess I must mow the lawn for you to pay for that."

"Not until the next time. About next Wednesday morning, if you

feel like it—when the grass grows fast it's easier to cut it twice a week—you may give it a whirl and I'll sit on the veranda, as mother does, and find fault if you don't do it as I want you to. You ought to hear her when she feels like it. The minute she hears the machine click out she comes with her sewing and sits on the front veranda. I have the thing down to a fine point and know just how to do it. Everybody does after he's found out. Mother doesn't seem to know that and the minute she comes out she begins:

"Jacky, dear—anybody'd think I'd still got my curls on!—why don't you begin by the back gate and follow the drive to the gateway and then follow the fence? That's what I'd do." The machine makes so much noise I can't hear. She waits awhile and then starts in again. She asked me that same question no less than five times this afternoon. The last time I had to hear and all I could say was I can do it my way better. She doesn't like that and says I'm spunky!"

"Oh, well, you mustn't mind that, Jack. You'll have to get used to it."

"I have; but I don't like to have



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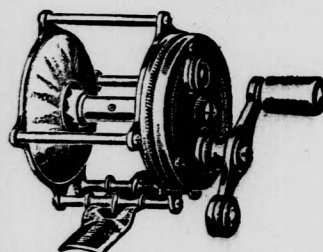
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her think that I want to be contrary. It's a long, hot job and I want to have it over with as soon as possible. Her way for me takes too long."

"I see."

There wasn't any doubt about that, although just at that time Jack's view took in only a part of his father's field of vision.

For some reason or other John Vance wouldn't go to church on Sunday morning. "Mehitable," he always called his wife that when they "reasoned" together, "Mehitable, don't waste any time or patience on me. I don't want to go and I'm not going, so don't—"

"Just think of the example you're setting Jacky!"

"All right, I will. Did it ever occur to you, Mehitable, that after a pollywog loses its tail it's a frog and that all references to its one-time caudal appendage make it mad?"

"Aren't you breaking out in a new place? What do you mean?"

"You see if you can't think it out in sermon time; and now, if you do not mind, I'll go on with my paper."

So while the paper was read, or was supposed to be read, Mrs. Vance in her chamber was having some very earnest conversation with Jack in his, to all of which the newspaper reader downstairs gave good heed.

"I've laid out the shirt I want you to wear to-day, Jacky dear. You'd better not put on turnover collars until the weather is warmer. Your white silk, basket-woven four-in-hand, Jacky, is the one to-day. That red one is old and ragged and won't look pretty with your white vest, which I have had freshly laundered for you; and, Jacky dear—Jacky dear!"

"What!"

"Be sure and take a clean handkerchief, left hand corner of upper right hand drawer, and don't forget your gloves. Come here, Jacky dear, and let me put some of my German cologne on your handkerchief."

"What do I want to be all scented up for? I ain't a girl!"

The climax came shortly after dinner. One of Nora's exacted privileges was Sunday afternoons out, which, she insisted, meant leaving the dinner clearing-up and the dishes to her mistress, and which also meant, as Master Jack found to his disgust, that a part of that work was his bounden duty and service. So, dinner over, John took his chair to the side veranda, where, with door and windows open, he could smoke his after-dinner cigar and keep track of all that was going on inside.

"Now, then, Jacky, put on your apron and let's get these dishes off our hands in short order. Tumblers first, tumblers first! You ought to remember that by this time. Now gather up all the silver and put it on the right hand side of the kitchen table and the knives and forks close to them. Butter dishes next, Jacky dear. There you are! Now the plates. Oh, mercy! Don't pile them until you've scraped them. That won't do. Don't have the dish water any greasier than you have to. That teakettle is too heavy for me. You lift it for me, won't you, Jacky dear? Fill the dishpan just half-full. Tie

your apron strings behind you, Jacky; it makes me nervous to see them flying about. Look out, look out! You will break every tumbler there is here if you go at them like that! Here, let me show you. Take the dish or thing to be wiped in the left hand, like this. Now hold the cloth like this and pass it over the tumbler, so, and be careful not to drop it. Oh, Jacky dear, you don't take hold of it as I told you to, and you can't wipe well with the dishcloth held like that. Let me show you once more."

"Oh, mother, if I do the work why can't I do it my way? After the dishes are wiped you can't tell how I held them or the dishcloth. Go ahead with your washing and don't bother about me. I'll get there all right."

"Jackson Vance, you hold those dishes as I told you to and you hold that dishcloth as I tell you to or I'll call your father! Now, then!"

There wasn't any need of that. John Vance, finding that his cigar was all chewed up, threw it into the grass and sauntering around to the kitchen door looked in.

"Susie, do you remember how I used to wipe the dishes for you a long time ago? I believe I'd like to try it now. Give me your cloth, Jack, and see me break a few! Does Jack have to do this every Sunday? Do you, Jack?"

"Yes, and I hate it."

"And I don't blame you; and I believe, Mother, if you don't mind, I'd rather neither of you should do it any more. Whether Jack wants to or doesn't, I don't like to see a big fellow, a man grown, with a woman's apron on washing dishes. I don't want our Jack to do it anyway and I'm not going to have him. Get a girl to come in Sundays and pay her for it. As long as we have a boy, let's make a man of him, not a sissy! Next thing he'll be molly coddling about with his knitting work and embroidery! I'll tell you what, Jack, you keep the lawn and the garden up as you are doing now and your mother and I will call it square. To clinch things let me say to you that if I catch you again with an apron on I'll do what I can towards shaking your liver out of you! See?"

That's all there was to it. A little later in the afternoon, when the "men folks" were walking together, the young man showed his appreciation of the affair by calling his father "a brick," whereat the old man answered in kind. The one thing, however, which must be distinctly understood is that John Vance saved his boy; and if other mothers who are spoiling their sons by keeping them in curls and petticoats could have husbands like John Vance, those same mothers would have fewer monstrosities to grieve over than the majority of them have to-day.

Richard Malcolm Strong.

Disappointed Man.

"Didn't your son Jim run for the Legislature last fall?" was asked of the old farmer by the village merchant, after his butter had been

weighed and his eggs counted out.

"Yes, and he was elected, too," was the answer.

"And how have things gone with him at the Capitol?"

"Mighty poor."

"Hasn't he caught on?"

"Somehow he hain't, and he's a disappointed man. He was home for over Sunday and he said he almost wished he hadn't run for the place."

"What did he say seemed to be the matter?" continued the merchant as he measured off five yards of calico warranted not to fade.

"Why, the only feller that has come to Jim and asked him to vote agin the railroad bill up in the House talked for three long hours, an' then left only five nickel cigars behind him when he went away. Jim was lookin' for at least \$5 in cash, and he was so disgusted about it that he went and introduced a bill that no one should fish for suckers in the waters of this State in the months of July and August."

Husbands.

A woman who shall be nameless furnishes the following essay on husbands:

"There are three kinds of husbands: The young husbands who make us unhappy because we are so jealous of them, the middle-aged husbands who break our hearts because they would rather make money or play golf than devote any attention to us, and the old husbands who sicken us with their silly objections whenever we turn to look at younger men."

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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 on phone or write

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

THE FRAZER

Always Uniform

Often Imitated

Never Equaled

Known Everywhere

No Talk Required to Sell It

Good Grease

Makes Trade

Cheap Grease

Kills Trade



FRAZER
Axle Grease

FRAZER
Axle Oil

FRAZER
Harness Soap

FRAZER
Harness Oil

FRAZER
Hoof Oil

FRAZER
Stock Food

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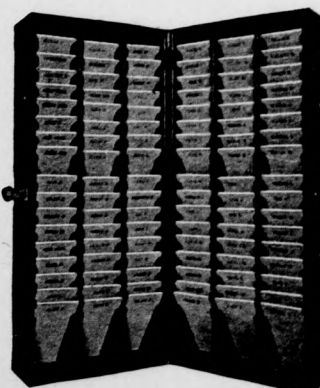
Kirkwood Short Credit System of Accounts

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

A. H. Morrill & Co.

105 Ottawa St., Grand Rapids, Mich.

Both Phones 87.



Pat. March 8, 1898, June 14, 1898, March 10, 1901.



Trot Out the Men's Goods When Wanted.

In the good old summer time a man wants but little in the way of apparel, but he wants that little much, whether he is doing business in Pordunk or on Fifth avenue. When cold winds are blowing and nasty storms are bound to make his clothes look more or less bum, he may be able to put himself off with goods that wouldn't pass his very critical examination at more careful periods. When the bright sun shines just a little too hot and all sorts of clothes are fully as ornamental as necessary for comfort, he is more fussy about his appearance, especially if he is a young fellow.

It is the business of the young fellow that we need to go after. I do not mean that you are to leave the elderly man for the purpose of waiting upon the young fellow first, but I mean that it is up to the clerk who sells men's stuff in the summer time as well as in the winter time to make some tall advances to the young fellow and get that fellow started right in the way of buying goods at this store. He either has a girl, or wants one; he either is a light in some sort of society, or will be if it is possible. Anyway, he wants the proper kind of apparel that goes with such things, and he is going to pin his faith on the store and the clerk who can furnish the stuff he wants.

More than half the selling of goods to these young men is in the showing and in bringing them out so the young fellows will see just how they will probably look on the person. You can't do it by keeping the tie boxes jammed in a helter-skelter pile in one side of a show-case that has not been straightened since last Christmas, nor can you do it by having all the gloves mixed in such a way that you are unable to find out if you have a 7¼ at a dollar, or, in fact, at any old price. Men don't want gloves very much in the summer, but when they do it is ten to one the want is fierce and the sale, if made at all, will be made in a hurry.

Keep the stock of furnishings in fine shape during the summer months, if there is ever a time when you attempt to do it. To be able to go to the case or to the fixtures and pull out the thing wanted without fumbling about for five minutes while the man at the counter impatiently waits for you is not good business at all. The next time that fellow wants something he'll remember where he was delayed before and will try his luck at some other store.

Then, too, a man doesn't like to go into a store that is all muddled and tumbled. It reminds him too much of a dry goods store, or a sewing room, where everything in the way of dry goods is tumbled and mixed, and he feels lost. A man is finicky about some things, and a little queer about other things. He does

not want anyone else to think he may possibly be buying dry goods, and he does not like to think, himself, that he has possibly got into the wrong place of business. Make things around the furnishing counter look as though they were intended for men's business and you will strike a deal far easier with the man who wants summer goods.

The chances are that he comes in to buy a shirt because he is not sure whether there is another clean one at the house. He does not want to run the risk of being hung up with a dirty one on, but he won't buy a new one unless something is shown up to him in good shape. He is not awfully particular, according to the way he looks at it, but he isn't going to put up with any old thing you lug from the box. If you don't know what you have in the way of shirts to offer him, you may as well make up your mind it will be a hard matter to get him interested.

Stockings and underwear are things that take quick flight during the days when everything sweats and gets sticky, and although some may think the best of the sales of such things are past after the summer has fairly begun, you can make up your mind that the clerk who has the stock and the disposition to sell will make some tall records selling knit goods to men after even the Glorious Fourth has passed. There are not so many sizes in feet and stockings but that a good clerk can keep in his mind just what the store has to offer, and when a young fellow wants a new pair for Sunday or something with fancy work on that might make an impression on other people who would observe his dress, the proper thing can be trotted out with no fluttering and fumbling about the fixtures.

You have to have a sort of dead certainty about the way you sell summer goods, too. That will apply to winter goods, as well, but we are doing business in the summer now. A good big lot of men will come to a counter to buy something and won't be sure as to what they

want. They have too many other things to think about and don't pay much attention to necessary proprieties of dress, although they want to be properly apparelled when they get out among people. If you are able to tell with certainty what is the proper thing and trot it out for them, they will be sufficiently impressed with your confidence to buy without hesitation.

One summer, when I was heels over head in some absorbing work which didn't allow me any time to think about what other people were doing or might want me to do, I was invited to an affair that called for particular dress. I didn't care a heap about going, but considered the source of the invitation and made up my mind it was best to comply. It was necessary to get some new togs. I went into a store and asked the clerk behind the men's furnishing counter what were the proper collar and tie and gloves and shirt, and so forth, to wear. He told me without hesitation and trotted out everything excepting the tie. He said they were out of the proper tie for such an occasion, but he was sure I could get it at another store down the street, which he named.

Well, I bought just what he pulled forth for me, and I also trotted right along down the street and bought the tie he had prescribed. I did it because I knew from the way he told me that he was sure of what he was talking about. More than that, whenever I wanted anything in the way of togs, after that date, I made tracks down to that store and hunted up that clerk, so long as he did business there. A considerable bunch of other men feel the same way when they go to buy anything about which they are uncertain.

A man, as a rule, buys in a hurry or he doesn't buy at all. If you run across one who dallies and hesitates and takes long to make up his mind, you will run across a score who do not take enough time in their buying and who might be sold if they would only wait a little longer. Always be prepared to sell the man in a hurry

if he wants to buy that way, and you will hit it right nine times out of ten—and even oftener.

If it is nothing more than a collar button a man wants to buy, he wants it as bad as though it were a forty-dollar suit, and he will be equally as impatient at slow service as he would be over a large purchase. The thing to do in the handling of men's trade is to be Johnny-on-the-Spot for every man who comes to look at the goods. So far as that is concerned, summer is no different from winter trade, but now, when there are so many summer things to be disposed of while they are good and appropriate, it is more necessary than ever to be up and doing.—Drygoodsman.

Goose Cervelat Sausage.

To make goose cervelat sausage take eleven pounds of beef and two pounds of suet. Chop them fine together and add six ounces of salt and two ounces of ground white pepper. A few ounces of Maderia wine in which a little garlic has been soaked gives a delightful flavor. To make it still better add chopped lean meat of roasted goose. When all has been thoroughly mixed stuff in beef middles.

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.

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



Bright Man Must Mix Brains With Printers' Ink.

The subject of advertising suggests a whole bunch of questions: Does advertising pay? What is the best medium for advertising? What kind of an advertisement is most apt to hit the nail on the head? And so forth.

In answering these, or any other questions concerning the whole subject of advertising, it is well to keep in mind the real purpose of the advertisement. The real purpose of all advertising whatsoever is to tell something. Its real purpose is to convert a passive want into an active demand. We used to think that the supply was regulated by the demand. Say in a given community there were a thousand people, counting men, women and children. Assuming that each person in the community would wear out two pairs of shoes each year, our old theory of political economy would suggest that the shoe merchant, or merchants, of that community would not be justified in purchasing more than two thousand pairs of shoes. The theory, indeed, looks plausible on the face of it; but right here is where it breaks down. Novelties create new demands out of latent wants. Suppose that some aggressive manufacturer got out a line of tans, good to look at and soothing to the feet. Probably 20 per cent. of the adults of that community would purchase a pair of tans in addition to their usual yearly purchase of shoes. Suppose, again, that some up-to-date dealer in that community put in a line of canvas shoes for summer wear. They look so cool and fresh and alluring to the feminine taste that, say 20 per cent. of the ladies and misses would insist on buying a pair of them for afternoon and evening wear. And let us not forget that these are in addition to their usual allowance of shoes.

Now, something has happened. What is it? Why the demand for shoes in that community has actually grown. It used to be that two thousand shoes supplied the necessities of the people; but now their wants can not be supplied by this number. Shoes—new style, new effects—created a demand for shoes. Shoes having created the demand for shoes, they also supplied that demand. Now there is one very important factor in this business of creating new demands for shoes which needs to be emphasized, and that is the matter of advertising. The men who made these tan, and white canvas novelties in the shoe line also made a tremendous lot of talk about them. Through the columns of the trade journals they told the retailers that russet leather is by all odds the best leather for summer footwear; that it is a cool, delightful leather to the feet because it is a porous leather. My! they positively made us feel the ozone percolating through those tans,

oxygenating our feet, and even restoring the elasticity of the youthful gait to men grown old. When our retailers rehearsed all these things to us, and told us that our black shoes were primarily intended for winter wear; and for this reason the pores were clogged up with oils and greases—well, when we heard all these things we began to feel ourselves getting in the market for summer leathers. And, then, too, these same merchants of ours told the dear women folks about the white canvas shoes, how cool and pretty and stylish they were; and how society people were taking up with them. Well, of course, our women folks had to have white shoes; no getting 'round that. And these invincible arguments of the retailer, mind you, were all gotten up by the manufacturer. Advertising was the medium through which he transmitted his logic. Advertising was the magician's wand by means of which he wrought his spell.

In the above illustrations, I have, to be sure, referred more particularly to the manufacturer's advertising, but I do not thereby mean to minimize or discount the retailer's advertisement. In almost every line of mercantile pursuit—and certainly in shoe retailing—advertising has become a necessity. Whenever you find a non-advertising shoe retailer who is making a success of his business, you will assuredly find unusual conditions. Goods are not apt to be in very active demand, unless they are exploited through newspapers which people read. Other things being equal, the demand for a given commodity is going to be in direct ratio to the publicity which that commodity receives. Thus it becomes increasingly apparent that advertising is a necessity.

It was said above that the real purpose of the advertisement is to convert a latent or passive desire for shoes into an active demand for them. The advertisement that does this pays. The advertisement that fails to do this does not pay. Of course, it is frankly admitted by everybody who is at all informed on the subject of advertising that much of our present-day advertising misses the mark. A whole lot of good money is squandered upon advertising that does not exploit. But the reason for this is not far to seek. The fault lies, not in the ink, but in the copy. Failing to mix brains with his copy, the advertiser pays the penalty. Advertising is a campaign. The advertiser ought to go into it with a carefully wrought-out programme. Advertising is an art. The advertisement-writer ought to feel that the getting up of a trade-winning advertisement affords ample scope for the exercise of his inventive powers. Advertising is a study. The advertisement-writer ought to feel that there is a realm of unlimited possibilities before him. The man who is dominated by such ideals in the preparation of his advertising matter will readily understand that time spent on his copy is time well spent. What you get out of your advertisement depends, believe me, on what you put into your advertisement. If it be got-

REEDER'S

GRAND RAPIDS, MICH.

Our Greyhound Tennis Shoes

Were Never Excelled at the Price

Women's, Misses' and Children's

White Canvas Oxfords

75c to \$1.60

Cleaner for White Shoes 75c Dozen



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

HARD PAN SHOES

FOR MEN, BOYS & YOUTHS
HONEST WEAR IN EVERY PAIR
SOLD HERE
MADE BY
THE HEROLD-BERTSCH SHOE CO.

THE SIGN OF GOOD BUSINESS.

**Some Men Require no Introduction
to Opportunity**

and some men never get up until they are called.

Hard-Pan Shoes

is an opportunity for one good dealer in each town to build up a value for value business; you pay your dollar and you get a dollar's worth of honest shoe value made from a special tannage of leather to stand hard wear.

Order a case today and secure the trade of the workingmen of your town.

The opportunity is yours today—tomorrow may be too late.
Our Name on the Strap of Every Pair of the Original Hard-Pans

HEROLD-BERTSCH SHOE CO.

Makers of Shoes
GRAND RAPIDS, MICH.

ten up in a perfunctory, hasty, or slipshod way the returns will be meager. Does advertising pay? Let me see your advertisement and I will tell you.

The vast range of possibilities wrapped up in the advertisement has given rise to a new profession: the art of expert advertisement-writing. I am not myself a professional advertisement man, neither do I pose as having discovered for myself all of the principles underlying the great art of advertisement-writing, and yet from my reading of advertisements and from my reflections upon the whole subject of advertising, I do believe that I have stumbled upon some of the more elementary principles.

Both the initial impression and the final effect of the advertisement depend upon the tone of it. It ought to be confident, optimistic and pointed in its wording. After all we are a passive sort of folk. That is the reason we rave so over our specialists. We somehow feel that their special studies or investigations entitle them to lord it over us, and we rather like to be lorded over in this way. The same rule holds good in the matter of shoe retailing. We are clay in the potter's hands of the men who know, and who impress us with the fact that they know. The advertisements which have most weight with us are the advertisements in which this element of confidence, or cock-sureness, is most apparent. And then optimism is irresistible. The man who is able to translate the buoyant, cheerful qualities of his own nature into the advertisement is the lad who is going to appeal to us. I travel halfway across the State every once in a while just to sit for a couple of hours in a certain dentist's chair. I suppose there are better dentists in my own city; but they have not that jolly, good-natured, optimistic outlook that my dentist friend down the State has. Now language is a marvelously plastic medium and through it we may express our real selves. If we are willing to master the art of expression we can make our sentences transcripts of our own life. We can make them fairly scintillate with humor and good cheer, or we can charge them with the muck of our own turgid moods. We can make them as clear as crystal and as musical as the brook—if we will.

Strictly speaking, a good advertisement is a sort of literature. It is intended to appeal not to one man, nor one set of men, but to all kinds of men. For this reason it can not afford to disregard those fundamental laws of composition with reference to which other literature is built up. It ought to have character and personality about it. There ought to be a sort of swing, or melody, or inner harmony to it.

The ideal advertisement is both definite and suggestive. If it is intended to exploit a line of shoes it ought to exhibit a cut of one or more "leaders" of the line. The cut is a symbol which appeals to the eye, and through the eye arrests the attention. The "leaders" ought to be

well chosen—stylish and striking in their general appearance. They ought to be clear cut and distinct. But the cut serves to arrest the attention only for a moment. Involuntarily the eye drops to the printed line; first the heavy line of blackfaced type. If this line is dull the reader passes on. If it is expressive and, above all, suggestive, he reads further and learns more particularly what manner of shoes these are, and how much per pair they are selling at.

Much depends upon what is actually said; but more depends upon what is suggested. It has been well said that the charm of poetry lies in its suggestiveness. A simple word or a phrase awakens in our memory the picture of a fragrant meadow, a bit of woodland, or some secluded nook where we once enjoyed a pleasant pipe-dream. It's a sure proof of genius on the part of our poet if he gets us to reading between the lines, and shooting off at tangents here and there on pleasant fanciful excursions of our own. Now this same principle holds good in advertisement-writing. The advertisement which fairly bristles with suggestiveness—which has more between the lines than it has in the lines—is the one that does the work. We find ourselves re-reading that advertisement. We find its statements sticking in our memory; and by and by the purpose is born in us to give that shoe merchant a call.

One good advertisement, or even several good ones, is not sufficient. People are prone to forget. They must be everlastingly prodded. There must be line upon line, and precept upon precept. Thus, persistence in advertising must be reckoned as a merit of the first rank. Much money and effort are undoubtedly lost through spasmodic advertising.

But to sum up the whole matter in a word: advertising pays—if you mix brains with your copy.—Cid McKay in Boot and Shoe Recorder.

Senator Vest on Coffee.

Champ Clark relates many instances of the grim humor that was so prominent a characteristic of the late Senator Vest, of Missouri. He tells how, during one of Vest's campaign tours in the early 90's, it was necessary for him to sojourn overnight in the town of St. Charles. The best hostelry the place afforded was poor enough, and at breakfast Vest was especially put out by the stuff that was placed before him for coffee.

After having sampled the beverage, Vest, with a frown, called for the proprietor. When that individual had appeared the Senator asked, with a wave of his hand toward the offending liquid smoking innocently before him:

"Sir, what is this stuff?"

"Coffee," meekly replied the proprietor, somewhat taken aback.

"Coffee!" repeated Vest, in fine scorn. "My friend, I could insert a coffee bean in my mouth, dive into the Missouri River, swim to the town of Alton, Ill., and I'll guarantee that one could bail up much better coffee than this, sir, over the entire route!"

You Are Looking for Just Such Shoes as Those We Sell

For instance, there's our Boys' and Youths' Diamond Calf Blucher.

This is made for us by a factory devoting its time and energy to the production of high grade Boys' and Youths' footwear. As a consequence, as an up-to-date boys shoe, possessing style, comfort, elegance and wear, it is very near perfection.

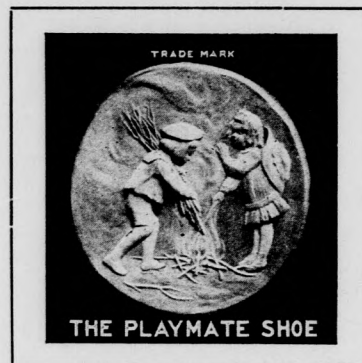
It is a quick seller at \$2.00, \$62.25 carrying at these prices—and in this era of high priced leather a good liberal profit.

**Rindge, Kalmbach, Logie
& Co., Ltd.**

Grand Rapids, Mich.



The Playmate



Child's Shoe

If you haven't this line of shoes you are missing the best thing for

"Little Folks"

Capture the family through the "LITTLE TOTS"

Write for catalogue to-day

HIRTH-KRAUSE CO., Shoe Manufacturers

Grand Rapids, Michigan

JOBBER AND SALESMAN.

Their Mutual Relations To the Hardware Dealer.*

A short time after the last annual meeting it was suggested to me that I read a paper at the next meeting and I replied that I would sometime. When I received our Secretary's invitation to prepare one for this meeting it brought to my mind the story of the eccentric old man who some time before his death ordered his tombstone with this inscription, "I expected this, but not so soon."

It was suggested to me that on account of my long connection with the jobbing trade, both in the house and on the road, I should give my fellow retailers my opinion of the jobbers and their salesmen. During the many years I was connected with a jobbing house I was always of the firm belief that the jobber and his salesmen have the interests of the retailer at heart and I have had no reason to change my mind since I have been in the retail business.

Almost all business is done on confidence and it is the confidence the jobber has in the retailer and the retailer in the jobber that makes friends. Unless you have confidence in a traveler and his house pass them up, because you will never be satisfied with your dealings.

The success of the jobber depends upon the success of the retailer just as much as our success depends upon the success of our customer, and you all know to what extremes we will go to help a customer and what interest we take in his success.

The same is true of the jobber. He is ever watchful of the retailer's interests and ever ready to lend him a helping hand when the need of it is shown. Let us never forget this when we are tempted to criticize the jobber for apparent neglect in filling our orders and let us throw over some of his shortcomings the mantle of charity. It often occurs that we are a party to the offense. If we but made our orders plainer we would have less cause to complain because the jobber did not fill them exactly as intended. Many orders sent the jobber leave much to be guessed at, and it is often surprising they make as few mistakes as they do.

During the busy seasons some jobbers' orders from salesmen and the mails can be numbered not by the dozen but by the hundreds in a single day, and to interpret and fill all of these correctly means much effort and does not leave much time for guessing. It behooves us, therefore, to make our orders so plain that guesswork will not be necessary. If you are tempted to specify on your order an item, "The same as last," don't do it, as there may be ninety-nine others doing the same thing that day, and if yours is properly specified you are guaranteed prompt shipment.

All first-class jobbers now furnish us with large catalogues, gotten up at great expense, to aid us in sending our orders to them, yet how often do we send them orders without referring to their catalogues. I remem-

ber some years ago a customer sent the house an order for one only barrel churn for one cow. They sent him a No. 6 and when I called on him next trip he showed it to me and asked if the house thought he was running a toy store. Had he specified the size of churn he wanted he would have had no chance for criticism.

Some retailers are inclined to criticize the jobber because he asks for money due him. No jobber will ask before it is due and we can not take offense when so asked. I have known retailers to discount stove or implement bills at 5 or 10 per cent. and let jobbers' bills run thirty to sixty days past due in order to do so. This is not just and is on a par with the consumer who sends his cash to the catalogue house and asks the home merchant to trust him.

We often complain because the jobbers solicit the trade of the local manufacturer or some dealer on the street who is not a legitimate hardware dealer, but do we do all we can to help him? Let us ask our-



selves the question if we patronize the jobber as much as we can or if we try to buy all we can of the manufacturer direct. In buying some lines many retailers use the jobbers merely as a convenience, buying articles in half dozen lots they would not think of buying of manufacturers less than two or three dozen of. Too liberal buying of this kind has been the downfall of more than one retailer and has kept others hard up.

For twenty or more years we have heard it argued that the days of the jobber were numbered and many articles have during that time been written on the passing of the jobber. But the jobber is with us still and will continue to be because we need him. If you are tempted to question this, look over the next order you give a jobber and figure out how much more it would cost to send the several orders necessary to get all the goods on the order direct from the manufacturers. Instead of one shipment you would have from five to twenty, depending on the size of the order.

We, through our Association, ask the jobber to confine his business to the legitimate channel, the retailer.

Do we, in turn, confine our trade to the legitimate hardware jobbers as much as possible or do we buy at random from the wholesale catalogue mail order houses in Chicago, New York, St. Louis and other places, who sell our strongest competitors, the bazaar and rack stores? These wholesale catalogue houses are as much of a thorn in the side of the jobbers as Montgomery Ward & Co., Sears, Roebuck & Co. and others are to the retailers.

The same arguments we use to induce our customers to buy at home will obtain to prove we should confine our trade as much as possible to the jobber. His traveler comes to see us often and spends his money with the hotelman, the liveryman and others. How much interested your hotelman is to have the traveler who calls on you stop at his hotel and how anxious the liveryman is to drive him!

It is to our interest to treat the traveling salesman courteously at all times, because he is in a position where we can learn much from him. With his varied experience he can often place us in position to overcome obstacles that present themselves, and if we will stand by him he may do us a good turn when we least expect it. It is he who is the go-between between the jobber and the retailer. It is he who takes our part in a controversy with his house and rights our wrongs through his influence. How many little differences the traveling man has adjusted for us with the house, when if we had bought the bill of a catalogue house we would have let it pass, and by so doing been the losers!

The traveling salesman's capital is the trade he controls, and that he controls a good portion of the trade he caals on none of us will deny. By being ever watchful of his customer's

interest he makes himself more secure of his position. He is entitled to our respect and consideration and we must not consider it impertinent if he demands them. His employer sends him out as his representative and he is entitled to the same respect that would be shown the head of the house. His time is valuable and may be limited, but he is always willing to give us any assistance he can. Give the salesman credit for understanding his business. If you have confidence in him do not argue and try to beat him down on every price he makes. Trust him as you wish your customer to trust you. If you have no confidence in him don't buy of him.

Beware of the traveler who offers you a rebate in cash to make a price his house will not allow him to make. He is not honest with his house and he will be tempted to be dishonest with you.

Gentlemen, let us ask ourselves the questions: Am I guilty of any neglect to the traveler? Do I unnecessarily keep him waiting or give him a chilly reception? Am I as honest with him as I wish him to be with me? In my dealings with him do I observe the Golden Rule to "Do unto others as you would that others do unto you," or do I adopt the revised twentieth century version, "To do him first?"

It was reported several months ago that the Indiana State Board of Health had issued a ruling requiring that all cosmetics sold in Indiana should bear the poison label if there was any poison in the preparation. Dr. Hurty, of the State Board of Health, now states that this report was erroneous and probably arose through Prof. Barnhard, State Chemist, saying that such a ruling "ought" to be made.

Mr. Shoe Merchant

If you have a call for a work shoe that will "wear like iron," yet 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.

SKREEMER

The \$4.00 Shoe for Men

Nothing Better Made. All Styles. All Leathers.

Carried in stock by

MICHIGAN SHOE CO., DETROIT

*Paper read at twelfth annual convention of the Michigan Retail Hardware Association by G. J. Kastenber of Greenville.

PARCELS POST.

It Would Drive Retail Merchants Out of Business.

(Continued from page twenty-five.)

ed on the appropriation bill, self-sustaining.

Some have been visionary enough to paint glowing pictures of rural deliveries with automobiles, but only those in cities or those who know nothing of automobiling would think seriously of such a project. It is not feasible. The rural mail carrier must make trips at regular intervals and not stop for winter's snow or summer's mud, and no automobile built to-day or during our lifetime will ever be practical to make regular trips over bad country roads. Some of these roads that many rural carriers have to travel are never in a condition to permit of automobiling. The plan will work in cities with paved streets, or on the best country roads during favorable weather. Study the country rural mail routes of the West and you will soon disabuse your mind of the faintest hope for the success of rural deliveries with automobiles.

Senators and Representatives are often afraid to introduce or support bills which, if passed, would correct evils they know exist. The publishers' graft of one cent per pound postage is one of them. They fear the abuse of the press, but if the postal rate on second-class matter was raised to at least seven cents per pound I doubt very much if any harm would result to the legitimate newspapers and periodicals, but a severe blow to the parasites that are an injury to every one receiving them. Whether read or not they are loathsome and objectionable to the world at large.

The present postal laws are by no means perfect, but let us try when changes are made to strive for such changes as will work the greatest good for the greatest number, and not for the betterment of the few to the detriment of the many.

An acquaintance of mine once said to a party of friends that he was glad they did not all think as he did, as they would all have wanted his wife; to which one of the party replied, "It is lucky for her that all did not think as I do, or no one would have ever married her."

As the present postal rates at one cent per pound on second-class matter have practically driven the old-time book store out of business, so would the proposed carrying of merchandise by the Government at a loss ruin the country merchants, one of the mainstays of our national prosperity.

Some newspaper publishers have the temerity to argue that the low rate for second-class matter has nothing to do with the Government deficit, but rather helps to decrease it; that the advertising increases the volume of the first and third-class matter to such an extent that it more than makes up for the loss on second-class matter.

They claim that the second-class matter, carrying advertising, will reach people who will order goods and answer the advertisements with first-class or two cent postage mail,

which means profit to the Government that will more than make up for the loss sustained on second-class matter; but those who have made a careful study of the subject and are in a position to judge intelligently state positively that the amount of first-class mail thus created will pay only about 25 per cent. of the Government's loss because of carrying second-class mail at one cent per pound.

Their arguments are too absurd to be taken seriously, and only show the weakness of their position. It is very much like the argument of the clerk who replied to the lady who asked how he could afford to sell goods at less than cost. The clerk replied, "Because we sell in such large quantities."

The advocates of the parcels post have been so pressed for sound arguments favoring their cause that they have intimated that some of their many proposed measures would take care of the deficit, which they say is partly due to Congressional abuse of the franking system; that matter is sent through the mails free with Congressional franks; that if paid for at the proper rates it would net the Government over \$10,000,000; but as no measure has been presented to correct this privilege, I can not see the logic of their argument, furthermore, it has no bearing on the case.

The measure now being pushed is the consolidation of second and third-class matter, reducing the rate for carrying merchandise one-half, and the advocates of this measure admit that if they can get this reduction it is but the stepping stone to still lower rates—even to the adoption of the Hearst bill—which proposes the carrying of merchandise to the remotest parts of the United States at 25 cents for eleven pounds.

All manufacturers, I believe, should give this matter more serious consideration in the future than they have in the past, as it means more to them financially than is generally realized.

We as manufacturers should all work together for the repeal of unjust laws and the enactment of the just and the prevention of new measures that would work serious injury to our prosperity and the prosperity of the country at large.

F. E. Muzzy.

His Study of Economy.

"Too many men," said Mrs. Carrie Chapman Catt, "practice economy as a Chicago man once did.

"This man got married, and one night, a month or so after the wedding, he put on his hat and coat as soon as he had finished dinner.

"I am going out, my dear," he said to his wife. "I am going to the theatre. Don't wait for me. I shan't be home until late."

"The young woman flushed.

"Then you're not going to take me?" she faltered.

"No, darling. It's impossible," he returned. "I only bought one ticket. You know now we're married we must study economy more."

Customers Who Are Inclined to be Contentious.

She was not only large of figure but she was also swelled with the importance of her errand, for she was out to buy goods for a committee that had solicited funds for a charitable purpose. The first two clerks who spoke to her were not satisfactory for some reason, which reason she probably did not know herself, and she passed along to the third. The preliminary was a demand for a chair, as the stools were not satisfactory to her tastes for her long task. Then she must have a glass of water brought her and then borrow the only pencil of the clerk she had selected to wait upon her.

By the time she was ready to buy, everybody had sized her up as very much fussy and a person who could readily arouse the temper of anyone in a mood to be ruffled. All of us concluded that no matter how much she bought, we didn't really want the job of waiting upon her. The clerk who first took her showed her goods for two hours and then passed her over to one of the young women to show lines of garments. During almost four hours of buying she talked without interruption and consumed twice the time ordinarily necessary for such purchases.

In response to my question as to how he had been able to handle her in a way that allowed him to keep his temper and tongue for two hours, the clerk who first had her replied that he "simply fanned her." He said he really didn't know half she talked about, but he stood there and said yes to almost everything she argued regarding the goods. She was of an argumentative disposition and he said he knew she was ready to dispute him if he went contrary to her statements, so he let her have her own way and sold her far more readily and quickly.

His reply to my enquiry always stuck in my memory and served to help on numerous occasions when customers of similar temperament began arousing my disposition to maintain a point regarding goods, especially when I was positive I was right. Such customers, I "fanned" and allowed them to continue to think they were right, for the simple reason that it was worse than useless to dispute them. Nothing is ever gained by a heated argument over a piece of goods with a customer who is spoiling to make a dispute. Talk yourself blind and that customer will still contend she is right and knows more about the goods than do you.

When such a customer comes to you to be waited upon, the only thing to do is to allow her to keep hold of her ideas as strongly as she may desire. To dispute her squarely, even though you may be right and she be wrong, is simply to put her in a mood to argue rather than to buy, and you lose time, temper and a quick sale without having gained even an admission that your point is well taken.

One of the clerks at the furnishing counter of a store where I worked once had a customer of the unsatisfied and disputing sort. He showed

her practically every shirt in the stock and she still refused to buy because she found so many shortcomings in all of the goods he placed before her for examination. He really lost his temper and was ready to maintain a lively war of words when the customer told him that he was not properly folding the shirts; that they should go in another way. He sharply replied, "Madam, I have handled and folded more men's shirts than you ever saw. I may not know a good one from a bad one according to your standard, but I know more about folding them and folding them right than do you."

It was a case of throwing down the gauntlet, and the customer was ready to dispute. She did not buy. It may be that she would not have bought had the clerk not fired into her, but he certainly upset all possibilities. He was right in his statement—there was no question about that—but he was wrong in making that statement, for there was not a possible thing to be gained by it. It may be that he "called her down", but there was not a thing to be gained for the business by so doing. She remained of the same opinion, and had the added opinion that the clerk was not the clerk she wanted to wait upon her at another time.

In opposition to disputing the cocksure customer, I remember an instance where a customer was allowed to have his own way because he knew, or thought he knew, more than the man who was waiting upon him. In the cutting of carpets, the man who handles the goods and does the work knows from experience that there is but one way possible with a given design or pattern. The goods must be cut in a certain place in order to match the figure and can not be cut anywhere else. Sometimes a customer thinks he knows better and can improve upon the work of the men who understand the business from experience. Sometimes they can be convinced of their mistake and at other times that is impossible.

One evening a man and wife came into the store to look at ingrain. One pattern, over all others, pleased them, but the clerk explained that it would waste considerable in cutting to match. The man was a carpenter and thought he knew a good deal about cutting things. The clerk had just passed through a similar argument and was tired of explaining, especially when he saw the almost hopeless task. He frankly stated to the man that no one in the store could cut it otherwise than as was explained—that there was necessary waste in order to match the figures.

The customer was so sure of his contention that he told the clerk to cut him off, in one strip so many lengths, allowing on each enough for a hem at the ends of breadths, and he would take it home and cut it to match without wasting the goods at all. The request was met and the man paid for his goods. The second day after, the man returned and confessed to the clerk that he had made a mess of the cutting and would have to buy a whole new breadth in order

to fill the floor. He also stated that he would not thereafter attempt to know more of a business than the man who was trained in it. Had the clerk disputed and argued with that customer and obtained the customer's dislike, even though the clerk was proved to be right, the sale would not have been made and the man would not have been willing to accord to other clerks the right of knowledge concerning the goods they handled.

The fussy and talkative customer and the customer who knows so much about the goods and the customer who can do the work just a little different and a little better all belong to the same class that should be "fanned". There is hardly one in a hundred of them with whom it is safe to dispute or to set up argument. A little sizing up of their inclinations ought to be sufficient to enable you to determine whether they belong to the class that is disputative for the mere fact of being able to dispute.

If they know they are right, there is not the least use in an ordinary clerk attempting to set them right, for the clerk will be unable to convince them and will only be using good time to no purpose while he also arouses more or less of the ire of the customer against the store. If she passes by you and requests or orders some other clerk to wait upon her, let her go. If she tells you to bring her a drink of water, bring it to her, or tell a bundle boy or porter to fetch it. If she won't sit on a stool, bring her the rocking chair. Not so much because she is right as because there is not a thing to be gained by rubbing the fur the wrong way. If she thinks she knows more about folding the goods, let her think so. If she can cut carpets, or anything else, in a manner superior to that which you employ, let her do so, so long as the error must fall upon her cost.

To jangle and dispute with a disputing customer is a waste of time, and there is not a thing to be gained for the store. If the customer displays a disposition to want to be "fanned" just agree with her moods and let her down easy every time. There is nothing else to do.—Dry-goodsman.

Too Much for the Cavalry.

Some one with a taste for figures estimates that any half dozen of the great armored cruisers that will come to the Jamestown Exposition next year will have a combined engine strength that would, if represented in horses, equal the number of horses in the cavalry arm of the Russian army, and Russia has more cavalry troopers than any other nation on earth. The battleship Maine has an engine strength equal to the pulling strength of all the horses in the United States cavalry. The engines of the battleship Virginia or Louisiana, if fastened to a fixed object, could pull the whole United States cavalry into the sea. This being the case, we advise our cavalry to keep well away from the shore.

Nothing trains a man's memory like lending money.

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	Per 100
120	4	1 1/2	10	100
123	4	1 1/2	9	100
128	4	1 1/2	8	100
126	4	1 1/2	6	100
135	4 1/2	1 1/2	5	100
154	4 1/2	1 1/2	4	100
200	3	1	10	12
208	3	1	8	12
236	3 1/2	1 1/2	6	12
265	3 1/2	1 1/2	5	12
264	3 1/2	1 1/2	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. Steel	7 00			
First Quality, D. B. Steel	10 50			
BARROWS.				
Railroad	15 00			
Garden	33 00			
BOLTS				
Stove	70			
Carriage, new list	70			
Plow	50			
BUCKETS.				
Well, plain	4 50			
BUTTS, CAST.				
Cast Loose, Pin, figured	70			
Wrought, narrow	60			
CHAIN.				
1/4 in. 5-16 in. 3/8 in. 1/2 in.				
Common	7 c.	6 c.	6 c.	4 1/2 c.
BB.	8 1/2 c.	7 1/2 c.	6 1/2 c.	6 c.
BBB.	8 c.	7 c.	6 c.	6 1/2 c.
CROWBARS.				
Cast Steel, per lb.	5			
CHISELS				
Socket Firmer.	65			
Socket Framing	65			
Socket Corner.	65			
Socket Slicks.	65			
ELBOWS.				
Com. 4 piece, 6 in., per doz.	net. 75			
Corrugated, per doz.	1 25			
Adjustable	dis. 40 & 15			
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; 26 and 27; 28	17			
List	12 13 14 15 16 17			
Discount, 70.				
GAUGES.				
Stanley Rule and Level Co.'s	60 & 10			
GLASS				
Single Strength, by box	dis. 90			
Double Strength, by box	dis. 90			
By the light	dis. 90			
HAMMERS				
Maydole & Co.'s new list	dis. 33 1/2			
Yerkes & Plumb's	dis. 40 & 10			
Mason's Solid Cast Steel	30c list 70			
HINGES.				
Gate, Clark's 1, 2, 3.	dis. 60 & 10			
HOLLOW WARE.				
Pots.	50 & 10			
Kettles.	50 & 10			
Spiders.	50 & 10			
HORSE NAILS.				
Au Sable.	dis. 40 & 10			
HOUSE FURNISHING GOODS.				
Stamped Tinware, new list	70			
Japanese Tinware	50 & 10			

IRON

Bar Iron	2 25 rate
Light Band	3 00 rate
KNOBS—NEW LIST.	
Door, mineral, Jap. trimmings	75
Door, Porcelain, Jap. trimmings	85
LEVELS	
Stanley Rule and Level Co.'s	dis.
METALS—ZINC	
600 pound casks	8
Per pound	3 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 1/2c per lb. extra.	
PLANES	
Ohio Tool Co.'s fancy	40
Sciota Bench	50
Sandusky Tool Co.'s fancy	40
Bench, first quality	45
NAILS.	
Advance over base, on both Steel & Wire	
Steel nails, base	2 35
Wire nails, base	2 15
20 to 60 advance	Base
10 to 16 advance	5
8 advance	20
6 advance	20
4 advance	45
3 advance	45
2 advance	70
Fine 3 advance	50
Casing 10 advance	15
Casing 8 advance	25
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	
1/2 @ 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	30
Coe's Genuine	40
Coe's Patent Agricultural, Wrought	70-10

Crockery and Glassware

STONEWARE	
Butters	
1/2 gal. per doz.	44
1 to 6 gal. per doz.	5 1/2
8 gal. each	52
10 gal. each	65
12 gal. each	78
15 gal. meat tubs, each	1 13
20 gal. meat tubs, each	1 50
25 gal. meat tubs, each	2 13
30 gal. meat tubs, each	2 55
Churns	
2 to 6 gal. per gal.	6
Churn Dashers, per doz.	84
Milkpans	
1/2 gal. flat or round bottom, per doz.	44
1 gal. flat or round bottom, each..	5 1/2
Fine Glazed Milkpans	
1/2 gal. flat or round bottom, per doz.	60
1 gal. flat or round bottom, each....	6
Stewpans	
1/2 gal. fireproof, ball, per doz.	85
1 gal. fireproof, ball per doz.	1 16
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
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	
Per gross	
Pints	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. (\$1.55 doz.)	8 75
Electric in Cartons	
No. 2, Lime (75c doz.)	4 20
No. 2, Fine Flint, (85c doz.)	4 60
No. 2, Lead Flint, (95c doz.)	5 50
LaBastie	
No. 1, Sun Plain Top, (\$1 doz.)	5 70
No. 2, Sun Plain Top, (\$1.25 doz.)	6 90
OIL CANS	
1 gal. tin cans with spout, per doz.	1 20
1 gal. galv. iron with spout, per doz.	1 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	5 00
10 Steel punch	10 00



Observations of a Gotham Egg Man.

Here in New York partial reports indicate that we have reached the height of storage accumulations and that for the past week the withdrawals from storage have slightly exceeded the quantity going in. If this proves to be the fact, upon fuller information, it is evident that our consumptive demand is unusually large for the season. At the same time the evidence of an unusually free summer production should induce a conservative management of the markets. Although total storage holdings are generally believed to be less than a year ago it must be remembered that we then had more stock than could be unloaded without loss, and there is some danger that too bullish ideas now might result in curtailing the free demand which, at present, is the most encouraging feature of the situation. Prices are already pretty high for the season and until fresh supplies fall considerably below current requirements it would seem the part of wisdom to unload as much stock as can be moved, even at a very moderate profit.

In regard to the reports of butter and egg receipts at Chicago this season we find a very common belief among well posted operators in that city that the figures are not at all reliable. It is generally asserted by the Chicago merchants that there has been no such phenomenal increase of receipts there this season as is indicated by the published figures, and the discrepancy is generally explained upon the same grounds as heretofore brought up in this column—that a far larger part of the through shipments to seaboard cities, passing through Chicago, have this year been included in Chicago receipts.

We understand that the Chicago Butter and Egg Board, whose clerks compile these statistics, pays nothing for the information and depends largely upon telephone reports from the railroad freight stations. It would seem that correct information as to receipts at the larger centers is of the utmost importance in forming any reasonable estimate of market conditions. Even if we had thoroughly reliable reports of surplus accumulations and unloading this important information can be made use of to the fullest extent only in the light of a correct knowledge of current receipts. The compilation of these figures is really the most important function of the trade organization, and it is to be hoped that our Chicago friends will see the importance of systematizing this work and spending the money necessary to assure reasonably accurate statistics. As Chicago is not a terminal market to the same extent as New York and other seaboard cities, the compilation of her local receipts—that is of goods that actually enter into her own trade—is of more than usual difficulty. Yet

we feel sure that with such co-operation on the part of the freight lines as may reasonably be expected, the task is not impossible; it is certainly worth a strong effort.

The action of some of the leading Far Western and Southwestern associations of egg dealers in inaugurating the payment for eggs on a loss off basis ought to be followed by similar organizations in all parts of the country. In a large distributing market where dealers, in buying goods from receivers, can get a fair judgment of quality by inspection, and where the price paid is varied according to the quality indicated, it has been found that sales at market are the most satisfactory; but at interior points when collectors make a practically uniform price and take whatever comes at the quoted figure the lack of discrimination leaves no incentive to take proper care of the eggs or to market them while fresh. Furthermore the buying loss off at prices according to grade invoices the critical candling of the receipts, encourages a proper grading and eliminates an enormous loss otherwise incurred by the trade as a whole in the shipment of worthless or nearly worthless eggs. It is to be hoped that the egg merchants' associations will take this matter up in earnest at all meetings to be held before another season. No pay for rots and a better price for full fresh eggs than for stale or heated stock would soon encourage better care and more frequent marketing.—N. Y. Produce Review.

Some Tests for Melons.

"Muskmelon time is coming," said the chatty grocer, "and the purchaser who knows how to buy a canteloupe will get his or her moneys worth out of the season. The first point in judging your melon is the weight. A heavy fruit is a good fruit, and if heavy, only the question of ripeness remains to be decided. A good ripeness test is the odor. A ripe fruit is fragrant, spicy, tempting to the nostrils. Muskmelons with deep furrows and rough surfaces are sound and sweet. The color in the furrows is also worth noting. If very greeny-green it is underripe; yellow, and it is apt to be mushy. A very smooth surface often means that the melon is overripe. It may be sweet, but it will be too soft and dry for perfection.

"In choosing a watermelon, lift it to see that it is heavy, and rap on the shell to assure yourself that it is sound. The test of weight and fragrance are good ones for fruits of many varieties. Oranges and grape fruit should always be heavy in proportion to their size. Odor is as good a test of a pineapple as I know, except that of weight and the peculiar russet tinge of the skin, which means thorough ripeness. Never buy, at least for immediate use, a pineapple which has a bronze-green tinge. Pull out one of the green leaves at the top of a pineapple before buying it. If this comes away easily the prospects for mellowness are good."

There is a lot of difference between working for folks and working them.

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

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TIMOTHY, CLOVER, RED TOP, ORCHARD GRASS

Let us have your orders. Fill same promptly.

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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.**

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Order

Noiseless Tip Matches
Pineapples
Messina Lemons
Cheese

Golden Niagara Canned Goods of

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Sell

Butter
Eggs
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New Crop Turnip and Rutabaga Seed

All orders filled promptly the day received.

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



Special Features of the Grocery and Produce Trade.

Special Correspondence.

New York Aug. 4—The Coffee Exchange has been quite a lively place during the week, and in a speculative way the article experienced something of a boom. At the close, while the excitement has somewhat subsided, the outlook is still strong and some prophesy a rate of 10c or even 11c for Rio No. 7 before another year. Jobbers generally report a good trade. At the close No. 7 is worth 83½@87½c, against 83½c last year. In store and afloat there are 3,141,775 bags, against 3,831,837 bags at the same time last year. Mild sorts have been in good request and some comparatively large sales made. Good Cucuta, 93½c; washed Bogotas, 10½@12½c, as to quality. East Indias are steady.

There has been an active movement in withdrawals of refined sugar under previous contract. Refiners are somewhat behind on orders and the general situation is in favor of sellers. Some advance has been made and still more may be expected. Consumers send in orders and attach the word Rush, but they are not always accommodated. Raws are firm and higher.

Buyers of teas are taking only hand to mouth quantities, and yet the enquiries coming in are numerous and dealers look for a steady revival of trade after the vacation season is over. Values are firmly sustained at previous quotations.

The demand for rice is moderate. Supplies are fairly large and quotations are firmly sustained. Choice to fancy head, 45½@5½c.

A fair jobbing demand is reported for spices and, while individual purchases are not large, there is a good aggregate and holders look to the future with a good deal of confidence. Prices are firm and unchanged in any particular.

Little new business is to be reported in the molasses market, most transactions consisting of withdrawals under previous contract. Stocks are not large, but there is sufficient for requirements. Good to prime centrifugal, 18@28c. Syrups are steady and about unchanged.

In the canned goods market we have, as remarked, doleful reports from the tomato districts and futures are now very strongly held. On low lands the water has remained so long that the vines have rotted or tend that way, and on the higher ground the growth is almost altogether to

vines. As a natural consequence the market for futures is decidedly strong. Of course, good weather from now on will alter things, but at the moment the situation is strong. Spot 3s are worth 75c at the inside for desirable stock, and some of this year's Jersey pack 80c. Corn is firm, but at the moment there seems to be little business. Peas are firmly held and the market tends upward. California fruits are very strong and are meeting with a satisfactory demand. Salmon is attracting little attention.

The butter market has remained in about the same rut for a number of weeks, the official quotation of the Mercantile Exchange being 21c for extra creamery. This rate is exceeded in some instances about ½c. There is a pretty active trade and supplies are not large enough to exceed the demand to any great extent. Seconds to firsts, 18@20½c; imitation creamery, 17½@19c; Western factory, 15½@17c; renovated, 15@19c, the latter for extras, of course.

Cheese is fairly steady and quotations show no change. Large size full cream, 11½c.

Receipts of really desirable eggs are not abundant, and such are quickly taken. For New York and Pennsylvania stock as high as 24@25c is quoted. Of course these are top rates. The market is more than liberally supplied with "off" stock, worth about 15@16c, while the very best Western are worth 19@19½c.

Asparagus Is In the Van.

Asparagus is the precursor of the season of fresh vegetables, and there is probably no other vegetable the flavor of which is so highly esteemed as is that of tender asparagus. Chemical analysis offers no explanation of its pleasant flavor, but assigns to it a decidedly high nutritious value. Asparagus, however, furnishes one of those interesting examples of a food which, though containing more water in its composition than does milk, is nevertheless a solid substance. Thus the head of the asparagus contains slightly more than 93 per cent. of water, which is only 1 per cent. less than that contained in the lettuce, but 5 per cent. more than is present in milk. The solid constituents, however, are particularly rich in nitrogenous substances, which amount to 30 per cent. of the dried vegetable.

Among these may be reckoned a purin body, to which has been ascribed the harmful influence of asparagus on some persons with a gouty tendency. When asparagus is consumed in large quantities the output of uric acid is very distinctly increased. The same effect is obtained after drinking copiously of beer, which also contains purin bodies, although they are entirely absent in

wines, and, of course, in spirits. Sweetbread may be objectionable on similar grounds. There is no reason for thinking, however, that when asparagus is eaten in reasonable quantities it causes an undesirable disturbance of the bodily functions. On the contrary, it is very digestible and is easily tolerated, even by invalids.

Fattening by Cramming.

For some years there has been a great deal written in the poultry papers about the establishments in England where enormous quantities of poultry are fattened by cramming. There are to-day in these United States fattening plants where more choice poultry is turned out that has been fattened by cramming than is done at any plant in England.

The all essential thing in fattening is to get the food into the crop in big quantities.

A cramming machine is a simple contrivance for turning grain, worth comparatively little per pound, into poultry flesh of far greater value.

The big appetite is created only by exercise. If you coop the birds to fatten they get none. They will eat only as they choose. With a cramming machine they eat all they possibly can and so produce that enormous amount of flesh represented by the amount of grain they have eaten—150 pounds of food of course producing more flesh than fifty pounds. You do not injure the bird by compelling it to eat any more than you injure a child when you compel him to wash his hands.

The fact that poultry shippers are

every year buying more and more cramming machines is a matter which every one interested in poultry should give some thought.

Compass Discovered Long Ago.

Did Columbus discover the compass? Prof. G. Hellman has pointed out that, independently of Columbus' finding, the magnetic declinating must have been known on the continent from the construction of many pocket sundials provided with magnetic needles for adjusting the instruments to the astronomical meridian, and showing the declination by a line on the floor of the compass box. Three such sundials have been discovered antedating Christopher Columbus, one having been constructed in 1451. The magnetic variation must have been known, apparently, before the dawn of the fifteenth century, but by whom and where it was discovered still remains a mystery.

Some people's only idea of an ancestor is an old gentleman with gout.

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

H. ELMER MOSELEY & CO.
804, 506, 508 Wm. Alden Smith Bldg.
GRAND RAPIDS, MICH.

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

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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

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.

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

Sold only in bottles bearing our address

FOOTE & JENKS'
JAXON
Highest Grade Extracts.

Foote & Jenks
JACKSON, MICH.

COLEMAN'S
HIGH FOOTE & JENKS CLASS
EXTRACTS

MILLERS AND SHIPPERS OF

Established 1883

WYKES-SCHROEDER CO.

FEEDS

Write for Prices and Samples

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



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.

GOOD GOODS.

Salesmen Can Not Deal Exclusively in Personality.

Joannis Cariolanus, the young man just out of college who had gone down to New York with his father's salesman and had been for a week in the hives of metropolitan commerce, sat in the smoker of the Wolverine Express bound for Grand Rapids. He was in the midst of a party of traveling men. His father's leading salesman, Watkins, was one of them. He did not then realize that he sat among the men who actually build the businesses—the men on the road!

"It is all right," began an old timer, "for these people who make the goods or job them to settle back on their dignity a little, but it isn't all of them who know just how dependent they are upon their men on the road. It only is when a crackerjack man leaves a firm and the head of the house puts out a dub in his stead that he finds out how much he is at the mercy of his salesmen. Of course there are a few strong lines of goods in the country that dead ones can go out and sell, but even these same firms that manufacture top-notch stuff would fare much better if they had good salesmen.

"Now, for example, there is one shoe firm in this country that can put their stuff in every town in the United States. They used to have a certain man working for them down in Texas. They thought he was the best ever, and when he was laid up with the rheumatism and unable to make his trip they sighed and put a chipper young fellow out in his stead. He increased the sales for the house 40 per cent. the first trip.

"There is one old firm in the hat business in this country that has absolutely a cinch wherever it goes. Nobody else does make, or, it seems, can make, anything as good as it does. For nearly a quarter of a century it did its business through a few jobbing houses, by mail, and with a couple of old foggy salesmen. The management changed and young blood put young blood out on the road. It has increased its output many fold since that time. Yes, sir, it is all well enough to make good stuff, but a concern to prosper must have salesmen, not dummies."

"You bet your life," said the clothing man, "but at the same time a man on the road owes it to himself to have a good, strong line. I know I was fool enough to work five years of my life for one house that either didn't or couldn't turn out good stuff.

They were as nice people as there are on earth, but I finally had to quit them and get a bang-up line for my trade. My customers demanded it of me. When I walked into the office and told my people that I was going to quit them they said to me: 'Haven't we treated you right in every way, paid you a handsome salary for what you have done, and haven't we been obliging with your trade?' 'Yes, you have; I am willing to grant you that, and I'm sorry that I feel compelled to leave you, but I can not continue to sell my customers personality and treatment. All of that helps a great deal, but what they want is clothing.'

"Any of you ever know Patsy Bryan, who used to travel out in Colorado?"

"Who that's ever been out West doesn't know Patsy?" exclaimed the old timer.

"Well, Patsy, you know," explained the extract man, "used to be a high roller. His salary was \$6,000 a year and he spent it, every cent. Why, that fellow would bet \$1,000 on the turn of a card or quit business for a week to go to the horse races. He did exactly as he pleased. He always was behind with his firm, and if he would blow \$500 in a night, the next morning, to square himself, he would make a sight draft on his firm for that amount. He was nearly a year's salary behind. Still, he did the business. He was the biggest grocery salesman that ever saw the Rockies.

"Finally, one day, Patsy, after having received his monthly warning for many years, got a letter from one of the partners in his firm. The letter read something like this:

"Friend Patsy: You have been with us for a long time and your services have been deeply appreciated. You have been a good man, faithful and honorable, but really we can not stand any longer this way you have of continuing in debt with us and yet drawing on us for \$250, \$500 and \$1,000 whenever you feel like it on one day and go through the same performance again the next. Here I have before me a draft for \$500 dated the 25th inst., and here is another dated the 27th for \$700 more. Now, in view of this and of its having continued so long, I feel that I should ask you to resign. This I can not do, but one thing is sure—either you or I must leave the firm. Very truly yours, —"

"Well, what did he have to say to that?" asked the clothing man.

"Say? Patsy always was ready with an answer. He merely wrote back, 'My Dear Sir and Friend: I have received your letter and am sorry to learn from it that you are going to quit. You say that one of us must go. To be sure it must be you. I owe the house too much. Wishing you success in whatever you may undertake, believe me, sincerely your friend, Patsy.'"

"What was the denouement of this episode?" enquired Joannis Cariolanus.

"The long and short of it was that Patsy stayed with the house until they retired from business. He owed

them a few thousand dollars; they not only squared his account, but handed him a good sized check on top of this.

"Well, that fellow was the most popular man that ever struck Colorado. He went up into Montana after he left there. One day while he was passing through Colorado on the Rio Grande one of his old customers saw him at the station and persuaded the Superintendent of the road to hold the train for half an hour so that his old friends in Salida could come down and see him. He got together a few members of the brass band and down the street they marched behind a cornet, a brass horn and a drum."

"But old time traveling men and the Indians are fast fading away," began the clothing man.

"Yes, there are only a few of us left," remarked the old timer.

"Yes, you bet," continued the clothing man. "Why, I remember when I was the only man who went out of New York City for my firm. And then I carried only one trunk and made a dozen towns. It used to be all market business, but here I am now hitting the trail with sixteen trunks and a packer. They are getting to cutting down the baggage in my line a great deal by selling the stuff from swatches. That reduces the trunks, but we have to go after our men nowadays just the same.

"I used to hang out around the old Commercial Hotel in Chicago. Why, when a merchant came into the lobby he would get batted around from one of us to another like a tennis ball. Just to show you how it went let me tell you of an old fellow who came in from Carthage, Mo. He had a large general store and bought lots of goods, always in market. He was easy to pick out—tall, broad brimmed hat, long gray whiskers and goggles. Why he wore those goggles over his eyes instead of specs I never knew, but he kept them on just the same, and he was a target for us all. Everybody knew just who he was.

"He didn't have his regular house to buy from in all lines. In clothing he was a shopper. I landed on him once, though, good and hard. I held him pretty well in line after that for several years. I knew his order was a great big one and I rather studied his habits. Early in the game all the boys in my business had given him their cards and asked him to come around. He came regularly to dinner every day at a quarter to 12, and at half-past, almost to a dot, every day, he walked out of the dining room. I got a tip from one of my friends about the time he was going to buy his clothing, which was next in the list. I saw him walk out of the dining room; after he put on his hat he took a stack of business cards out of his pocket and began to run over them.

"I walked up pretty close behind him, kind of easy, and when he turned to mine, I simply remarked to him, 'Major, that isn't a bad place to get your clothing. What's the use of turning any further? I'm here

on the spot, and if you are up to that line, come and go down with me and see what I have.' 'Well, I guess I might as well go along with you as anybody else,' he said. I saw he did go. That afternoon I sold him \$4,800."

"Ah, we had great pick-ups in those days!" commented a Chicago man. "One morning I was down in this same old Commercial Hotel—it was about 7 o'clock. I saw a man walk up to register. In those days, you know, when you saw a merchant come in, you waltzed right up and asked him to come around and see you—and he took no offense at it. 'That is what I have come in for,' they would say if a man started to apologize to them. So I walked up to my man and, just as he dropped a pen, I said:

"Friend, I judge that you are in to buy some goods.' 'Yes, sir; that's what I've come in for,' said he. 'I kind of got tired of farming, so I sold my land and I am going into business.' 'Well, I suppose you intend to carry hats, don't you?' 'Yes, I must have some hats.' 'Well, I am selling hats and I would like you to see what I have.' 'All right, I need some hats,' said he. 'Where are yours?' I told him. 'All right, wait until I get some breakfast,' said he, 'and I guess I'll go down and buy some.'

"Now, look here," said he, as we started out from the hotel to my store, 'I don't know anything in the world about business. I'll just have to come down here and place myself entirely in the hands of you boys. I've got a good deal of confidence in people, and I don't think that anybody that wants to act right is going to be treated wrong (and how much better off many merchants would be if they only felt as my friend did). I am just going to leave this whole thing to you. You pick me out what you think I ought to have. If I make money on them you'll be the first man I'll come to to get more. If I go broke and have to hire out to the man I sold my land to, why, you are not going to get any more business.'

"Well, sir, that fellow was so straightforward and sensible and good natured—he was the best fellow I ever knew in my life—and he struck me so that I gave him as fair a bill of hats as a man ever bought from me in my life. He was a successful merchant as long as he lived, and he stuck to me for nearly twenty years. From the time he went into business until he died he never bought a single hat from anybody else."

Charles N. Crewdson.

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

Gripsack Brigade.

Kalamazoo Telegraph: W. A. Taylor, of 627 Bryant street, who has been employed by the Bryant Paper Co. for the past six years as engineer, has resigned to accept a position as traveling representative of the Keystone Lubricating Co., of Philadelphia. His place at the Bryant mill was filled by Frank Messing, of this city.

David Drummond (Brown & Sehler Co.) has gone to Niagara Falls as chaperone for a party of eight ladies, including Mrs. Drummond. This is a new role for David, but he will probably return home in high feather, because he always acquits himself well, no matter what circumstances surround him. The more difficult the task the greater zest he appears to muster up to cope with the situation.

Well known to many of the larger cigar dealers of Michigan, Ohio, Wisconsin and Minnesota is A. E. Bunting, of 148 Hancock avenue west, Detroit. Mr. Bunting is Secretary and Treasurer of the Superia Cigar Manufacturing Co., but his frequent trips on the road to points where the condition of sales most needs him entitles him to be numbered among the gentlemen of the grip. Mr. Bunting was with the Banner Cigar Manufacturing Co. before going with the Superia people, and is well known and liked by the trade. He is a member of Kilwinning Lodge, F. & A. M.

There is a well-founded rumor that the Michigan Central and Lake Shore Railways will shortly abandon the use of both the C. P. A. and Michigan mileage books and substitute therefor the book now used by the New York Central Lines east of Buffalo. This is a 1,000 mile book, sold at \$20 flat, without rebate. It can be used by anybody and by as many persons as desired, traveling separately or on one train. No one is asked to sign the book or any portion of the mileage strip and the name of the purchaser is introduced in the book solely for the purpose of establishing its identity in the event of its being lost or stolen. It has long been known to the Tradesman that this change was being considered, but whether it has been fully determined upon and when it will go into effect are not known at this writing. The adoption of this book by the New York Central Lines will naturally compel the other roads in the State to adopt an interchangeable book that will be sold at \$20 flat, good outside of the State to such points as Toledo and Chicago, as well as to all points within the State lines.

Less Storage Eggs Than Last Year.

There are in storage in Chicago at the present time 770,000 cases of eggs, compared with 890,000 cases a year ago, a shortage of 120,000 cases. Some claim the shortage is 140,000 cases. The receipts were larger from January 1 to July 1 than for the same period last year, but consumption has been greater. Cool weather, good quality eggs and the meat agitation have all helped consumption. It is costing those who put away eggs now from 16½¢ to 16¾¢, so the holders of summer eggs will have little advantage on taking them out in the fall over holders of April eggs. Some

Aprils went in at 17½¢, against 17½¢ as the high mark last year, but the period of time over which 17½¢ was paid this season was very short compared to last season. Then most of the Aprils went in at about 17½¢. This year the largest portion went in below 17¢. If normal weather prevails storage eggs should begin to go out early in the fall and the storage deal wind up with a little profit to all holders.

Insure Against Grease Spots.

"This is something which I prize more than any other article in my vanity bag," said the woman in the pale gray gown, as she held up to view what looked like a disc of deep cream-colored chalk. "It is a patent preparation for removing stains from leather, but it works just as well on a piece of cloth."

"One day, when this pale gray suit was brand new, I was shopping at the leather counter of a department store and noticed that every woman who passed me stared at me in the fashion which indicates that something is wrong with your frock. I asked the clerk, and she informed me that there was an ugly, black, greasy streak on the back breadth of my skirt—evidently oil from the train. I was in despair, but she used this white leather cleaner with excellent results, and now whenever I wear a pale cloth dress I carry a cake of the cleanser with me to guard against emergencies."

Michigan Hardware Dealers in Convention.

The twelfth annual convention of the Michigan Hardware Dealers' Association, which is being held at Detroit this week, was called to order this afternoon by President Whitney in the banquet hall of the Hotel Cadillac. Mayor Codd delivered a cordial address of welcome, which was responded to by the President. This was followed by the presentation of the annual address of the President and the annual report of the Secretary, both of which are published in full in another part of this week's paper. An excellent paper on the relations which should exist between the retail trade and the traveling salesman, written and presented by G. J. Kastenbergh, of Greenville, will be found elsewhere in this week's paper.

Butter, Eggs, Poultry and Beans at Buffalo.

Buffalo, Aug. 8—Creamery, fresh, 20¢@22½¢; dairy, fresh, 16¢@20¢; poor, 14¢@15¢.

Eggs—Fancy candled, 19¢@20¢; choice, 18¢@19¢.

Live Poultry—Broilers, 14¢@15¢; fowls, 12¢@12½¢; ducks, 11¢@13¢; old cox, 8¢@9¢.

Dressed Poultry—Fowls, iced, 13¢@13½¢; old cox, 9¢@10¢.

Beans—Pea, hand-picked, \$1.65; marrow, \$.275@.3; mediums, \$1.80; red kidney, \$.260@.275.

John Sebright and Roy Priest have formed a copartnership under the style of Sebright & Priest for the purpose of engaging in the grocery business at Allegan. The Lemon & Wheeler Company furnished the stock.

CONGESTION AND RELIEF.

The condition is easily stated. The limitless expanse of the great Northwest is white with its harvest of bending grain and the unnumbered hungry a hemisphere away is famishing for the ripened surplus. How shall the double congestion be managed; how shall the plenty and the want be brought together to the mutual relief of the extremes?

In the olden days when there was famine in the land and there was corn in Egypt, starving Canaan went down with beasts of burden, bought and carried home and lived, and although times are changed the same problem has the same simple solution—the demand must seek the supply. So the Western wheat and corn find and fill the far-off empty bins. So the Michigan orchards of peach and pear and plum hear and heed the call of the consumer, irrespective of locality. So the pineapple and the orange, carrying with them the breath and the luscious wealth of the tropics, are supplying without regard to zone lines the demands near or remote. It is the commercial law, and by obedience to that law the extremes are satisfied.

The French Minister of Finance has been confronted with this same unpleasant task of bringing extremes together. Want with a budget deficit of some \$80,000,000 stands asking with pleading face and extended hands for the relief which must come from a France taxed already so heavily that even a trifle more seems beyond endurance, and yet the ordinary expenditures must be met. There must be somewhere an extreme of plenty if not of abundance, and the Minister has found it. He has thrust his hand 30 per cent. deeper into the pocket of inheritances for all estates of \$2,000 and upwards. He believes that the man or the woman indulging in absinthe, vermouth and other liquors can better afford to pay a higher price than the country can afford to suffer. He seizes negotiable securities by the throat and exacts an increase of 10 per cent. Distilled liquor which now goes free will find what is meant by the enforcement of the revenue law; and, finally, so forceful is must, France, of all countries to establish such a tax, is to pay a customs duty of 30 per cent. ad valorem on imported works of art. It is needless to raise here the ever-questioning why? Reduced to a single statement it is simply this: The French Minister finds himself between two extremes, wealth and want, and French statesmanship has brought these extremes together to the relief of both.

This country is by no means free from the congestion evil of both extremes. Crops—30,000,000 bushels is the estimated surplus—are waiting for the idle harvesters crowded into the close, unwholesome quarters of the city. Disease has rounded up its victims and corralled them in densely packed tenement districts, where poverty doles out its starvation supplies of food and light and air, with millions upon millions of unoccupied acres to be had almost for the asking, showered with sunshine and

flooded with oceans of air, which the sea-waves have washed and the mountain winds have sifted and purified. Toil has driven into the mines its gangs of despairing men and hopeless children. With the stinging whip of need he has hustled through the doors of the factory and the sweat-shop, men and women, boys and girls alike, all wan and wasted, all hungering and thirsting and gasping for the things which nourish and strengthen and uplift; and off there, more than a hemisphere away, is the other extreme, with its income of more than \$6,000 a day and its billion dollar competency, fearing the fate of "the rich man who also died and was buried" and trying to avert the impending punishment by currying at this late day the favor of Justice, once scorned and outraged and abused.

It remains to be seen whether these extremes can be brought together and what is to be the agent accomplishing it. Nothing can be expected now from the burdened beasts of Jacob, notwithstanding the annihilation by modern methods of time and distance. Is there any statesmanship so far found for such congestion and for such relief? Only from distant Galilee a single suggestion comes: "Whatsoever ye would that men should do to you, do ye even so to them."

Looking Into a Volcano.

Dr. H. Bjorn has looked into the crater of a volcano while its forces were still threatening and while its fires were still incandescent. He scaled the cone of Vesuvius on April 22 and peered into the depths of the new crater. From the throat of the crater he writes that he heard a constant roaring, and saw that white clouds of vapor filled the huge hollow, but did not see any ejections of stones or dust. The inner walls of the crater were nearly perpendicular, partly overhanging, and he saw pieces of the narrow crater edge breaking down, and in this way still enlarging the orifice. The bottom of the crater was not visible, but the walls could be seen to a depth of about 1,000 feet. The ascent from Torre Annunziata demanded care to avoid avalanches of stones and ashes still rushing from the cone and spreading over the slopes. The eruption of 1906 resembles that of 79, which buried Herculaneum and Pompeii, in the small quantity of lava ejected and the immense amount of volcanic ash and lapilli.

**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

DRUGS

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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.

Twenty-Fourth Meeting of Michigan Druggists.

The following programme has been prepared for the twenty-fourth annual convention of the Michigan State Pharmaceutical Association, which will be held at Jackson next Tuesday and Wednesday.

Tuesday Afternoon.

Address of welcome—Mayor W. W. Todd, Jackson.

Response—John D. Muir, Grand Rapids.

President's address—Prof. J. O. Schlotterbeck, Ann Arbor.

Secretary's report.

Treasurer's report.

Symposium, Advertising:

For a City Store—W. H. Burke, Detroit; For a Neighborhood Store—Minor E. Keyes, Detroit; In a Smaller City—C. H. Frantz, Bay City; In a Village—Owen Raymo, Wayne.

Poisonous Members of the Rhos Family—Prof. A. B. Stevens, Ann Arbor.

Report of the Secretary of the State Board of Pharmacy.

Report of Committee on Pharmacy and Queries.

Report of Committee on Prescott Memorial.

Report of Committee on Trade Interests.

Tuesday Evening.

Banquet at the Episcopal Guild House—D. E. Prall, Saginaw, toast-master.

Wednesday Morning.

Report of Executive Committee.

Showing Goods:

Outside the Store—H. B. Hoffman, Jackson; Inside the Store—J. L. Wallace, Kalamazoo.

Emergency Treatment by Pharmacists—Fred'k R. Waldron, M. D., Ann Arbor.

What are Physicians Prescribing?—W. A. Hall, Detroit.

The Kansas View of Drug Adulteration—Prof. L. E. Sayre, of the University of Kansas.

Report of Committee on Legislation.

Report of delegate to N. A. R. D.

Report of delegates to American Pharmaceutical Association.

Wednesday Afternoon.

Some Business Arithmetic—A. H. Webber, Cadillac.

Pharmacopoeial Criticisms—Prof. A. B. Stevens, Ann Arbor.

The Adulteration of Drugs in Alabama—Prof. W. H. Blome, Auburn, Alabama.

Report of Adulteration Committee.

Election of officers.

Unfinished business.

Adjournment.

The Trustees of the Committee on Revision of the Pharmacopoeia offer a copy of the book for the best paper on any topic read at this meeting.

Jackson was selected by the Executive Committee without invitation because it is centrally located and a large attendance is desired. The local druggists were not asked to entertain, only to co-operate with the Secretary in making local arrangements. They have, however, prepared the following for our enjoyment:

An automobile ride about the city.

A visit to the prison.

A visit to the automobile factory.

A visit to Foote & Jenks' laboratory.

A banquet on Tuesday evening.

Relation of the Druggist To the New Law.

Considerable uneasiness having been felt by the drug trade over the operations of the new food law recently enacted by Congress, it is, perhaps, pertinent to remind the trade that the law does not go into effect until Jan. 1 of next year and that manufacturers of patents have all announced themselves as ready to label their goods to conform to the law as soon as the departments charged with the execution of the law issue the necessary instructions.

Jobbers need have little concern for stocks on hand January 1, 1907, and retailers none at all. Stocks within any state on the date named are not affected by the law unless shipped out of the state after such date. The stock of the retailer may, therefore, be large or small at his pleasure, and the jobber may dispose within his own state of any goods subject to the provisions of the law but not properly labeled.

In the District of Columbia the territories and the insular possessions, which are directly under control of the National Congress, the sale of adulterated and misbranded articles is prohibited after January 1, 1907, and any medicines which contain alcohol, morphine, opium, cocaine, heroin, alpha or beta eucaine or cannabis indica, chloral hydrate or acetanilid, or derivatives or preparations of any such substances, must be so labeled as to show the proportion, or quantity thereof, or they will be deemed misbranded.

The 'Rats' Carouse.

A Calcutta paper relates a queer sort of involuntary animal chemistry experiment in which the principal agents were a native science professor, a colony of rats and a jar of mercury. The incident is reported as having taken place at the Burdwan Raj College, on entering the chemical laboratory of which Babu Kaildas Mallick, the professor of science, one

day recently found the vessel quite empty in which he had left a quantity of mercury the previous evening. At the same time he saw a number of rats lying on the ground at a little distance, and there was not the least movement on their part, even on his near approach. The professor thought the rats were dead, but what was his surprise when, on one rodent being held up by the neck, it disgorged a quantity of mercury, and, being let off, ran away. The process was repeated, and almost the entire quantity of mercury was got back, which fact seems to have consoled the professor for the escape of the rats.

The Drug Market.

Opium—Is quiet at the last advance, but is in a very firm position for higher prices later on.

Codeine—Has again advanced 20c per ounce.

Morphine—Is as yet unchanged.

Quinine—Is weak and tending lower.

Bromides—Are again active and higher values are looked for.

Menthol—Is quite firm, higher prices ruling.

Balsam Copaiba—Is dull and weak.

Oil Lavender—Has advanced on account of the small crop.

Oil Lemon—Continues to harden in value.

Oil Pennyroyal—Is scarce and has again advanced.

Gum Camphor—Has again advanced 5c per pound.

Formula for Cleaning Wall Paper.

Powdered pumice stone, 1 part; wheat flour, 6 parts; water, q. s. Make into a stiff dough. Roll out into a roll of 2 or 3 inches in diameter, cut in lengths of from 4 to 6 inches and enclose each piece in a tightly-fitting bag of muslin, closing the ends by sewing. Have ready a pot of boiling water and into it drop the rolls, much as they used to do in making old-fashioned dumplings. Let them boil from three-quarters to an hour, then pour off the water, remove the rolls and put them in a cool place to stand for twelve hours before removing the bags, when they are ready for use. To use this in cleaning paper, cut off a piece of the roll and rub the paper with it.

Threw a Match Into Alcohol.

An explosion of alcohol in the cellar of LeGro's drug store, at Palmer, Mass., recently caused a fire which damaged the drug store about \$500. A clerk had gone into the cellar to draw alcohol into a bottle from a barrel. It was dark in the place and he spilled some of the alcohol. He lighted a match and threw it into the alcohol on the cellar floor. The blaze ran up a rubber tube into the barrel and the explosion followed. That the clerk was not killed is due to the fact that the barrel was nearly empty.

Of 1,000 American prescriptions only 621 were correctly written; there were thirteen instances of chemical and pharmaceutical incompatibility and one of therapeutical incompatibility. Dr. M. C. Thrush, who has

compiled these statistics after examining the prescription books of two of the leading chemists in Philadelphia, concludes from his observations that the most able physicians prescribe the fewest drugs, and the best educated prescribe only official preparations. The younger men generally showed marked want of knowledge of the art of prescribing.

Salesmanship in a narrow sense may mean, by hook or crook, getting a man to buy whether he wants or needs the goods or not, but does not modern marketing rely more and more upon appealing to the buyer's best judgment deliberately formed, and less upon personal magnetism, lightning rod oratory and the wily ways of the book agent?

Business based upon friendship threatens both; friendship based upon business strengthens both.

Dorothy Vernon Perfume

Popular in Odor!
Popular in Name!
Popular in Price!



Universally sold at retail, 50 cents per ounce, and at wholesale at \$4.00 per pint, net.

Dorothy Vernon Perfume

Dorothy Vernon Toilet Water

Dorothy Vernon Sachet Powder

The
Jennings Perfumery Co.
Grand Rapids, Mich.

Our Holiday Goods

display will be ready soon.
See line before placing
your order.

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

PILES

CURED

...without...

**Chloroform,
Knife or Pain**

Dr. Willard M. Burleson
103 Monroe St., Grand Rapids

Booklet free on application

WHOLESALE DRUG PRICE CURRENT

Advanced—
Advanced—Citric Acid, Oil Peppermint, Camphor.

Aceticum 60 8	Copaiba 15 1 25	Scilla Co 50	Liquor Areen et	Rubia Tinctorum 12 14	Vanilla 9 00 9
Benzocum, Ger. 70 75	Cubebae 20 1 25	Sollan 50	Hydrarg Iod .. 25	Saccharum La's. 22 25	Zinci Sulph 7 1
Boracic 17	Evechthitos 1 00 1 10	Tolutan 50	Liq Potass Arsnit 10 12	Salacin 4 50 4 75	Oils
Carbolicum 26 29	Erigeron 1 00 1 10	Prunus virg 50	Magnesia, Sulph. 20 3	Sanguis Drac's. 40 50	bbl. gal.
Citricum 52 55	Gaultheria 2 25 2 35		Mannia, S F 45 50	Sapo, W 12 14	Whale, winter .. 70 70
Hydrochlor 3 5	Geranium 75		Menthol 3 30 3 40	Sapo, M 10 12	Lard, extra 70 80
Nitrocum 8 10	Gossypii Sem gal 50 60		Morphia, S P & W 2 35 2 60	Sapo, G 10 12	Lard, No. 1 60 65
Oxalicum 10 12	Hedeoma 2 25 2 50		Morphia, S N Y Q 2 35 2 60	Seidlitz Mixture 30 35	Linseed, pure raw 37 40
Phosphorium, dil. 2 15	Junipera 40 41 20		Morphia, Mal. . . 2 35 2 60	Sinapis 18	Linseed, boiled . . 38 41
Salicylicum 42 45	Lavendula 90 2 75		Moschus Canton. 40	Sinapis, opt 20	Neat's-foot, w str 65 70
Sulphuricum 1 1/2 5	Limons 35 1 40		Myristica, No. 1 25 30	Snuff, Maccaboy, 0	Spts. Turpentine . . Market
Tannicum 75 85	Mentha Piper . . 3 50 3 60		Nux Vomica po 15 10	DeVos 51	Paints
Tartaricum 38 40	Mentha Verid . . 5 00 5 50		Os Sepia 25 28	Snuff, S'h DeVos 51	Red Venetian . . 1 1/2 2 1/2
Ammonia	Morruhuac gal . . 1 25 1 50		Pepsin Saac, H & P D Co 1 00	Soda, Boras 9 11	Ochre, yel Mars 1 1/2 2 1/2
Aqua, 18 deg. 4 6	Myriela 3 00 3 50		Picis Liq N N 1/2 2 00	Soda, Boras, po. 9 11	Ocre, yel Ber . . 1 1/2 2 1/2
Aqua, 20 deg. 6 8	Olive 75 2 00		Picis Liq qts 2 1 00	Soda et Pot's Tart 25 28	Putty, commer'l 2 1/2 2 3/4
Carbonas 13 15	Picis Liquida gal 10 12		Picis Liq pints. 2 1 00	Soda, Carb 1 1/2 2	Putty, strictly pr 2 1/2 2 3/4
Chloridum 12 14	Ricina 1 02 1 06		Pil Hydrarg po 30 50	Soda, Bi-Carb . . 3 5	Vermillion, Prime
Black Aniline . . 1 00 2 25	Rosmarini 1 01 09		Piper Nigra po 22 18	Soda, Ash 3 1/2 4	American 13 15
Brown 80 100	Rosae os 5 00 6 00		Piper Alba po 35 30	Soda, Sulphas . . 3 1/2 4	Vermillion, Eng. 75 80
Red 45 50	Succini 40 45		Pix Burgum 2 3	Spts, Cologne . . 2 60	Green, Paris 24 30
Yellow 50 53	Sabina 90 1 00		Plumbi Acet 12 15	Spts, Ether Co. 50 55	Green, Pennsular 13 16
Baccas	Santal 2 25 4 50		Pulvis Ip'e et Opil 1 30 1 50	Spts, Myrcia Dom 2 00	Lead, red 7 1/2 7 3/4
Cubebae . . po. 22 18 20	Sassafras 75 30		Pyrethrum, bxs H & P D Co 75	Spts, Vini Rect bbl 2	Lead, white 7 1/2 7 3/4
Juniperus 7 8	Sinapis, ess, os. . 0 45		Pyrethrum, pv . . 20 25	Spts, Vini Rect 1/2 b 2	Whiting, white S'n 9 30
Xanthoxylum 30 35	Tigili 1 10 1 20		Quassia 40 10	Spts, Vini R't 10 gl 2	Whiting, Gliders. 9 35
Balsamum	Thyme 40 50		Quina, S P & W. 18 28	Spts, Vini R't 5 gal 2	White, Paris Am'r 1 25
Copaiba 45 50	Thyme, opt 1 01 0		Quina, S Ger. 18 28	Strychnia, Cryst'l 1 05 1 25	Whit's Paris Eng 1 40
Peru 1 50	Theobromas 15 30		Quina, N. Y. 18 28	Sulphur Subl . . 2 1/2 4	Universal Prep'd 1 10 1 20
Terabin, Canada 60 65	Potassium			Sulphur, Roll . . 2 1/2 3 1/2	Varnishes
Tolutan 35 40	Bi-Carb 15 18			Tamarinds 8 10	No. 1 Turp Coach 10 1 20
Cortex	Bichromate 12 15			Theobromae 45 50	Extra Turp 1 60 1 70
Abies, Canadian. 18	Bromide 25 30				
Cassia 18	Carb 12 14				
Cinchona Flava. 18	Chlorate . . po. 12 14				
Cinchona atro. 30	Cyanide 34 38				
Buonymus 20	Iodide 2 50 2 60				
Myrica Cerifera. 20	Potassa, Bitart pr 30 32				
Prunus Virgin. . 15	Potass Nitras opt 7 10				
Quillaja, gr'd . 12	Potass Nitras 6 8				
Sassafras . . po 15 24	Prussiate 23 26				
Ulmus 25	Sulphate po 15 18				
Extractum	Radix				
Glycyrrhiza Gla. 24 30	Aconitum 20 25				
Glycyrrhiza, po. 23 30	Althaea 30 35				
Haematox 11 12	Anchusa 10 12				
Haematox, 1s . . 13 14	Arum po 2 25				
Haematox, 1/2s . 14 15	Calamus 20 40				
Haematox, 1/4s . 16 17	Gentiana po 15 . 12 15				
Ferru	Glycyrrhiza pv 15 16				
Carbonate Precip. 15	Hydrastis, Canada 1 90				
Citrate and Quina 2 00	Hydrastis, Can. po 2 00				
Citrate Soluble . . 55	Hellebore, Alba. 12 15				
Ferrocyanidum S . 40	Inula, po 18 22				
Solut. Chloride . . 15	Ipecac, po 2 25 2 35				
Sulphate, com'l . . 2	Iris plox 35 40				
Sulphate, com'l, by bbl. per cwt. . 70	Jalapa, pr 25 30				
Sulphate, pure . . 7	Maranta, 1/4s . . 35				
Flora	Podophyllum po. 15 18				
Arnica 15 18	Rhel 75 100				
Anthemis 30 35	Rhel, cut 1 00 1 25				
Matricaria 30 35	Rhel, pv 75 100				
Folia	Spigella 1 45 1 50				
Barosma 30 38	Sanuginari, po 18 15				
Cassia Acutifol. 15 20	Serpentaria 50 55				
Cassia, Acutifol. 25 30	Senega 85 90				
Salvia officinalis. 18 20	Smilax, off's H. . 40				
Uva Ursi 8 10	Smilax, M 25				
Gummi	Scilla po 45 . . 20 25				
Acacia, 1st pkd. . 65	Symplocarpus . . 25				
Acacia, 2nd pkd. 35	Valeriana Eng . . 15 20				
Acacia, 3rd pkd. 25	Valeriana, Ger. . 12 14				
Acacia, sifted sts. 45 65	Zingiber a 22 25				
Acacia, po. 22 25	Zingiber j 22 25				
Aloe Barb 25	Semen				
Aloe, Cape 45	Anisum po 20 . . 16				
Aloe, Socotri . . 45	Apium (gravel's) 12 15				
Ammoniac 55 60	Bird, 1s 4 6				
Asafoetida 35 40	Carul po 15 . . 12 14				
Benzoinum 50 55	Cardamon 70 80				
Catechu, 1s 14	Coriandrum 12 14				
Catechu, 1/2s . . 16	Cannabis Sativa 7 8				
Catechu, 1/4s . . 14	Cydonium 75 80				
Comphorae 1 12 1 21	Chenopodium . . 25 30				
Euphorbium 40	Dipterix Odorate. 80 90				
Galbanum 1 00	Foeniculum 18				
Gamboge . . po. 1 35 1 45	Foenugreek, po. 7 9				
Gualacum . . po 35 45	Lini, gr'd. bbl. 2 1/2 3 6				
Kino . . po 45c . . 45	Lini, gr'd. bbl. 2 1/2 3 6				
Mastic 60	Lobelia 75 80				
Myrrh . . po 50 . . 45	Pharlaris Canan 9 10				
Oil 3 30 3 35	Rapa 5 6				
Shellac 60 70	Sinapis Alba . . 7 9				
Shellac, bleached 60 65	Sinapis Nigra . . 9 10				
Tragacanth 70 1 00	Spiritus				
Herba	Frumentum W D. 2 00 2 50				
Absinthium 4 50 4 60	Frumentum 1 25 1 50				
Eupatorium oz pk 20	Juniperis Co O T 1 65 2 00				
Lobelia . . oz pk 25	Juniperis Co 1 75 2 00				
Majorum . . oz pk 28	Saccharum N E 1 90 2 10				
Mentha Pip. oz pk 23	Spt Vini Galli . . 1 75 2 00				
Mentha Ver. oz pk 25	Vini Oporto . . 1 25 2 00				
Rue . . oz pk . . 22	Vina Alba . . 1 25 2 00				
Tanacetum . . V. . 25	Sponges				
Thymus V. . oz pk 25	Florida Sheeps' wool carriage 3 00 3 50				
Magnesia	Nassau sheeps' wool carriage 3 50 4 75				
Calcined, Pat . . 55 60	Velvet extra sheeps' wool, carriage. 2 00				
Carbonate, Pat. . 18 20	Extra yellow sheeps' wool carriage 1 25				
Carbonate, K-M. 18 20	Grass sheeps' wool, carriage 1 25				
Carbonate 18 20	Hard, slate use. . 1 00				
Oleum	Yellow Reef, for slate use 1 40				
Absinthium 4 90 5 00	Syrups				
Amygdalae, Dule. 50 60	Acacia 50				
Amygdalae, Ama. 8 00 8 25	Aurant Cortex . . 50				
Anisi 1 75 1 80	Zingiber 50				
Aurant Cortex 2 75 2 85	Ipecac 50				
Bergamini 2 75 2 85	Ferri Iod 50				
Calicuti 85 90	Rhel Arom 50				
Carvophilli . . 1 30 1 40	Smilax Off's . . 50 60				
Cedar 50 60	Senega 50				
Chenopadii . . 3 75 4 00	Sassa 50				
Cinnamon 1 15 1 25	Sassa 50				
Citronella 60 65	Sassa 50				
Citron Mas . . 50 55	Sassa 50				

We wish at this time to inform our friends and customers that we shall exhibit by far the largest and most complete line of new and up-to-date Holiday Goods and Books that we have ever shown. Our samples will be on display early in the season at various points in the State to suit the convenience of our customers, and we will notify you later, from time to time, where and when they will be displayed.

Hazeltine & Perkins
Drug Co.
Grand Rapids, Mich.

GROCERY PRICE CURRENT

These quotations are carefully corrected weekly, within six hours of mailing, and are intended to be correct at time of going to press. Prices, however, are liable to change at any time, and country merchants will have their orders filled at market prices at date of purchase.

ADVANCED

DECLINED

Index to Markets

By Columns

Col	1	2
A	Ammonia	Ammonia
B	Baked Beans	Baked Beans
C	Candies	Candies
D	Dried Fruits	Dried Fruits
E	Farinaceous Goods	Farinaceous Goods
F	Fish and Oysters	Fish and Oysters
G	Gelatine	Gelatine
H	Herbs	Herbs
I	Jelly	Jelly
J	Licorice	Licorice
K	Meat Extracts	Meat Extracts
L	Mince Meat	Mince Meat
M	Molasses	Molasses
N	Nuts	Nuts
O	Olives	Olives
P	Pipes	Pipes
Q	Pickles	Pickles
R	Provisions	Provisions
S	Rice	Rice
T	Salad Dressing	Salad Dressing
U	Saleratus	Saleratus
V	Sal Soda	Sal Soda
W	Salt	Salt
X	Salt Fish	Salt Fish
Y	Seeds	Seeds
Z	Shoe Blacking	Shoe Blacking
AA	Snuff	Snuff
AB	Soap	Soap
AC	Soda	Soda
AD	Soups	Soups
AE	Spices	Spices
AF	Starch	Starch
AG	Sugar	Sugar
AH	Syrups	Syrups
AI	Tea	Tea
AJ	Tobacco	Tobacco
AK	Twine	Twine
AL	Vinegar	Vinegar
AM	Washing Powder	Washing Powder
AN	Wickling	Wickling
AO	Woodenware	Woodenware
AP	Wrapping Paper	Wrapping Paper
AQ	Yeast Cake	Yeast Cake

1	2
ARCTIC AMMONIA	Plums
12 oz. ovals 2 doz. box...75	Plums
AXLE GREASE	Peas
Frazer's	Marrowfat
1lb. wood boxes, 4 dz. 3 00	Early June
1lb. tin boxes, 3 doz. 2 35	Early June Sifted 1 25@1 65
3 1/2 lb. tin boxes, 2 dz. 4 25	Peaches
10lb. pails, per doz. 6 00	Yellow
15lb. pails, per doz. 7 20	Pineapple
25lb. pails, per doz. 12 00	Grated
BAKED BEANS	Sliced
Columbia Brand	Fair
1lb. can, per doz. 90	Good
2lb. can, per doz. 1 40	Fancy
3lb. can, per doz. 1 80	Gallon
BATH BRICK	Raspberries
American	Standard
English	Russian Caviar
BLUING	1/4 lb. cans
Arctic Bluing	1/2 lb. cans
6 oz. ovals 3 doz. box...40	1lb. cans
16 oz. round 2 doz. box...75	Salmon
BROOMS	Col'a River, tails 1 80@1 85
No. 1 Carpet	Col'a River, flats 1 90@1 95
No. 2 Carpet	Red Alaska
No. 3 Carpet	Pink Alaska
No. 4 Carpet	Sardines
Parlor Gem	Domestic, 1/4 s. 3 @ 3 1/2
Common Whisk	Domestic, 1/2 s. 5 @ 5
Fancy Whisk	Domestic, Must'd 5 1/2 @ 9
Warehouse	California, 1/4 s. 11 @ 14
BRUSHES	California, 1/2 s. 17 @ 24
Scrub	French, 1/4 s. 7 @ 14
Solid Back 8 in.	French, 1/2 s. 18 @ 28
Solid Back, 11 in.	Shrimps
Pointed Ends	Standard
Stove	Fair
No. 3	Good
No. 2	Fancy
No. 1	Strawberries
Shoe	Standard
No. 8	Fancy
No. 7	Tomatoes
No. 4	Fair
No. 3	Good
BUTTER COLOR	Fancy
W. R. & Co.'s, 15c size 1 25	Gallons
W. R. & Co.'s, 25c size 2 00	CARBON OILS
CANDLES	Barrels
Electric Light, 8s. 9 1/2	Perfection
Electric Light, 16s. 10	Water White
Paraffine, 6s. 9	D. S. Gasoline
Paraffine, 12s. 9 1/2	76 Gasoline
Wicking	87 Gasoline
CANNED GOODS	Deodor'd Napa
Apples	Cylinder
2lb. Standards	Engine
Gallon	Black, winter
Blackberries	CEREALS
2lb. Standards	Breakfast Foods
Standards gallons	Bordeau Flakes, 36 lb. 2 50
Beans	Cream of Wheat, 36 lb. 4 50
Baked	Egg-O-See, 36 pkgs. 2 85
Red Kidney	Excello Flakes, 36 lb. 2 60
String	Excello, large pkgs. 4 50
Wax	Force, 36 2 lb. 4 50
Blueberries	Grape Nuts, 2 doz. 2 70
Standard	Malta Ceres, 24 lb. 2 40
Gallon	Malta Vita, 36 lb. 2 85
Brook Trout	Mapl-Flake, 36 lb. 4 05
2lb. cans, spiced	Pillsbury's Vitos, 3 dz. 4 25
Clams	Ralston, 36 2lb. 4 50
Little Neck, 1lb. 1 00@1 25	Sunlight Flakes, 36 lb. 2 85
Little Neck, 2lb. @1 50	Sunlight Flakes, 20 lbs 4 00
Clam Bouillon	Vigor, 36 pkgs. 2 75
Burnham's 1/2 pt. 1 90	Zest, 20 2lb. 4 10
Burnham's 1/4 pt. 3 60	Zest, 36 small pkgs. 4 50
Burnham's 1/8 pt. 7 20	Crescent Flakes
Cherries	One case 2 50
Red Standards 1 30@1 50	Five cases 2 40
White	Special deal until July 1.
Corn	One case free with ten cases.
Fair	One-half case free with 5 1/2 cases.
Good	One-fourth case free with 2 1/2 cases.
Fancy	Freight allowed.
French Peas	Rolled Oats
Sur Extra Fine	Rolled Avena, bbl. 4 90
Extra Fine	Steel Cut, 100 lb. sacks 2 50
Fine	Monarch, bbl. 4 65
Moyen	Monarch, 90 lb. sacks 2 30
Gooseberries	Quaker, cases 3 10
Standard	Cracked Wheat
Hominy	Bulk
Lobster	24 2 lb. packages
Star, 1/4 lb. 2 15	CATSUPS
Star, 1lb. 3 90	Columbia, 1lb. 4 50
Picnic Tails	Columbia, 25 1/2 pts. 2 60
Mackerel	Snider's quarts 2 85
Mustard, 1lb. 1 80	Snider's pints 2 25
Mustard, 1/2 lb. 2 80	Snider's 1/2 pints 1 30
Soused, 2lb. 2 80	CHEESE
Soused, 1lb. 1 80	Acme
Tomato, 1lb. 2 80	Carson City
Tomato, 2lb. 2 80	Emblem
Mushrooms	Gem
Hotels	Gem
Buttons	Ideal
Oysters	Jersey
Cove, 1lb. @ 90	
Cove, 2lb. @1 65	
Cove, 1lb. Oval @1 00	

3

Peerless	@ 12 1/2
Riverside	@ 11 1/2
Springdale	@ 11
Warner's	@ 12 1/2
Brick	@ 13
Leiden	@ 15
Limburger	@ 13
Pineapple	@ 40
Sap Sago	@ 19
Swiss, domestic	@ 15
Swiss, imported	@ 20
CHEWING GUM	
American Flag Spruce	50
Beeman's Pepsin	55
Edam	50
Best Pepsin	45
Best Pepsin, 5 boxes	2 00
Black Jack	50
Largest Gum Made	55
Sen Sen	50
Sen Sen Breath Perf.	95
Sen Sen	50
Sugar Loaf	50
Yucatan	50
CHICORY	
Bulk	5
Red	7
Eagle	4
Franch'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, 1/4 s	35
Colonial, 1/2 s	33
Epps	42
Huyler	45
Van Houten, 1/4 s	12
Van Houten, 1/2 s	20
Van Houten, 1 s	40
Webb	28
Wilbur, 1/4 s	41
Wilbur, 1/2 s	42
COCOA SHELLS	
20lb. bags	2 1/2
Less quantity	3
Pound packages	4
COFFEE	
Rio	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	20
Santos	
Common	13 1/2
Fair	14 1/2
Choice	16 1/2
Fancy	19
Peaberry	
Maracaibo	
Fair	16
Choice	19
Mexican	
Choice	16 1/2
Fancy	19
Guatemala	
Choice	15
Java	
African	12
Fancy African	17
O. G.	25
P. G.	31
Mocha	
Arabian	21
Package	
New York Basis	
Arbuckle	16 00
Dilworth	15 50
Jersey	15 00
Lion	14 50
McLaughlin's XXXX	
McLaughlin's XXXX sold to retailers only. Mail all orders direct to W. F. McLaughlin & Co., Chicago.	
Extract	
Holland, 1/2 gro boxes	95
Felix, 1/2 gro. 1 15	
Hummel's foil, 1/2 gro. 85	
Hummel's tin, 1/2 gro. 1 43	
CRACKERS	
National Biscuit Company	
Brand	
Butter	
Seymour, Round	6
New York, Square	6
Family	6
Salted, Hexagon	6
Soda	
N. B. C. Soda	6
Select Soda	8
Saratoga Flakes	13
Zephyrettes	13
Oyster	
N. B. C. Round	6
N. B. C. Square, Salted	6
Faust, Shell	7 1/2
Sweet Goods	
Animals	10
Atlantic, Assorted	10
Bagley Gems	8
Best Isle Picnic	11
Brittle	11
Cartwheels, S & M	8
Curran Fruit	10
Cracknels	16
Coffee Cake, N. B. C.	10
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	12 1/2
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	11
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	11 1/2
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.	8 1/2
Pretzellettes, Hand Md.	8 1/2
Pretzellettes, Mac Md.	7 1/2
Raisin Cookies	14
Revere, Assorted	14
Richwood	8
Rube	8
Scotch Cookies	10
Snow Creams	16
Snowdrop	16
Spiced Gingers	8
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	
Almond Bon Bon	15 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 Flakes	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 Biscuit	1 50
Uneda Biscuit	50
Uneda Jinjer Wayfer	1 00
Uneda Milk Biscuit	50
Vanilla Wafers	1 00
Water Thin	1 00
Zu Zu Ginger Snaps	50
Zwieback	1 00
CREAM TARTAR	
Barrels or drums	29
Boxes	30
Square cans	32
Fancy caddies	35
DRIED FRUITS	
Apples	
Sundried	7 1/2 @ 8
Evaporated	@ 11
California Prunes	
100-125 25lb. boxes	@ 6 1/2
90-100 25lb. boxes	@ 6 1/2
80-90 25lb. boxes	@ 7
70-80 25lb. boxes	@ 7 1/2
60-70 25lb. boxes	@ 7 1/2
50-60 25lb. boxes	@ 8 1/2
40-50 25lb. boxes	@ 8 1/2
30-40 25lb. boxes	@ 8 1/2
1/4c less in 50lb. cases.	
Citron	@ 22
Coriscan	@ 22
Currents	@ 7 1/2
Imported bulk	@ 7 1/2
Peel	
Lemon American	14
Orange American	13

5

Raisins	
London Layers, 3 cr	
London Layers, 4 cr	
Cluster, 5 crown	
Loose Muscatels, 2 cr	
Loose Muscatels, 3 cr	@ 7 1/2
Loose Muscatels, 4 cr	@ 7 1/2
L. M. Seeded, 1 lb. 8	@ 8 1/2
L. M. Seeded, 1/2 lb.	
Sultanas, bulk	
Sultanas, package 7 1/2 @ 8	
FARINACEOUS GOODS	
Beans	
Dried Lima	6
Med. Hd Pk'd	1 75 @ 1 85
Brown Holland	2 25
Farina	
24 1lb. packages	1 75
Bulk, per 100 lbs.	8 00
Hominy	
Flake, 50lb. sack	1 00
Pearl, 200lb. sack	3 70
Pearl, 100lb. sack	1 85
Maccaroni and Vermicelli	
Domestic, 10lb. box	60
Imported, 25lb. box	2 50
Pearl Barley	
Common	2 15
Chester	2 25
Empire	3 25
Peas	
Green, Wisconsin, bu.	1 25
Green, Scotch, bu.	1 30
Split, lb.	4
Sago	
East India	6 1/2
German, sacks	6 1/2
German, broken pkg.	
Tapoca	
Flake, 110 lb. sacks	7
Pearl, 130 lb. sacks	7
Pearl, 24 lb. pkgs.	7 1/2
FLAVORING EXTRACTS	
Foot & Jenks	
Coleman's Van. Lem.	
2 oz. Panel	1 20 75
3 oz. Taper	2 00 1 50
No. 4 Rich, Blake	2 00 1 50
Jennings	
Terpeneless Ext. Lemon	
No. 2 Panel D. C.	Doz.
No. 4 Panel D. C.	1 20
No. 6 Panel D. C.	1 50
No. 8 Panel D. C.	2 00
Taper Panel D. C.	1 50
1 oz. Full Meas. D. C.	85
2 oz. Full Meas. D. C.	1 60
4 oz. Full Meas. D. C.	3 00
No. 2 Assorted Flavors	75
GRAIN BAGS	
Amoskeag, 100 in bale	19
Amoskeag, less than 19	19 1/2
GRAINS AND FLOUR	
Wheat	
No. 1 White	73
No. 2 Red	75
Winter Wheat Flour	
Local Brands	
Patents	4 50
Second Patents	4 30
Straight	4 10
Second Straight	3 30
Clear	3 30
Graham	3 30

6	7	8	9	10	11
Meal Bolted 2 90 Golden Granulated 3 00 St. Car Feed screened 2 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 Midling 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 57½ No. 1 timothy car lots 12 00 No. 1 timothy ton lots 13 00 HERBS Sage 15 Hops 15 Laurel Leaves 15 Senna Leaves 25 JELLY 5 lb. pails, per doz. 1 85 15 lb. pails, per pail. 40 30 lb. pails, per pail. 70 LICORICE Pure 30 Calabria 23 Sicily 14 Root 11 MEAT EXTRACTS Armour's, 2 oz. 4 45 Armour's, 4 oz. 8 20 Liebig's Chicago, 2 oz. 2 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 Fancy Open Kettle 40 Choice 35 Fair 26 Good 22 Half barrels 2c extra. MINCE MEAT Columbia, per case 2 75 MUSTARD Horse Radish, 1 dz. 1 75 Horse Radish, 2 dz. 3 50 OLIVES Bulk, 1 gal. kegs 1 65 Bulk, 2 gal. kegs 1 60 Bulk, 5 gal. kegs 1 55 Manzanilla, 8 oz. 90 Queen, pints 2 50 Queen, 19 oz. 4 50 Queen, 28 oz. 7 00 Stuffed, 5 oz. 90 Stuffed, 8 oz. 1 45 Stuffed, 10 oz. 2 40 PIPES Clay, No. 216 1 70 Clay, T. D., full count 65 Cob, No. 3 85 PICKLES Medium Barrels, 1,200 count 4 75 Half bbls., 600 count 2 88 Small Barrels, 2,400 count 7 00 Half bbls., 1,200 count 4 00 PLAYING CARDS No. 90 Steamboat 85 No. 15, Rival, assorted 1 20 No. 20, Rover, enameled 1 60 No. 572, Special 1 75 No. 98 Golf satin finish 2 00 No. 808 Bicycle 2 00 No. 632 Tourn't whist. 2 25 POTASH 48 cans in case 4 00 Penna Salt Co.'s 3 00 PROVISIONS Barreled Pork Mess 16 75 Fat Black 16 50 Short Cut 16 50 Short Cut Clear 16 75 Bean 14 50 Pig 20 00 Brisket, clear 18 00 Clear Family 15 00 Dry Salt Meats S P Bellies 11½ Bellies 11½ Extra Shorts 9 Smoked Meats Hams, 12 lb. average. 13½ Hams, 14 lb. average. 13½ Hams, 16 lb. average. 13½ Hams, 18 lb. average. 13½ Skinned Hams 14½ Ham, dried beef sets. 13 Bacon, clear 13½ California Hams 9½ Picnic Boiled Ham 14½ Boiled Ham 20 Berlin Ham, pressed 8½ Mince Ham 9 Lard Compound 7½ Pure 10 80 lb. tubs, advance ½ 60 lb. tubs, advance ½ 50 lb. tins, advance ½ 20 lb. pails, advance ¼ 10 lb. pails, advance ¼ 5 lb. pails, advance 1 3 lb. pails, advance 1 Sausages Bologna 6½ Liver 5 Frankfort 7 Pork 7 Veal 7 Tongue 7 Headcheese 7	Beef Extra Mess 10 00 Boneless 11 00 Rump, new 10 50 Pig's Feet ¼ bbls. 1 10 ¼ bbls., 40 lbs. 1 85 ¼ bbls. 3 75 1 bbl. 7 75 Tripe Kits, 15 lbs. 70 ¼ bbls., 40 lbs. 1 50 ¼ bbls., 80 lbs. 3 00 Casings Hogs, per lb. 28 Beef, rounds, set 16 Beef middles, set 40 Sheep, per bundle 75 Uncolored Butterline Solid dairy 10 Rolls, dairy 10½@11½ Canned Meats Corned beef, 2 2 50 Corned beef, 14 17 50 Roast beef 2 00@2 50 Potted ham, ¼s 35 Potted ham, ½s 45 Deviled ham, ¼s 45 Deviled ham, ½s 45 Potted tongue, ¼s 45 Potted tongue ½s 85 RICE Screenings 4 Fair Japan 5 Choice Japan 5½ Imported Japan 6 Fair La. hd. 6½ Choice La. hd. 6½ Fancy La. hd. 6½ Carolina, ex. fancy 6 7½ SALAD DRESSING Columbia, ½ 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 ¼s 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 10½ 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 6½ Small whole 6 Strips or bricks 7½@10 Pellock 3½ Halibut Strips 13 Chunks 13½ Herring Holland White Hoop, bbls. 11 50 White Hoop, ½ 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 5½ Caraway 9 Cardamom, Malabar 1 00 Celery 15 Hemp, Russian 4½ Mixed Bird 4 Mustard, white 9 Poppy 4½ Rape 25 Cattle Bone 25 SHOE BLACKING Handy Box, large, 3 dz. 2 50 Handy Box, small, 1 25 Bixby's Royal Polish. 85 Miller's Crown Polish. 85	SNUFF Scotch, in bladders 37 Maccaboy, in jars 35 French Rappie in jars. 43 SOAP J. S. Kirk & Co. 4 00 American Family 4 00 Dusky Diamond, 50 8 oz 2 80 Dusky D'nd, 100 6 oz. 3 80 Jap Rose, 50 bars 3 75 Savon Imperial 3 10 White Russian 3 00 Dome, oval bars 3 00 Satinet, oval 2 15 Snowberry, 100 cakes. 4 00 Proctor & Gamble Co. Lenox 3 00 Ivory, 6 oz. 4 00 Ivory, 10 oz. 6 75 Star 3 25 LAUTZ BROS. & CO. Acme, 70 bars 3 60 Acme, 30 bars 3 85 Acme, 25 bars 3 85 Acme, 100 cakes 3 15 Big Master, 100 bars 4 00 Marseilles, 100 cakes. 5 80 Marseilles, 100 cakes 5c 4 00 Marseilles, 100 ck toilet 4 00 A. B. Wisley Good Cheer 4 00 Old Country 3 40 Soap Powders Lautz Bros. & Co. Snow Boy 4 00 Gold Dust, 24 large. 4 50 Gold Dust, 100-5c. 4 00 Kirkoline, 24 4lb. 3 80 Pearline 3 75 Soapine 3 75 Babbitt's 1776 4 10 Roussine 3 50 Armour's 3 70 Wisdom 3 80 Soap Compounds Johnson's Fine 5 10 Johnson's XXX 4 25 Nine O'clock 3 35 Rub-No-More 3 75 Scouring Enoch Morgan's Sons. Sapolio, gross lots 9 00 Sapolio, half gro lots 4 50 Sapolio, single boxes. 2 25 Sapolio, hand 2 25 Sapolio Manufacturing Co. Scourine, 50 cakes 1 80 Scourine, 100 cakes. 3 50 SODA Boxes 5½ Kegs, English 4½ SOUPS Columbia 3 00 Red Letter 90 SPICES Whole Spices Allspice 12 Cassia, China in mats. 12 Cassia, Canton 16 Cassia, Batavia, bund. 28 Cassia, Saigon, broken. 40 Cassia, Saigon, in rolls. 55 Cloves, Amboyna 25 Cloves, Zanzibar 55 Mace 55 Nutmegs, 75-80 45 Nutmegs, 105-110 35 Nutmegs, 115-20 30 Pepper, Singapore, blk. 25 Pepper, Singp. white. 15 Pepper, shot 17 Pure Ground in Bulk Allspice 16 Cassia, Batavia 28 Cassia, Saigon 48 Cloves, Zanzibar 18 Ginger, African 15 Ginger, Cochon 18 Ginger, Jamaica 25 Mace 65 Mustard 18 Pepper, Singapore, blk. 17 Pepper, Singp. white. 28 Pepper, Cayenne 20 Sage 20 STARCH Common Gloss 1lb. packages 4½ 3lb. packages 4½ 6lb. packages 4½ 40 and 50lb. boxes 3 3½ Barrels 2 3 Common Corn 20lb. packages 5 40lb. packages 4½ SYRUPS Corn Barrels 25 Half Barrels 27 20lb. cans ¼ dz. in case 1 80 10lb. cans ½ dz. in case 1 75 5lb. cans 2 dz. in case 1 85 2½lb. cans 2 dz. in case 1 90 Pure Cane Fair 16 Good 20 Choice 25 TEA Japan Sundried, medium 24 Sundried, choice 32 Sundried, fancy 36 Regular, medium 24 Regular, choice 32 Regular, fancy 36 Basket-fired, medium 31 Basket-fired, choice 38 Basket-fired, fancy 22 Nibs 22 Siftings 9@11 Fannings 15@14	Gunpowder Moyune, medium 30 Moyune, choice 32 Moyune, fancy 40 Pingsuey, medium 30 Pingsuey, choice 30 Pingsuey, fancy 40 Young Hyson Choice 30 Fancy 36 Oolong Formosa, fancy 42 Amoy, medium 25 Amoy, choice 32 English Breakfast Medium 20 Choice 30 Fancy 40 India Ceylon, choice 32 Fancy 42 TOBACCO Fine Cut Cadillac 54 Sweet Loma 34 Hiawatha, 5lb. pails. 55 Telegram 30 Pay Car 33 Prairie Rose 49 Protection 40 Sweet Burley 44 Tiger 40 Plug Red Cross 31 Palo 35 Hiawatha 41 Kyo 35 Battle Ax 37 American Eagle 37 Standard Navy 37 Spear Head, 7 oz. 47 Nobby Twist, 14½ oz. 44 Jolly Tar 39 Old Honesty 43 Toddy 34 Piper Heidsick 36 Boot Jack 80 Honey Dip Twist 40 Black Standard 40 Cadillac 40 Forge 34 Nickel Twist 52 Mill 32 Great Navy 36 Smoking Sweet Core 34 Flat Car 32 Warpath 26 Bamboo, 16 oz. 25 I X L, 5lb. 27 I X L, 16 oz. pails. 31 Honey Dew 40 Gold Block 40 Flagman 40 Chips 33 Kiln Dried 21 Duke's Mixture 40 Duke's Cameo 43 Myrtle Navy 44 Yum Yum, 1½ oz. 39 Yum Yum, 1lb. pails. 40 Cream 38 Corn Cake, 2½ oz. 25 Corn Cake, 1lb. 22 Plover Boy, 1½ oz. 39 Plover Boy, 3½ oz. 39 Peerless, 3½ oz. 35 Peerless, 1½ oz. 38 Air Brake 30 Cant Hook 30 Country Club 32-34 Forex-XXXX 25 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 10 Malt White, Wine, 40 gr 10 Pure Cider, B & B 14 Pure Cider, Red Star. 12 Pure Cider, Robinson. 13½ Pure Cider, Silver 13½ WICKING No. 0 per gross 30 No. 1 per gross 40 No. 2 per gross 50 No. 3 per gross 75 WOODENWARE Baskets Bushels 1 10 Bushels, wide band 1 60 Market 40 Splint, large 3 50 Splint, medium 3 25 Splint, small 3 00 Willow, Clothes, large 7 00 Willow, Clothes, med m 6 00 Willow, Clothes, small 5 50 Bradley Butter Boxes 2lb. size, 24 in case. 72 3lb. size, 16 in case. 68 5lb. size, 12 in case. 63 10lb. size, 6 in case. 60 Butter Plates No. 1 Oval, 250 in crate 40 No. 2 Oval, 250 in crate 45 No. 3 Oval, 250 in crate 50 No. 5 Oval, 250 in crate 60 Churns Barrel, 5 gal., each. 2 40 Barrel, 10 gal., each. 2 55 Barrel, 15 gal., each. 3 70	Clothes Pins Round head, 5 gross bx 55 Round head, cartons. 75 Egg Crates Humpty Dumpty 2 40 No. 1, complete 32 No. 2, complete 18 Faucets Cork lined, 8 in. 65 Cork lined, 9 in. 75 Cork lined, 10 in. 85 Cedar, 8 in. 55 Mop Sticks Trojan spring 90 Eclipse patent spring. 85 No. 1 common 75 No. 2 pat. brush holder 85 12lb. cotton mop heads 1 40 Ideal No. 7 90 Pails 2-hoop Standard 1 60 3-hoop Standard 1 75 2-wire, Cable 1 70 3-wire, Cable 1 90 Cedar, all red, brass. 1 25 Paper, Eureka 2 25 Fibre 2 70 Toothpicks Hardwood 2 50 Softwood 2 75 Banquet 1 50 Ideal 1 50 Traps Mouse, wood, 2 holes. 22 Mouse, wood, 4 holes. 45 Mouse, wood, 6 holes. 70 Mouse, tin, 5 holes. 65 Rat, wood 80 Rat, spring 75 Tubs 20-in. Standard, No. 1 7 00 18-in. Standard, No. 2 6 00 16-in. Standard, No. 3 5 00 20-in. Cable, No. 1 7 50 18-in. Cable, No. 2 6 50 16-in. Cable, No. 3 5 50 No. 1 Fibre 10 80 No. 2 Fibre 9 45 No. 3 Fibre 8 55 Wash Boards Bronze Globe 2 50 Dewey 1 75 Double Acme 2 75 Single Acme 2 25 Double Peerless 3 50 Single Peerless 2 75 Northern Queen 2 75 Double Duplex 3 00 Good Luck 2 75 Universal 2 65 Window Cleaners 12 in. 1 65 14 in. 1 85 16 in. 2 30 Wood Bowls 11 in. Butter 75 13 in. Butter 1 15 15 in. Butter 2 00 17 in. Butter 3 25 19 in. Butter 4 75 Assorted, 13-15-17 2 25 Assorted, 15-17-19 3 25 WRAPPING PAPER Common Straw 1½ Fibre Manila, white. 2 32 Fibre Manila, colored. 4 No. 1 Manila 4 Cream Manila 3 Butcher's Manila 2½ Wax Butter, short c't. 13 Wax Butter, full count 20 Wax Butter, rolls 15 YEAST CAKE Magic, 3 doz. 1 15 Sunlight, 3 doz. 1 00 Sunlight, 1½ doz. 50 Yeast Foam, 3 doz. 1 15 Yeast Cream, 3 doz. 1 00 Yeast Foam, 1½ doz. 58 FRESH FISH Per lb. Jumbo Whitefish 15 No. 1 Whitefish 12½ Trout 12½ Halibut 10 Ciscos or Herring 6 7 Bluefish 10½@11 Live Lobster 25 Boiled Lobster 30 Cod 12 Haddock 10 Pickrel 8 Pike 8 Perch, dressed 12½ Smoked, White 15 Red Snapper 15 Col. River Salmon 15 Mackerel 14 HIDES AND PELTS Hides Green No. 1 12½ Green No. 2 11½ Cured No. 1 13½ Cured No. 2 12½ Calfskins, green No. 1 12 Calfskins, green No. 2 10½ Calfskins, cured No. 1 14 Calfskins, cured No. 2 12½ Steer Hides, 60lb. over 12½ Pelts Old Wool 20 Lambs 40@60 Shearings 15@30 Tallow No. 1 4½ No. 2 3½ Wool Unwashed, med. 26@28 Unwashed, fine 21@23	CONFECTIONS Stick Candy Pails Standard 7½ Standard H H 7½ Standard Twist 8 Cases Jumbo, 32 lb. 7½ Extra H. H. 9 Boston Cream 10 Oide Time Sugar stick 80 lb. case 13 Mixed Candy Grocers 6 Competition 7 Special 7½ Conserve 7½ Royal 8½ Ribbon 10 Broken 8 Cut Loaf 9 Leader 8½ Kindergarten 9 Bon Ton Cream 8½ French Cream 9 Star 11 Hand Made Cream 15 Premio Cream mixed 13 O F Horehound Drop 10 Fancy-In Pails Gypsy Hearts 14 Coco Bon Bons 12 Fudge Squares 12 Peanut Squares 9 Sugared Peanuts 11 Salted Peanuts 11 Starlight Kisses 11 San Blas Goodies 12 Lozenges, plain 9 Lozenges, printed 10 Champion Chocolate 11 Eclipse Chocolates 13 Eureka Chocolates 13 Quintette Chocolates 12 Champion Gum Drops 8½ Moss Drops 10 Lemon Sours 10 Imperial 11 Ital. Cream Opera 12 Ital. Cream Bon Bons 11 Molasses Chews 12 Molasses Kisses 12 Golden Waffles 12 Old Fashioned Molass- es Kisses, 10lb. box 1 20 Orange Jellies 50 Fancy-In 5lb. Boxes Lemon Sours 55 Peppermint Drops 60 Chocolate Drops 60 H. M. Choc. Drops. 85 H. M. Choc. Lt. and Dark No. 12 1 00 Bitter Sweets, ass'd 1 20 Brilliant Gums, Crys. 50 A. A. Licorice Drops. 90 Lozenges, plain 55 Lozenges, printed 55 Imperial 60 Mottos 60 Cream Bar 55 G. M. Peanut Br. 55 Hand Made Crms. 80@90 Cream Buttons 65 String Rock 60 Wintergreen Berries. 60 Old Time Assorted 2 75 Buster Brown Goodies 3 50 Up-to-date Assmt. 3 75 Ten Strike No. 1 6 54 Ten Strike No. 2 6 04 Ten Strike, Summer as- sortment 6 75 Scientific Ass't. 13 00 Pop Corn Dandy Smack, 24s 65 Dandy Smack, 100s. 2 75 Pop Corn Fritters, 100s 50 Pop Corn Toast, 100s 50 Cracker Jack 3 25 Checkers, 5c pkg. case 3 50 Pop Corn Balls, 200s. 1 20 Cicero Corn Cakes 5 per box 60 Azulikit 100s 3 00 Cough Drops Putnam Menthol 1 00 Smith Bros. 1 25 NUTS—Whole Almonds, Tarragona 15 Almonds, Avica 15 Almonds, California sft. shell 15@16 Brazil 12@13 Filberts 12 Cal. No. 1 17 Walnuts, soft shelled 16 Walnuts, marbot 16 Table nuts, fancy 12 Pecans, Med. 12 Pecans, ex. large. 13 Pecans, Jumbos 14 Hickory Nuts per bu. Ohio new 5 Cocoanuts 5 Chestnuts, New York State, per bu. Shelled Spanish Peanuts .6% 7½ Pecan Halves 50 Walnut Halves 35 Filbert Meats 25 Alicante Almonds. @33 Jordan Almonds 47 Peanuts Fancy, H. P. Suns 5½ Fancy, H. P. Suns. Roasted 6½@7 Choice, H. P. Jumbo 6½ Choice, H. P. Jumbo Roasted 7½

Special Price Current

AXLE GREASE



Mica, tin boxes...75 9 00
Paragon55 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



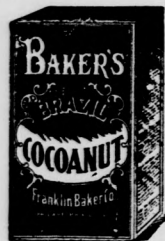
G J Johnson Cigar Co.'s bd.
Less than 50033
500 or more32
1,000 or more31

Worden Grocer Co. brand
Ben Hur

Perfection35
Perfection Extras35
Londres35
Londres Grand35
Standard35
Puritanos35
Panatellas, Finas35
Panatellas, Bock35
Jockey Club35

COCOANUT

Baker's Brazil Shredded



70 1/4 lb. pkg. per case 2 60
35 1/2 lb. pkg. per case 2 60
38 1/4 lb. pkg. per case 2 60
16 1/2 lb. pkg. per case 2 60

FRESH MEATS

Beef

Carcass6 @ 8
Hindquarters7 1/2 @ 10
Loins8 @ 14
Ribs8 @ 12
Rounds7 @ 8
Chucks5 @ 5 1/2
Plates7 @ 4
Livers7 @ 3

Pork

Loins@ 13
Dressed@ 8
Boston Butts@ 10 1/2
Shoulders@ 10
Leaf Lard@ 9 1/2

Mutton
Carcass@ 9
Lambs@ 13
Spring Lambs13 @ 14

Veal
Carcass5 1/2 @ 8

CLOTHES LINES

Sisal
60ft. 3 thread, extra...1 00
72ft. 3 thread, extra...1 40
90ft. 3 thread, extra...1 70
60ft. 6 thread, extra...1 29
72ft. 6 thread, extra...

Jute
60ft.75
72ft.90
90ft.1 05
120ft.1 50

Cotton Victor
50ft.1 10
60ft.1 35
70ft.1 60

Cotton Windsor
50ft.1 30
60ft.1 44
70ft.1 80
80ft.2 00

Cotton Braided
40ft.95
50ft.1 35
60ft.1 65

Galvanized Wire
No. 20, each 100ft. long 1 90
No. 19, each 100ft. long 2 10

COFFEE

Roasted

Dwinell-Wright Co.'s. B'ds.



White House, 1 lb.
White House, 2 lb.
Excelsior, M & J, 1 lb.
Excelsior, M & J, 2 lb.
Tip Top, M & J, 1 lb.
Royal Java
Royal Java and Mocha ...
Java and Mocha Blend ...
Boston Combination
Distributed by Judson
Grocer Co., Grand Rapids;
Lee & Cady, Detroit; Sym-
ons Bros. & Co., Saginaw;
Brown, Davis & Warner,
Jackson; Godsmark, Du-
rand & Co., Battle Creek;
Fielbach Co., Toledo.

Peerless Evap'd Cream 4 00

FISHING TACKLE

1/2 to 1 in.6
1 1/4 to 2 in.7
1 1/2 to 2 in.9
1 3/4 to 2 in.11
2 in.15
3 in.20

Cotton Lines

No. 1, 10 feet5
No. 2, 15 feet7
No. 3, 15 feet9
No. 4, 15 feet10
No. 5, 15 feet11
No. 6, 15 feet12
No. 7, 15 feet15
No. 8, 15 feet18
No. 9, 15 feet20

Linen Lines

Small20
Medium26
Large34

Poles

Bamboo, 14 ft., per doz. 55
Bamboo, 16 ft., per doz. 60
Bamboo, 18 ft., per doz. 80

GELATINE

Cox's 1 qt. size1 10
Cox's 2 qt. size1 61
Knox's Sparkling, doz. 1 20
Knox's Sparkling, gro. 14 00
Knox's Acidu'd. doz. 1 20
Knox's Acidu'd. gro. 14 00
Nelson's1 50
Oxford75
Plymouth Rock1 25

SAFES



Full line of fire and burg-
lar proof safes kept in
stock by the Tradesman
Company. Twenty differ-
ent sizes on hand at all
times—twice as many safes
as are carried by any other
house in the State. If you
are unable to visit Grand
Rapids and inspect the
line personally, write for
quotations.

SOAP

Beaver Soap Co.'s Brands



100 cakes, large size...6 50
50 cakes, large size...3 25
100 cakes, small size...3 85
50 cakes, small size...1 95
Tradesman's Co.'s Brand



Black Hawk, one box 2 50
Black Hawk, five bxs 2 40
Black Hawk, ten bxs 2 25

TABLE SAUCES

Halford, large3 75
Halford, small2 25

Use

Tradesman

Coupon

Books

Made by

Tradesman Company

Grand Rapids, Mich.

Holiday Goods

Ready at Headquarters

Don't tie up to any
holiday line until you
see ours—for reasons
this year over and
above the fact that
we're headquarters.

We make it easy
"to see the goods"—
all of them and not
merely a few trunks
of "picked" samples
nor an ordinary one-
floor showing.

We make our com-
plete display of sam-
ples in these six
cities—occupying in
each of them not less
than 30,000 sq. ft.
for that exclusive
purpose:

New York Baltimore
Chicago St. Paul
St. Louis Dallas

Take Japanese
Goods alone. See
what it means that
we have our own all-
the-year buying or-
ganization in Japan.
Thus you'll know
whether to keep on
with your looking or
not.

If you can't come
to one of our six
cities—wait for our
fall catalogue, ready
about August 20.
Either way—before
you buy, let us prove
that it will pay you
to give us an even
chance at your holi-
day business.

Have you our Au-
gust catalogue—No.
J583?

Butler Brothers

Wholesalers of General Merchandise

NEW YORK CHICAGO
ST. LOUIS (And MINNEAPOLIS)
Early in 1907

Sample Houses:

BALTIMORE DALLAS ST. PAUL

If You Do a Credit Business

It will be to your interest
to investigate our

Coupon Book System

It places your business
on a cash basis in the
easiest, simplest and
and cheapest manner yet
devised. We will cheer-
fully send samples, prices
and full information if
you will let us know you
are interested.

Tradesman Company

Grand Rapids,
Michigan

BUSINESS-WANTS DEPARTMENT

Advertisements inserted under this head for two cents a word the first insertion and one cent a word for each subsequent continuous insertion. No charge less than 25 cents. Cash must accompany all orders.

BUSINESS CHANCES.

For Sale—\$2,000 clothing stock, mens', youths' and boys' suits, overcoats, hats, caps, overalls and pants. 45c on dollar. Cash. Address Dept. Store, care Tradesman. 12

To Rent—Modern brick store, 20x50 ft., fitted complete for dry goods, clothing or bazaar. \$20 month. J. R. Liebermann, St. Clair, Mich. 11

Kansas and Colorado. We offer for sale at low price and easy terms, about 10,000 acres of southwest Kansas land in good farming section; partly improved. Also several nice farms, well located in an irrigated part of Colorado. If you can be interested in the coming country, address S. F. Sanders, Grant City, Mo. 9

Fine drug store for sale. Elegant small city, southern Michigan. Invoices about \$3,500. Address No. 8, care Michigan Tradesman. 8

Millinery business for sale if taken at once. Address No. 6 care Michigan Tradesman. 6

Partner wanted for millinery business. Must be capable trimmer for best trade. Address No. 7, care Michigan Tradesman. 7

For Sale—General store and fixtures in small town of about 500 inhabitants, at junction of Big Four and T. & O. C. Railway. Invoices about \$3,800. Rent reasonable. Nice clean stock with a good trade. Address Box 66, Edison, O. 4

For Rent—Modern brick store room, shelving and counters. Three doors from postoffice. City of 4,500. Good country surrounding. State University located here, 600 students. Splendid business opportunity. Rent reasonable. Address Lock Box 212, Norman, C. T. 996

Twenty dollars reward for a coupon from a box of Noiseless-Tip matches bearing the letter T. Address Box 63, Kalamazoo, Mich. 995

For Sale—Three thousand dollars' worth of solid mahogany furniture. All new, but very little used and in the best condition. List furnished on application. Correspondence solicited. John S. Felmley, Griggsville, Ill. 994

For Sale—Stock of drugs in good location. Good brick store, good trade. Old age and poor health, reason for selling. G. C. Beebe, Bay City, Mich. 988

For Sale—A clean staple stock general merchandise. Will invoice about \$3,000; growing factory town in the oil and gas belt in Southeast Kansas. No trades considered. Address Box 157, Coffeyville, Kan. 987

For Sale or exchange for \$10,000 stock of merchandise, the Main River house, Maple Ridge, 8 miles from Alpena, on the best traveled road in Michigan; fine summer resort and good winter road house; modern buildings, embracing 265 acres. Apply on premises or address B. Wolff, Alpena, Mich. 986

For Sale—A Snap—The best photograph gallery; must sell on account of health. Address Skolds, Masonic Temple, Peru, Ill. 993

For Sale—The broom handle factory at Ayr, owned by the late G. P. Bennett, or particulars enquire of Mrs. G. P. Bennett, Ayr, Emmet Co, Mich. 997

For Sale—A No 1 stock of dry goods and house furnishing goods, located in a modern store, on one of the best business corners on the outskirts of Chicago. Stock invoices about \$9,000, but can be reduced if desired. All good clean staple merchandise, no stickers. Address No. 998, care Michigan Tradesman. 998

For Sale—Confectionery, cigar and fruit store in Northern town, doing a fine business. All modern fixtures. Big ice cream trade. Best of reasons for selling. Will sell cheap if taken quick. Address Box 25, Pentwater, Mich. 999

For Sale—Long term lease and fixtures of ladies' furnishing goods store; two floors, elegantly fitted. Al location. Kitzinger & Levy, 48 and 50 W Main St., Battle Creek, Mich. 3

For Sale or Rent—Brick store in hustling northern town. Fine location for furniture and undertaking or general merchandise. Address No. 2, care Michigan Tradesman. 2

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—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. 825

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

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

For Sale—Livery and feed business. Good location. A money maker. Address Dr. J. E. Hunter, Ashley, Mich. 981

For Sale—Drug store in the best town of 4,000 in Michigan. Large and good farming country surrounding. 800 men employed in factories. Last year's business, \$8,000. Rent \$20 per month. Address J. B., care Michigan Tradesman. 946

For Sale—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

\$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, Wash. 947

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

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

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

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

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—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—First-class drug stock, invoicing \$2,000, \$1,500 cash, time on balance. Good reason for selling. Address No. 621, care Tradesman. 621

We want to buy for spot cash, shoe stocks, clothing stocks, stores and stocks of every description. Write us to-day and our representative will call, ready to do business. Paul L. Feyrelsen & Co., 12 State St., Chicago, Ill. 548

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 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

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

Wanted—Three good auctioneers. Apply by letter, stating experience. W. D. Hamilton & Co., Auctioneers, 306 E. Main, Galesburg, Ill. 977

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 by registered pharmacist, 10 years' experience. Age 27. Married. Address C, care Tradesman. 1

Wanted—Position as clothing and furnishing salesman, by young man of 21, with 4 years' experience. Best of reference. Address No. 992, care Michigan Tradesman. 992

Wanted—Position as clerk, by young man experienced in general store. Best of references. Address Box 66, Muir, Mich. 10

Wanted—Situation by registered druggist. Twenty years' experience. L. E. Bockes, Empire, Mich. 915

HELP WANTED.

Experienced man wanted to take charge of hardware department. State present position, salary and experience. Address B. H., care Tradesman. 989

Experienced furniture salesman wanted. State present position, salary and experience. Address B. H. care Tradesman. 990

Experienced man wanted as manager of bazaar. State present position, salary and experience. Address B. H., care Tradesman. 991

Wanted—Prescription clerk at Yerington, Nev. Best store in town. Salary to start, \$12 per week. References exchanged. Address Yerington Drug Co. 5

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

Want ads. continued on next page.

Fire and Burglar Proof

Safes

Tradesman Company, Grand Rapids

POETRY VS. THE MACHINE.

A magazine, practical in character and justly proud of it, announces with a flourish of trumpets that a Virginian, after fifteen years of test and failure, has succeeded in inventing a machine by means of which he can milk fifteen cows an hour, the invention accomplishing "the work in the natural manner in which a calf sucks." The harvesting of the smaller grains has already begun and from 7 in the morning until 6 at night, with an hour's intermission at noon, the click of the knives and the noise of whirling wheels proclaim the fact that the wheat and rye, the oats and barley, are cut and threshed and winnowed and bagged with the passing of the reaper. Hay-time is here; but the scythe, red with rust, hangs untouched from the bough of the old apple tree, the old hand rake remains undisturbed in the barn, the pitchfork leans leisurely and lazily against the haymow, and that old-time terror of boyhood, the grindstone, has left forever its long-held place under the butternut. Times have changed, all things have become new and the farmer, rejoicing over it, talks without concern of the great gain the agricultural world has made by the introduction of the machine.

And yet! And yet! "It is not all of life to live nor all of death to die." There was an abundance of hard work "in the days that are no more," but there was something in it all that made men. It is almost appalling to consider now the length of the working day before the coming of the machine. Daybreak was the getting up time and breakfast at sunrise was no unheard of thing. Without bothering about the chores the man with the sickle went into the grain field and, excepting the rest at noon, he never left it until dusk made his work there uncertain. Too tired almost for supper he crawled off to bed and, rested and strengthened by such sleep as only the really weary know, he was found again at sunrise, often even then at the head of a long line of unbound sheaves. The hay field, too, was no place for play.

"When cooling morning breezes blow

And grass is bright with dew
To meadows fair he hastes to mow
The grass all wet with dew,"
and strong and tireless must be the arm that swept into swaths the lusty growth of timothy, herd's grass and clover. There was no spreader then but a human one, no rake without a man or a boy combing the fields through the long, hot afternoon, no loading—and so no pitching on or off—without the strong arm and the stronger back of the man behind the forkful. It was hard, all of it; but how the boys who grew into men, when the time came, left the farm for the town and, with only what training the home acres and the life there gave them, won fame and fortune for themselves, and so are paying a glowing tribute to the hard work that even then foreshadowed the coming triumph.

Back of this drudgery, if that word is best, there is something else. Mod-

ern boyhood may watch with unfeigned delight the success of the milking machine; but the man with his fortune earned would be loath to lose the beauty and the poetry of the past as memory centers it and pictures it at milking time. Summer or winter, in pasture or in stable, there stands the contented cud-chewing cow, and there sits the boy on his milking stool, the milk pail between his knees resounding with the well-remembered drumming of the milk stream. Above glows the sunset, its crimson and gold resting like the benediction it is on hillside and valley, on meadow and pasture and the lane that leads to it, where night and morning, almost since time with him began, his feet—the milker's—bare and brown, have followed the cows to pasture, hailed in the morning by "Bob White's" cheery whistle and saddened at nightfall behind the howling, home-coming herd by the whip-poor-will's mournful call.

The machine has proved its usefulness. The farmer plows and plants as he rides. He sits under his sun-protecting awning as he hoes. His machine reaps and binds and gathers into barns. It milks and skims and churns while he waits. His day reaches no longer from twilight to twilight. No longer does he earn his bread by the sweat of his brow; but with the coming of his hours of ease has departed much that life loved and lived on, and it remains to be seen whether with the passing of the old-time drudgery there went also with it the old-time beauty and poetry which to-day comfort and cheer the old-time manhood.

Thursday Will Be Closed Shop Day.

Sault Ste. Marie, Aug. 7.—The members of the Grocers' and Butchers' Protective Association of this city have arranged to have their first annual picnic and excursion Thursday, August 9. Akaquanning Park will be the scene of roval festivity, and the steamer Friant has been chartered for the day. There will be a brass band, various sports on the grounds, an abundance to eat, including the daintiest delicacies daily dealt by the dealers, and the crowd of merry-making business men will be handsomely reinforced by wives, sweethearts, clerks and friends. An ordinary circus or street carnival would be a very tame affair in comparison with this effervescent event.

Every grocer and butcher in the city is supposed to close shop all day and the fellow who would dare to violate the "shut-up" injunction would probably be found guilty of unadulterated meanness in the first degree and sentenced to suffer the contempt of his business brothers for a term of at least five years.

No eatables are to be sold in the Soo on August 9 and people who neglect to lay in a supply on the previous day will have to fast or eat grass.

The steamer Friant leaves the government dock at 9:30, presumably sharp, and will return sometime in the afternoon.

The people who tell their troubles are never gifted with a sense of humor.

THE DEBT DODGERS.

That this country is enjoying general prosperity, that employment is abundant and that wages are good are facts of common observance and knowledge. Yet there are conditions existing which seem inconsistent therewith. Merchants in every community wonder why so little attention is given to the payment of debts at a time when money is plentiful. The Massachusetts Bureau of Labor Statistics has taken up the question and finds that the uncollectable indebtedness in that State reaches large figures. The principal part of it is due to butchers and grocers. Wage earners form the largest class of those who neglect to pay their bills, but the middle class, the professional class and the wealthy class have their share of delinquents.

The Massachusetts reports says: "The middle class of people are living beyond their means in trying to keep up with their wealthier neighbors and resort to the instalment plan as in the case of the wage earners. The people to-day seem to have more expensive tastes and there are a great many more pleasures to be had at small cost, but all of which take money. It is the unanimous opinion that the instalment business is responsible for much of the indebtedness. There also seems to be a tendency greater now than at any time in the past, among the poorer class of working people, to live far beyond their means in order to live as well and make as good an appearance as people who are in far better circumstances. They are enabled to do this by means of the large instalment houses. The grocery bill is the last consideration, and it finally runs to such proportions that when the grocer attempts to collect it by law he, in many cases, finds that the wages are already assigned. Considerable has been said also against the so-called industrial insurance. In many instances people are paying a weekly sum to insure the lives of the family when often the amount so paid is beyond their means."

That many people are living beyond their means is undoubtedly true, and the tendency in that direction grows steadily stronger. We are an extravagant people and in this desire to have and do and go as much or more than their neighbors many become debt dodgers. What is true regarding the people of Massachusetts is probably true of the people of Michigan. The exposure of these conditions should serve to bring about remedies for them.

Lincoln's Miracle.

A great deal of curiosity and comment was aroused by the Lincoln log cabin as it passed through the different cities of the East on its way from New York to its final resting place in Kentucky. Many curious anecdotes are told of the trip, one of which was recounted with keep relish at the Belvedere the other day by Captain N. S. Bullitt, of Company A, 1st Kentucky Infantry, who was in charge of the detail of five privates that guarded the relic on its way South.

The car on which the cabin rested stood on a railroad siding in Philadelphia, when a Quaker City man, who had exhibited great apparent interest in the cabin, approached Captain Bullitt with a timid question.

"So that is really the Lincoln cabin?" he asked.

"The real thing," responded the captain.

"And Lincoln was born in there?"

"Right within those very walls."

"Well, well," said the questioner, as he fumingly stroked a meager tuft of reddish beard, "and I suppose he cut those logs with his own hands."

Had the Papers To Prove It.

An Ohio politician enjoys telling of a political discussion he once overheard in a country grocery store.

In some way the argument, quite a heated one, degenerated into a dispute in which one side took the position that the others were crazy to entertain such political tenets as theirs.

At this point a solemn-looking individual, who up to this time had held his peace, suddenly interjected:

"Gents, I want to say that I'm the only sane man here that has the papers to prove it!"

The crowd gazed upon him in astonishment.

"It is true, gents," continued the solemn-looking individual, as he drew forth a document from the recesses of his coat, "here's my discharge from the State Insane Asylum!"

He Would Be Polite.

One day a little boy came to school with very dirty hands and the teacher said to him:

"Jamie, I wish you would not come to school with your hands soiled that way. What would you say if I came to school with soiled hands?"

"I wouldn't say anything," was the prompt reply. "I'd be too polite."

Fenton—Burdick Potter, Sr., succeeds Burdick Potter & Son in the grain, coal, wood, produce and wool business.

BUSINESS CHANCES.

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

Wanted—Dayton Computing Cutter Scale. Must be in good condition. Cheap. Address 13, care Tradesman. 13

Wanted—First-class department managers who can invest some money in a new big department store just being organized; without question the best opening in the country. Des Moines Department Store Co., Des Moines, Iowa. 14

Rare Bargain—For Sale, 50 bbl. flouring mill in first-class condition, center of splendid farming country. Town 700, situated on three railroads. No other grain market within 30 miles. Nearest other mill, 16 miles. Price \$10,000. Would exchange for good farm. Best reasons for selling. If you are interested remember you must have the price or good farm to exchange for this property as it is gilt-edge. For particulars address No. 15, care Tradesman. 15

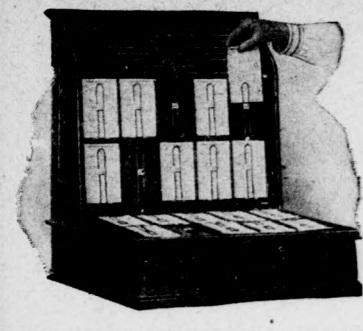
For Sale—Retail lumber yard. One of the best locations in Central Michigan. No competition. Unload direct from cars into yard from the following railroads: C. T., C. S. & M., A. A., D. G. H. & M. and T. S. & M. McBride & Son, Durand, Mich. 16

For Sale—Two exceptional bargains: 80 acres, large house and barn, orchard, 30 acres timber; \$4,500; 170 acres, 10-room house, large barn, outbuildings, orchard, 25 acres timber, good soil, \$8,000; 40 miles from Chicago. Ketrang, Chester-ton, Ind. 17



LOWNEY'S COCOA is an American triumph in food products. It is the BEST cocoa made ANYWHERE or at ANY PRICE.

The WALTER M. LOWNEY COMPANY, 447 Commercial St., Boston, Mass.



What Does It Cost You?

Did you ever figure out what it costs you to handle your accounts?

Did you ever think that the time you devoted to POSTING and COPYING ACCOUNTS could be used to better advantage?

Do YOU consider your TIME worth anything?

Did you ever INVESTIGATE the McCASKEY ACCOUNT SYSTEM?

It handles your ACCOUNTS with ONLY ONE WRITING.

NO COPYING or POSTING. NO DISPUTES. NO LEAKS. NO LOST TIME.

CREDIT SALES as fast as CASH SALES.

Our CATALOG is FREE—write to-day.

The McCaskey Register Co.

Alliance, Ohio

Manufacturers of the Famous Multiplex Duplicating Pads; also Single Carbon and Folding Pads.

J. A. Plank, State Agent for Michigan, Address Tradesman Bldg., Grand Rapids
Agencies in all Principal Cities.

An Overwhelming Majority



MONEYWEIGHT Scales pay for themselves the first year and return to their users a good rate of interest on their investment besides.

Send us the coupon for valuable detailed information.

It places you under no obligation.

Moneyweight Scale Co.

Distributors of HONEST Scales GUARANTEED Commercially Correct.

58 State St.

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MANUFACTURERS
DAYTON, OHIO.

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296 New Accounts In 4 Months

The fact that we have opened 296 new accounts in the State of Michigan alone in the last four months is evidence that merchants everywhere are realizing that

The Leonard Crockery Co.

offers goods at money-saving prices and of superior quality. Give Us a Trial Order—We Know You Will Repeat

Our Big Four

They Represent But a Few of the Reasons Which Induce Merchants All Over the State to Send Us Their Mail Orders. These Pieces Not Guaranteed After August 15.

FRENCH GREY Double Coated Enamelled Ware



Preserving Kettles
No. 280—8 quarts. Per dozen.....\$2 60
No. 300—10 quarts. Per dozen..... 3 05
Wash Basins
No. 28—Diameter 11 inch. Per doz. \$1 05
No. 30—Diameter 12 inch. Per doz. 1 10
Water Pails
12 quarts. Per doz.....\$3 65
Dish Pans
14 quarts. Per doz.....\$3 33
Pudding Pans
2 quarts. Per doz.....\$0 85
3 quarts. Per doz..... 94

Note Our Prices on TIN PAIS and Mail Us Your Orders



1 C Tin Flaring Pails
Heavy weight and full sizes
5 quarts. Per dozen.....\$0 75
10 quarts. Per dozen..... 95
14 quarts. Per dozen..... 1 39
Heavy Tin Dairy Pails
These pails have extra heavy bottoms and are called IX by some
10 quarts. Per dozen.....\$1 37
12 quarts. Per dozen..... 1 55
14 quarts. Per dozen..... 1 80

Highest Grade Galvanized Ware Galvanized after being made



No.	Size, inches	Doz.
1	20 1/2 x 10 1/2	\$4 30
2	22 x 11	4 80
3	24 x 11	5 60

Galvanized Pails
8 quarts. Per dozen.....\$1 18
10 quarts. Per dozen..... 1 38
12 quarts. Per dozen..... 1 65
14 quarts. Per dozen..... 1 85
Galvanized Oil Cans
1 Gallon Spout. Per dozen.....\$1 40
2 Gallon Spout. Per dozen..... 2 25
3 Gallon Spout. Per dozen..... 3 25
5 Gallon Spout. Per dozen..... 4 10

2 Qt. 1 C Tin Covered BUCKETS 44c



**Best Quality
Heavy 1 C Tin;
Soldered Seams,
Riveted Ears,
Wire Bail.
Best on the
Market**

Per doz. 44c

Wash Boilers 1 X Tin with Copper Rim and Bottom

14 oz. copper rim and bottom, well made and one of the leading boilers on the market. Full size.
No. 8—Size 21x11x13 inches. Doz....\$10 80
No. 9—Size 22x12x13 inches. Doz. 12 00

Assortment IX Tin Copper Rim and Bottom Boilers

Composed of 1/4 dozen each of Nos. 8 and 9 of the above boilers, nested. Per case of 1/2 dozen, assorted.....\$5 40

Prices on School Supplies—We Carry Complete Lines

Pencil Tablets

No. 204—Size 5 x 8 in. 60 sheets, ruled. Per doz. 22c
No. 1205—Size 8x11 in. 110 sheets, ruled. Per doz. 42c

Ink Tablets

No. 16 "Gold Medal." Note size, 63 sheets, ruled. Per doz. 38c
No. 121 "Wedding Cream." 90 sheets, note size, ruled. Per doz. 75c

School Slates

"Victor" Noiseless Single
5 x 7 inch. Per doz.....\$0 70
6 x 9 inch. Per doz..... 85
7 x 11 inch. Per doz..... 1 05
8 x 12 inch. Per doz..... 1 25

"Victor" Noiseless Double

Can be furnished in the same sizes as the single at exactly double the price.

Pencils

Our Line is One of the Most Extensive in the Country

No. 1040—Cedar, polished rubber inserted. Gross. 90c
No. 465 "Beatsall." Rosewood finish, nickel cap, rubber inserted. Dozen. 12c
No. 517 "Autograph." No. 2 lead. Eraser in nickel tip. Per dozen 24c

Pens

E125G Perfection School Pens. Gross in box. Per gross 30c
E135 Assorted Pens. 1 gross assorted kinds in box. Per gross 30c
No. 048 Esterbrook Falcon Pens. 1 gross in box. Per gross 45c
No. 1 Spencerian Pens. 1 gross in box. Per gross 73c

Carter's Ink

No. 85 "Black Letter" in 2 oz. cones. 3 dozen in box. Per dozen. \$0 35
Per box (3 dozen)..... 95
No. 78 "Koal Black." 4 oz. square bottle with grooves for penholder. Per dozen.....70c
"No. 73 Koal Black"
1/2 pint size. Dozen.....\$2 00
1 pint size. Dozen..... 3 25
1 quart size. Dozen..... 5 65

"New Peach" Assortment Lamps

Complete with Burner and Chimneys

Sold by Package Only No Charge for Barrel



Comprises three dozen of hand and stand lamps as per list below, all completed with burners and chimneys ready for use. There are two assorted patterns in the assortment, which consists of

6 Flat Hand Lamps, with No. 1 bur. and chim.	10	\$0 60
6 Footed Hand Lamps, with No. 1 bur.	15	90
6 No. O Stand Lamps, with No. 1 bur.	15	90
6 No. A Stand Lamps, with No. 1 bur.	20	1 20
6 No. B Stand Lamps, with No. 2 bur.	25	1 50
6 No. C Stand Lamps, with No. 2 bur.	30	1 80

Total of 3 dozen lamps complete.....\$6 90

No. 160 Assortment Decorated Parlor Lamps

Sold by Package Only. No Charge for Barrel.



The assortment consists of 8 lamps, four of which have cast brass bases. They sell at retail for from \$1.00 up to \$1.25.

2 Lamps with 7 inch dome shades, assorted shapes and decorations.....	\$0 68	\$1 36
2 Lamps with 7 inch globes in two styles and decorations. Each.....	0 68	1 36
2 Lamps with cast brass bases and 7 inch dome shade, assorted styles and decorations. Each.....	0 78	1 56
2 Lamps with cast brass bases and 7 inch globes, assorted decorations. Each.....	0 78	1 56

Total for Package.....\$5 84



Successors to
H. LEONARD & SONS
Wholesale

Leonard Crockery Co.

GRAND RAPIDS, MICH.

Half your railroad fare refunded under the perpetual excursion plan of the Grand Rapids Board of Trade
Ask for "Purchaser's Certificate" showing amount of your purchase

Crockery, Glassware
and
House-Furnishings